

Educational Consultants- Kingdom of Bahrain

Proposal for Partnership with UK, American and Canadian universities to provide Student Recruitment Solutions from the MENA Region

About Oasis Training Center

- Oasis was founded in February 2015 by Dr Suzanne White. Suzanne has 25+ years of education, training and development experience in the UK and the GCC
- She has worked at a British university as a Senior lecturer and Head of a Department for 7 years and at a branch of an American university in Bahrain as President for 4 years, amongst many other teaching positions
- Suzanne has a PhD in Education and is a Fellow of the Higher Education Academy in the UK
- The mantra of Oasis is to provide bespoke UK, Canadian and American education solutions to GCC students through providing high quality support, advice, training and educational insight

Understanding the Market

The GER of the GCC countries ranges between 33-45%, which means that a high percentage travel outside for higher education. Through our intelligence, it is clear that the UK is the first destination for local students followed closely by the USA and Canada. We expect more students to prefer to travel to the UK, USA and Canada for higher education than previously.

In addition, with demographic challenges (more than 50% of the Arab world is under the age of 25), added to quality concerns of universities in the region (only 10 universities from the MENA region were listed in the Times top 800 universities globally), our projections are that the demand for UK, Canadian and American higher education will continue. In 2013-2014, Saudi Arabia alone sent 9,000 + students to the UK (www.ukcisa.org.uk).

Programmes that rank highly through our research show that key areas that students wish to apply to in the UK, USA and Canada include:

- Accounting
- Finance/Islamic finance
- Business administration
- ICT
- Engineering (all disciplines)
- Communications and marketing
- Post Graduate studies

Our Process

At Oasis we use our experience and knowledge of the UK, Canadian and American higher education sector and the culture of the Middle East to help students make informed choices about courses and universities. More than that, we provide the right level of coaching, mentoring and training to ensure that students are prepared for a new and often daunting experience.

We are able to support students through the following:

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- One-to-one consultations with a qualified career counsellor
- Psychometric feedback and coaching to choose a good fit with interest/skills to university programme
- A two day introduction to studying in the UK, Canada or the USA, in partnership with *thinkingpeople* (a UK-based culture consultancy who have worked extensively in the UK HE sector for the last 12 years). ICEF (*ICEF Monitor* is a dedicated market intelligence resource for the international education industry) talks of "need for additional pre-dep orientation &/or post-arrival supports 4 culture shock" (<http://monitor.icef.com/2015/11/2015-agent-barometer-survey-yields-new-insights-on-student-concerns-and-growing-impact-of-online/>)
- English language classes (IELTS and TOEFL preparation and English for specific purposes)
- Assistance with applications to universities, visas, CVs (for part-time employment), introduction to student accommodation and host family organisations
- With females on our staff, we can ensure that Muslim women travelling abroad alone are put into appropriate living environments
- Mentoring of students while away from home, so that they have someone independent to talk to, outside of college and family, for advice
- In-country emergency contact
- After graduation care to help students to get their degrees attested by the Ministry of Education in Bahrain, which is required before a Bahraini citizen can get a job offer. This is additional support that students need upon their return home.

Our People

What sets us apart from other local recruiters are the quality of our people and commitment to supporting students. With over 70 years of experience amongst us, of education systems, in the UK, USA, Canada and Middle East, we really understand the cultural, academic and personal challenges that students face when they choose to study abroad. Our team have detailed knowledge of the UK, Canadian, American and the GCC education systems, resulting in deep and trusted relationships with both universities in the UK, Canada, USA and schools in the GCC.

Team Bios

Dr Suzanne White



Suzanne started her career with top UK insurance companies RSA and Norwich Union, spending over ten years in a variety of technical and managerial positions. As a qualified university lecturer, this was followed by seven years in a Senior Lectureship position at a London University, teaching on insurance and risk management courses and leading an insurance teaching team, as well as undertaking consultancy work for the Chartered Insurance Institute (CII). More recent positions have involved running insurance courses in a Bahraini training institute, founding a consultancy business and running a campus of an American university in Bahrain. Suzanne has over 20 years of consultancy and training experience with educational and corporate entities, plus a PhD in Educational Research. She is the owner and founder of Oasis Training Center in Bahrain.

Jo Bloxham



In 2003 Jo, and her business partner Kathryn, set up thinkingpeople with the aim of supporting individuals and organisations to build their cross-cultural competence. thinkingpeople work with a wide range of clients from refugee and asylum-seeker charities to major sporting and media organisations. Most of the time, however, thinkingpeople can be found in the Higher Education sector working with students, professional services staff and academics on generic and culture-specific training. thinkingpeople deliver bespoke courses for clients but also have an open course programme.

Before starting up thinkingpeople Jo worked for two and a half years in central China in teacher training. She then did an MA in Social Anthropology at SOAS, University of London. She then took up a post to support a new initiative being run by the British Council, VSO and The Prince's Trust, an international volunteer exchange programme for 18-25 year olds. On this programme, she supervised and managed a diverse group of staff and volunteers from the UK, Asia and Africa. These experiences taught Jo an enormous amount about cross-cultural working and she is committed to supporting others in their learning journey in this area.

Dr Brian Staines



Brian has been working in the Careers Education and Guidance field for the last 30 years and 2006-2014 was Head of Careers Guidance at the University of Bristol. Prior to this he worked as a Careers Guidance professional both at the University of Bristol and a number of local authorities. His work has focused on helping people make effective Career choices both in terms of areas of further study and future employment opportunities, and having worked in the UK higher education sector for almost 25 years is very familiar with the type of courses available at many universities. Whilst at Bristol he also developed and ran employability modules particularly to offer support to international students

Brian has also worked as a consultant for many years on a variety of Careers Guidance related projects internationally, developing and running training courses for Careers Guidance professionals in their home countries, as well as advising governmental officials on the most effective way to develop educational Careers Guidance structures.

Brian's PhD relates to the comparability of educational qualifications internationally particularly via the Bologna process, an area in which he still retains an interest. He is currently working in Saudi Arabia with trainee teachers to help them develop their vocational pedagogy skills.

Michael Barclay



Michael has a Master's in Education from Harvard University. He has been involved in the education sector and business for the last 40 years. His experience ranges from teaching and administration in international schools and adult technical education where much of his experience has been in the Middle East in Kuwait, Qatar, the UAE and Saudi Arabia.

On the business front, Michael worked as a manager for business development for Manpower, one of the largest staffing companies in the world. In this role he returned to Qatar as a member of the start-up team to establish Manpower in the GCC. In 2008 he joined the Qatar Financial Center to establish the Qatar Finance and Business Academy. This is where he met Suzanne White where she was contracted to deliver courses in insurance. At the Business School, Michael established a coaching programme to enable to develop their business and soft skills. Within this program, business leaders in Qatar were recruited and trained to coach business school students to enable them to have successful professional careers

Most recently he has been involved in a joint venture between Saudi Aramco and Dow Chemical. At Sadara, Michael and Suzanne White collaborated on professional and leadership development. In his role as a Talent Management Advisor, Michael has demonstrated his passion for the development of Generation Y and Millennial Talent. As a Canadian familiar with the Canada Universities he is positioned to prepare GCC students contemplating entry into the Canadian University system.

Dr. Charles F. Gary Jr. Ph.D.



Dr. Charles F. Gary, Jr. brings 20 plus years experience in training and education, in large corporations as well as colleges and universities. Dr. Gary delivers more than 30 plus course titles in business management, soft skills, and human resources across the GCC as a Corporate Trainer. Dr. Gary works with some of the largest companies in the region including SABIC, ARAMCO, Qatar Petroleum, and Qatar Foundation among others.

Born in and raised in Chicago, USA, Dr. Gary brings exceptional English language skills and an outstanding interpersonal communication style to go along with his energetic presentations. His courses and workshops are engaging and enlightening to any level of participant from up to and including leading executives. Dr. Gary designs and delivers his own workshops and courses, but also facilitates nationally and internationally accredited programs. He has a special way of customizing and tailoring seminars to meet the specific needs of each participant. He includes interactive games, projects, and cases with real world application that stimulate discussion and critical thinking.

In the realm of higher education Dr. Gary has maximized the use of his PH.D. in Higher Education Administration and Masters of Science in Education College Student Affairs practicing his services in a variety of roles from Student Advisor and Counselor to Campus Life Director up to the level of the Associate Director Student Affairs. Having practiced student advocacy and support as a counselor, he proved to be an effective leader of a variety of units within the university, including Counseling and Health, Intercollegiate Athletics, Recreation and Fitness, Career Services, Student Services, Student Activities and Events up to and including Orientation, Homecoming, Commencement. He fully understands the US educational system and what it takes for students to succeed in a college and university setting.

Fees:

Fees will be agreed on a case by case basis with universities.

For more information and a detailed discussion on next steps please contact:

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