

# APAIE 2024



PERTH, AUSTRALIA 4-8 MARCH 2024

## #APAIE24

APAIE 2024



PERTH, AUSTRALIA 4-8 MARCH 2024

*Collaborating for sustainable impact: partnerships across the Asia Pacific*

APAIE Perth 4 - 8 March 2024

Official Media Partner

**THE CHRONICLE  
OF HIGHER EDUCATION.**

Diamond Sponsors



Session 11D: Weds 6<sup>th</sup> March, 16:15 – 17:00

## Scaling Australia's flagship student industry experience program

Beau Leese  
Practera, Australia

Derryn Belford  
StudyPerth, Australia

Ryan Whiddett  
The University of Western Australia, Australia

Megha Gupta  
Austrade, Australia

**Chair**  
Beau Leese  
Practera, Australia

Platinum Plus Sponsor



Platinum Sponsor



**APAIE 2024**



PERTH, AUSTRALIA 4-8 MARCH 2024

*Collaborating for sustainable impact: partnerships across the Asia Pacific*

**APAIE Perth 4 - 8 March 2024**





# AUSTRALIA

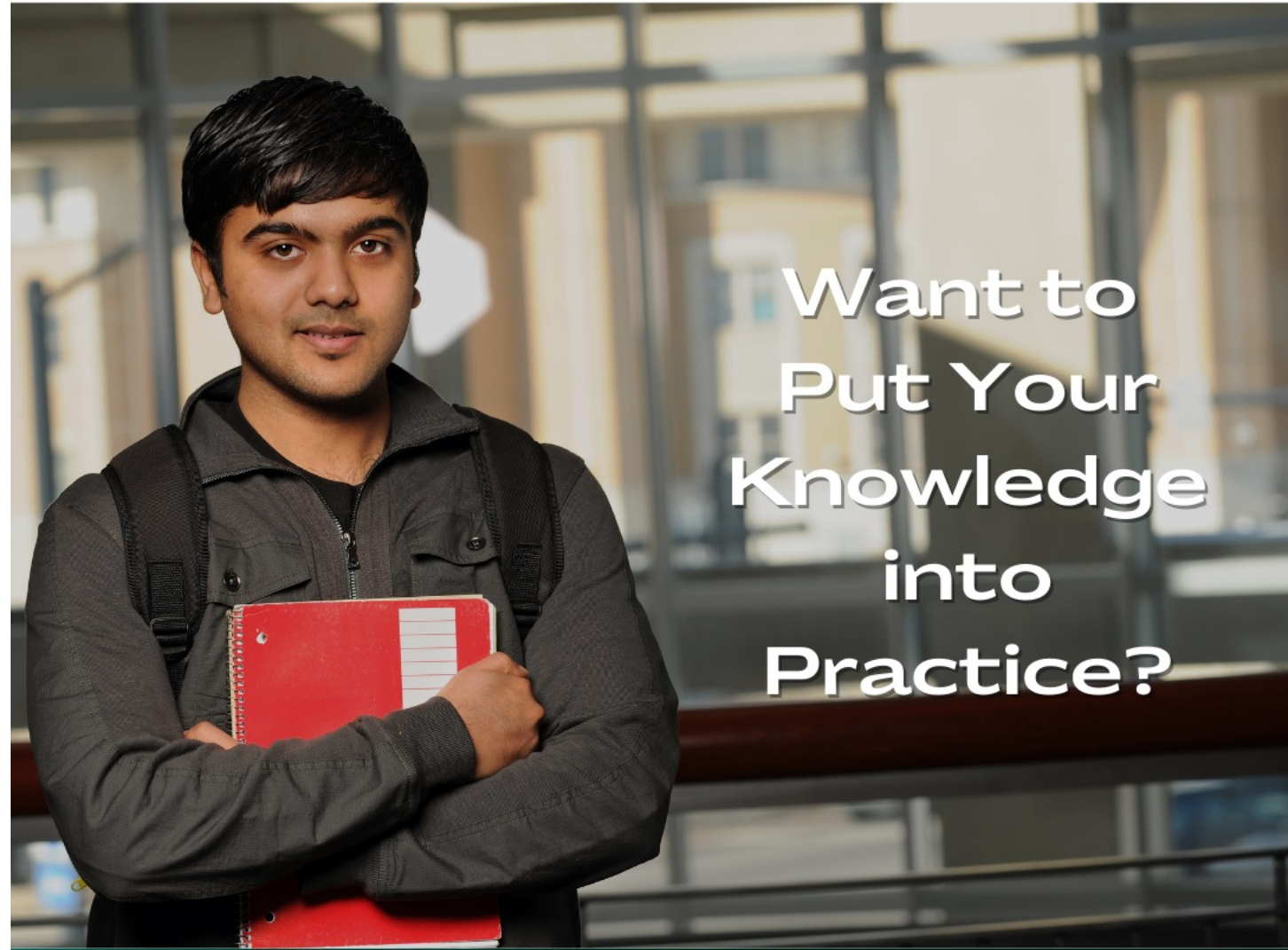
## SAIEP: Australia's Global Industry Experience Program for International Students

**APAIE | Perth**  
March 2024



# Today's agenda

- Introductions
- SAIEP background
- Program overview
  - Stakeholder perspective
  - Program design & delivery
- Results & Outcomes
- Developments & directions
- Discussion, Q&A, learnings & reflections



Want to  
Put Your  
Knowledge  
into  
Practice?

Register your interest for the program by emailing  
[saiep@practera.com](mailto:saiep@practera.com) for February 2022.



# Introductions

AUSTRALIA



**Megha Gupta**

Program Manager



**Derryn Belford**

CEO



**Ryan Whiddett**

A/D, Student  
Employability &  
Careers



**Christy Justin**

Masters student, SAIEP  
completer



**Beau Leese**

Co-Founder &  
CEO



# SAIEP background

- International students highly value employability and industry engagement in destination market, but find it more difficult to access professional work experience and employment than domestic students
- In response, State & Territory Destination agencies implementing digitally enabled, scalable employability solutions since 2015, including with Practera
- Formation of Study Australia Partnership for national collaboration & resource sharing on international education with Austrade as lead agency
- **Covid-19!!!** large numbers of international students offshore disconnected from Australia as study destination, Support for international student experience.
- Study Australia Partnership engaged Practera to pilot a scalable, national, online student-industry project program



# A flagship national employability program

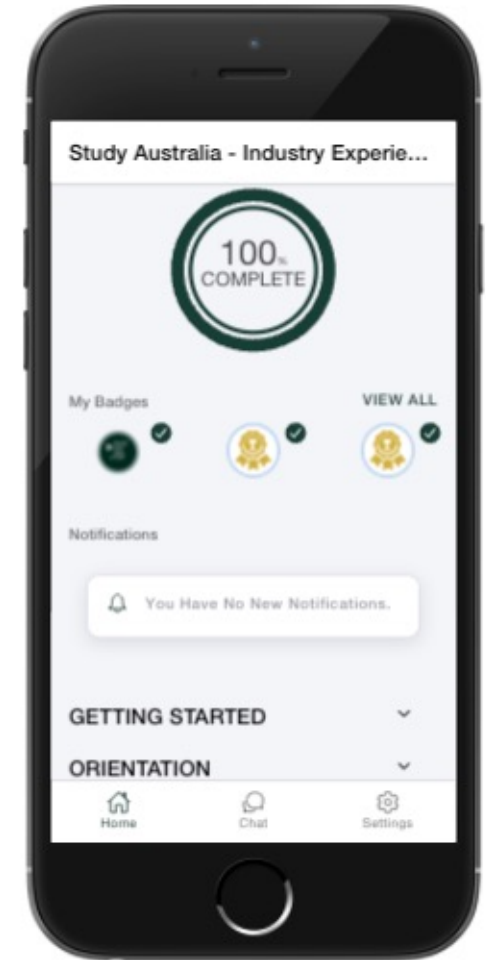


## Program Objectives

1. Add to the authentic employability experiences available to international students studying off or on-shore
2. Assist in demonstrating the value of international student talent & knowledge to Australian stakeholders
3. Deliver an high quality, efficient and scalable work experience program
4. Produce marketing assets for prospective students, agents & partners

# What is SAIEP?

- Short form, 2 week, 25 hour online, co-curricular industry project learning program
- National, cross-institutional virtual student teams & employer pool
- Australian Government digital certificate
- Non-exclusive focus on India & South Asia
- Delivered by Australian edtech partner Practera
- Free student places funded by Study Australia Partners (State & Territory Destination Agencies)





# Stakeholder & participant view

## **STUDY** **AUSTRALIA**

Industry Experience  
Program (SAIEP)

**Get real business experience**  
**Build in demand skills**

**ENROL NOW**

Register for the Study Australia Industry Experience  
Projects (SAIEP) by May 5, 2024



Australian Government

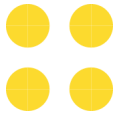




# StudyPerth – Peak body for International Education in WA

- **Funded by** the State Government of Western Australia and our Members
- **Governed by** a Board, which includes representatives from the five WA universities, State Government and WAPETIA
- **Our Vision** – Perth is recognised as the international education destination of choice, offering students a stimulating education and training experience, an enviable lifestyle in a safe location, and enhanced employment and migration opportunities.
- **Our Focus**
  1. Destination marketing – build awareness of Perth as a study destination
  2. Support business relationships – agents and education providers
  3. Support students who have chosen Perth as a place to study





# StudyPerth Careers Connect

1. The right visa settings.
2. Help students become job ready.
3. Bridge the gap between students/graduates and the business community.





# Careers Connect for Students and Employers

## Student Focused

### Industry Events

- ✓ The Energy Club of WA
- ✓ CPA Australia
- ✓ Cybersecurity
- ✓ Tourism WA - Jobs Connect
- ✓ JobFinder WA
- ✓ Career Fairs & Expo
- ✓ Migration Seminars

### Engagement & Activities

- ✓ Alumni Profiling
- ✓ Alumni LinkedIn Group
- ✓ Careers Centre Portal
- Internship Opportunities
- ✓ Forage Virtual Internship
- ✓ Study Australia Industry Experience Program (SAIEP)
- ✓ Kaplan Business School Internship Program

## Employer Focused

### Business Engagement

- ✓ Inter-cultural competencies
- ✓ Visa options
- ✓ Migration seminars
- ✓ Sector specific – Public Works, Aged Cared, Public service commission, Public Works
- ✓ JobFinder WA - SEEK

### Recruitment

- ✓ Optus Stadium
- ✓ EY
- ✓ Perth Airport
- ✓ Lateral
- ✓ WA Data Science Innovation Hub
- ✓ Aussee Oats





# The University of Western Australia

## Seek Wisdom



# Who we are

## Student stats

**25K+**

STUDENTS

**22**

SCHOOLS

**4K+**

INTERNATIONAL STUDENTS  
FROM 110 COUNTRIES

**19:1**

STUDENT TO STAFF RATIO

**135K+ GRADUATES**

working in Australia and internationally.  
Alumni include:

Nobel Laureate **Barry Marshall**

Former Australian Prime Minister  
**Bob Hawke**

Former Chief Justice of Australia  
**Robert French**

# Global reputation



Ranked **72<sup>nd</sup>**

In the world  
(QS 2024)

**#1 FOR GRADUATE  
EMPLOYABILITY**  
in Western Australia

(QS GRADUATE EMPLOYABILITY RANKING 2022)

**FIVE-STAR  
RATING**  
for teaching quality

(GOOD UNIVERSITIES GUIDE 2021)

**MEMBER OF THE  
Go8**

Australia's best  
research-intensive  
universities

**ACCESS TO GLOBAL  
CONNECTIONS**  
More than 4,500 global industry  
partnerships

**STUDENT  
EXPERIENCE**  
79.5% positive overall  
learning experience

(QILT STUDENT EXPERIENCE SURVEY 2021)







# UWA and SAIEP

1 of 86 institutions

191 students to date (10<sup>th</sup> highest)

Strategic focus for top employability

Supports service of international students

Targets for 30% growing to 80% experiential learning





**Christy Justin**



# Program delivery



**Study Australia  
Industry  
Experience  
Program**

Register your students for  
cohorts starting in  
February 2022

Connect with Practera by  
emailing [saiep@practera.com](mailto:saiep@practera.com)

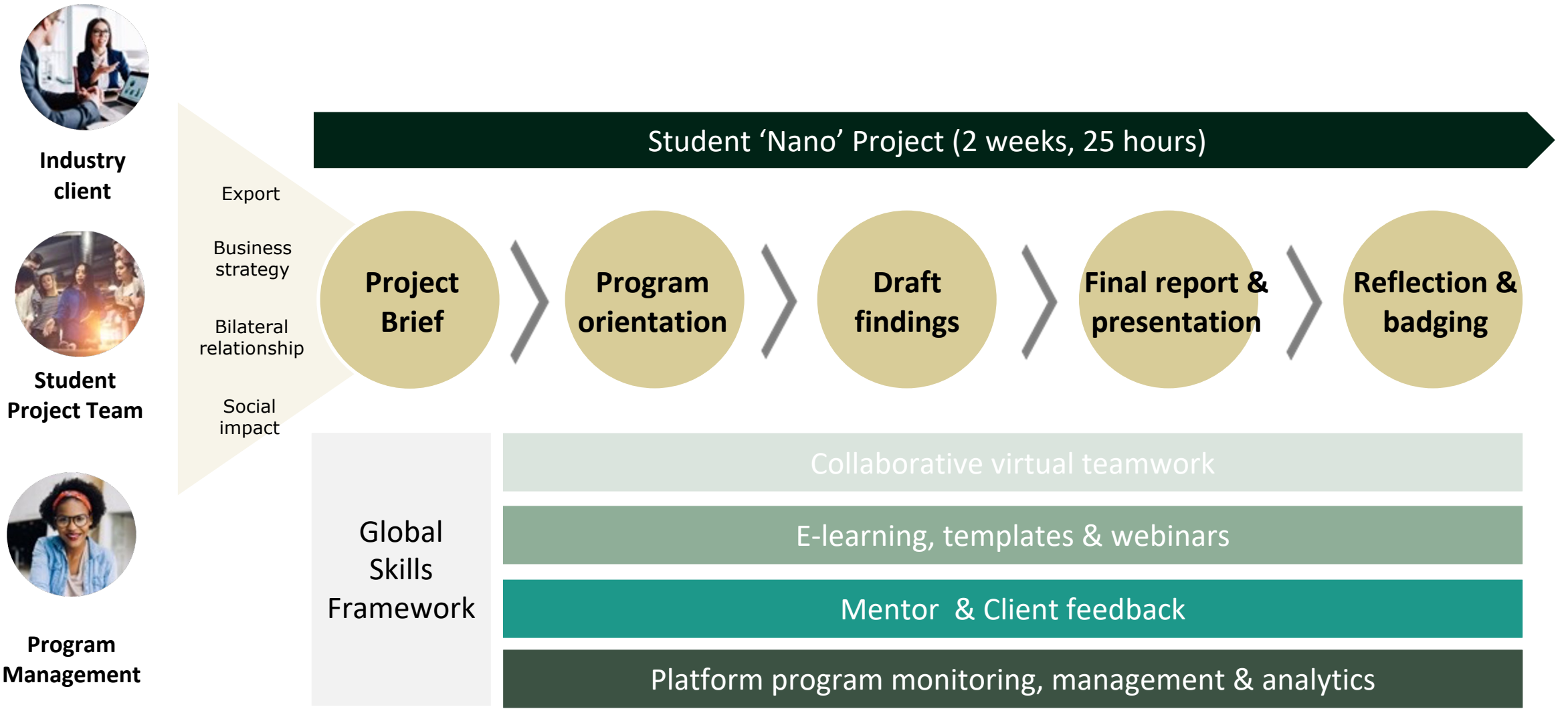
# SAIEP Program Logic Model & KPI's

	Resources	Activities	Outputs	Outcomes	Impact
Pilot KPI's	<ul style="list-style-type: none"> <li>Study Australia Partners Governance &amp; Marketing support</li> <li>A significant proportion of Australian State &amp; Territory IET agencies and Higher Education institutions to participate in funding student places</li> <li>Businesses &amp; Organisations relevant to the bilateral relationship seeking to engage diverse student talent and get value add project work done</li> <li>Higher Education Institutions &amp; educators seeking to provide virtual WIL experience for students</li> <li>Students opting in to develop global skills and experience</li> <li>Practera platform &amp; program management</li> </ul>	<ul style="list-style-type: none"> <li>Virtual workshops &amp; online content</li> <li>Student collaboration and project work</li> <li>Student / Client feedback &amp; reflection cycles</li> <li>Program management, monitoring &amp; efficient intervention</li> <li>Platform support</li> </ul>	<ul style="list-style-type: none"> <li>Project deliverables &amp; presentations</li> <li>New professional &amp; personal networks</li> <li>Student skill &amp; competency improvements</li> <li>Digital certificate accrediting completion</li> <li>Marketing outputs – testimonials, videos, images &amp; case studies</li> <li>In market and industry promotion through available SAP channels incl. Employability Hub, MIP</li> </ul>	<ul style="list-style-type: none"> <li>Adds meaningfully to the authentic employability experiences available to international students - particularly offshore</li> <li>Businesses and organisations relevant to the bilateral relationship are supported and accelerated</li> <li>Assist in demonstrating the value of international student talent &amp; knowledge to Australian stakeholders including Government, employers and domestic students</li> </ul>	<ul style="list-style-type: none"> <li>Enhances Australia's positioning as an employability destination of choice for international students in target markets</li> <li>Improves rates of international student attraction &amp; retention</li> <li>Improved rates of international student employability and employment</li> <li>Enhances Australian trade &amp; diplomacy capacity</li> </ul>
Pilot KPI's	<ul style="list-style-type: none"> <li>&gt;3 State &amp; Territory Study Bodies</li> <li>&gt;10 Tertiary institutions from &gt;3 states</li> <li>&gt;1000 students from diverse disciplines</li> <li>&gt;100 'client' organisations</li> <li>&gt;40% of students from target market(s)</li> </ul>	<ul style="list-style-type: none"> <li>&gt;80% Program completion</li> <li>Delivery to budget</li> </ul>	<ul style="list-style-type: none"> <li>&gt;80% Student &amp; 75% Client willingness to recommend</li> <li>&gt;80% students enhanced professional &amp; personal networks</li> </ul>	<ul style="list-style-type: none"> <li># Marketing impressions, media &amp; case studies</li> <li>&gt;60% of clients improved business decision making</li> <li>Improvement in student employability skills</li> </ul>	<ul style="list-style-type: none"> <li>Improvement in employability perceptions in market*</li> <li>Improvement in Australian share of market*</li> </ul>



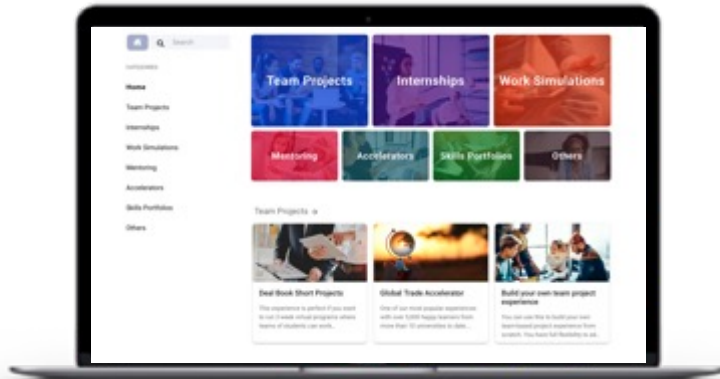
# Student & Industry project experience

AUSTRALIA

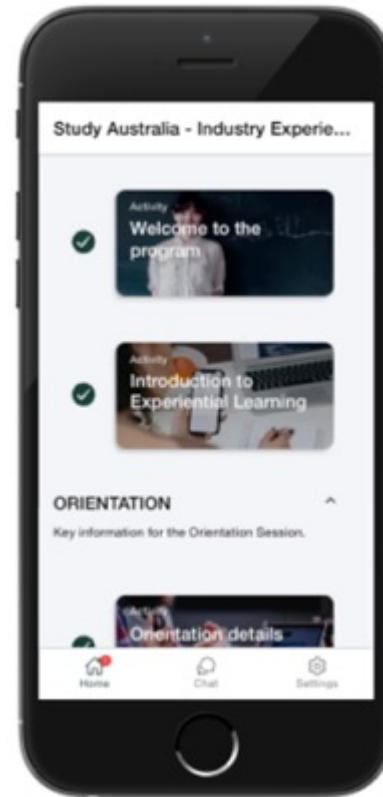


# Practera platform drives the experience

AUSTRALIA



Robust learning design



SAIEP App



Time saving analytics

# Program Outcomes & Results

Authentic  
industry  
experience  
program

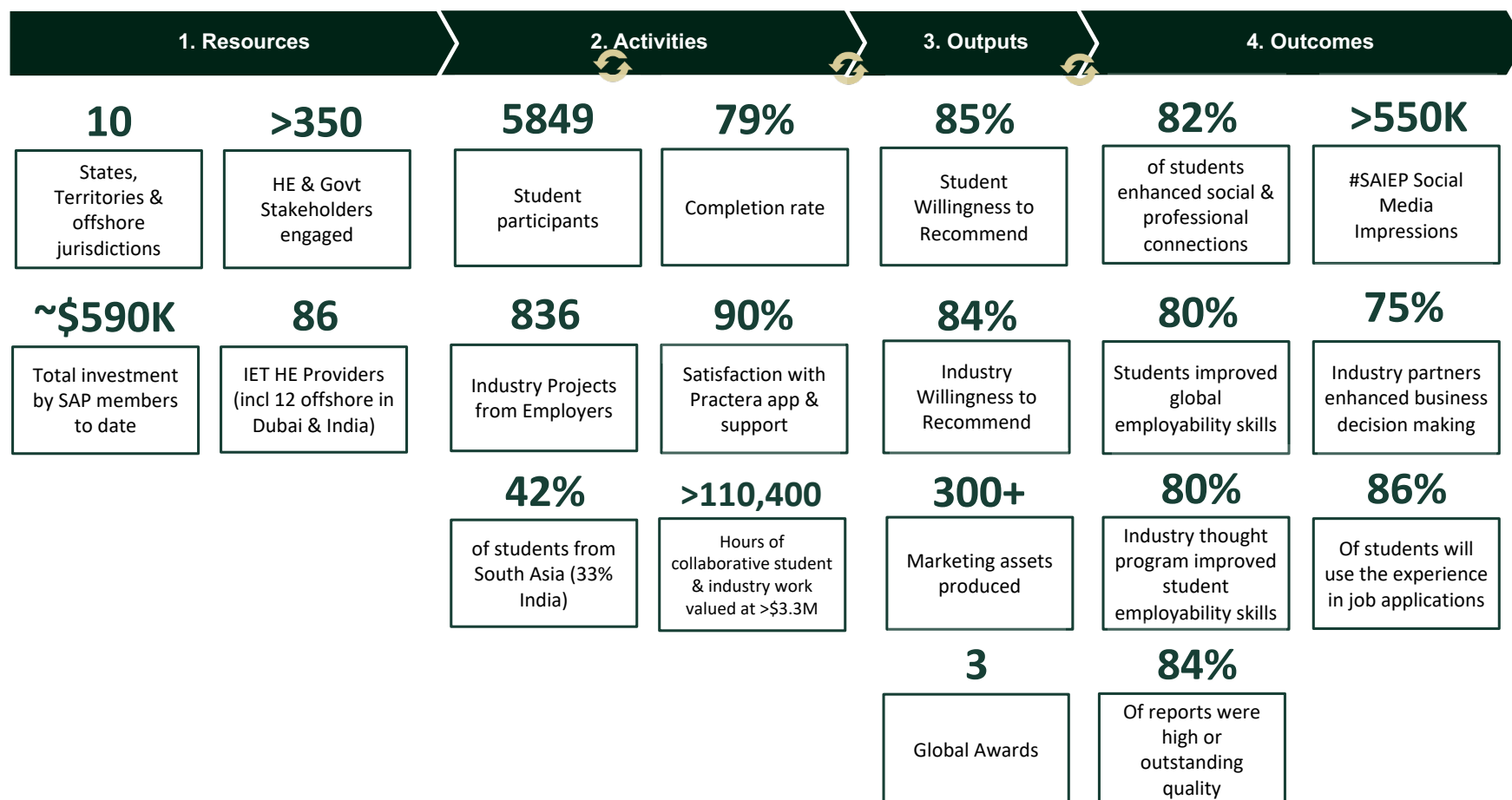
ENROL NOW

STUDY  
**Perth**  
AUSTRALIA





# SAIEP has met or exceeded all its program objectives



## Impact

- Enhances Australia's positioning as an employability destination of choice for international students in target markets
- Improves rates of international student attraction & retention
- Improved rates of international student employability and employment
- Enhances Australian trade & diplomacy capacity
- Improvement in employability perceptions in market\*
- Improvement in Australian share of market\*

\* Lag indicators which require longer, larger scale program

# 86 Institutional participants, 10 jurisdictions

AUSTRALIA



Study NSW

3800  
students



450  
students





# 86 Institutional participants, 10 jurisdictions

AUSTRALIA



# >836 business clients recruited & projects completed

## Large Business

Infosys®

**HAYS**  
Recruiting experts  
worldwide

**nab**

asia  
pay

**Teknomjka**  
Making the Invisible Visible

## Startups

**FlyFreely**

SUNPOWER  
RENEWABLES

HOME LOANS  
FAST

**Hnry**

**AEA** AUSTRALIAN  
ENERGY ANALYTICS

**mineexcellence**

**AFFIRMATIVE.AI**

## SMEs

**Synapse**

Global Medical Administration

**EPA**  
ASIA

**Infinity**  
CONNECTING  
Humans & Technology

**Comtest**  
GROUP

**spark**  
strategy

**EDMUND BARTON**  
COLLEGE OF BUSINESS EDUCATION

**CASELLA**  
FAMILY BRANDS

**Transnational  
Academic  
Group**

**\*certifiedby**

**ELIXIR**  
JOURNEYS

## NFPs & Public Sector

**National  
Landcare  
Network**

**W180RK**  
Endorsed Employers for Women

**YOUNG CRISIS**  
Accommodation Centre Inc

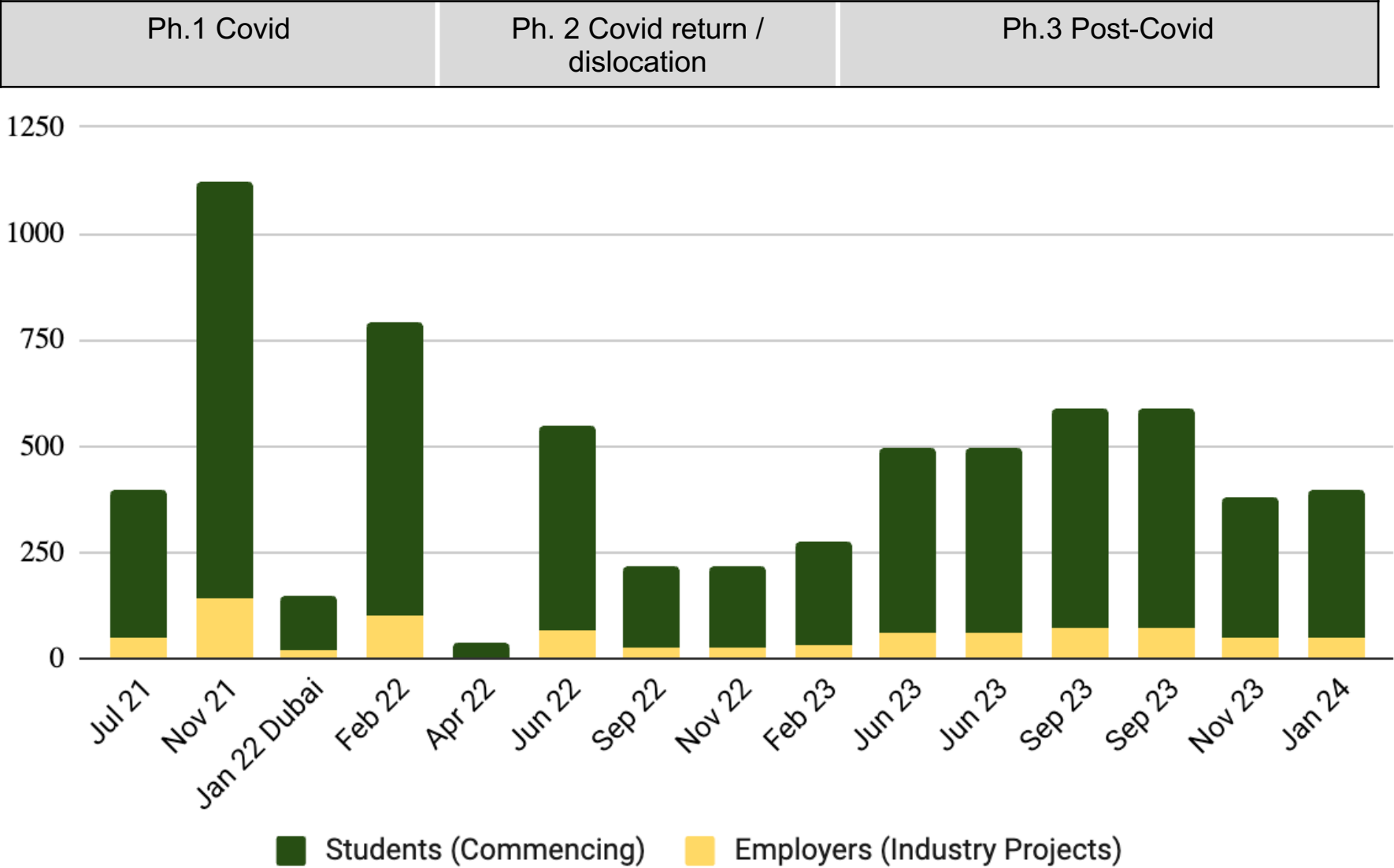
**NGALAYA**  
INDIGENOUS CORPORATION

**Pilbara for Purpose**  
FOR PURPOSE | FOR PILBARA | FOR PEOPLE

**THIS IS MY  
BRAVE**

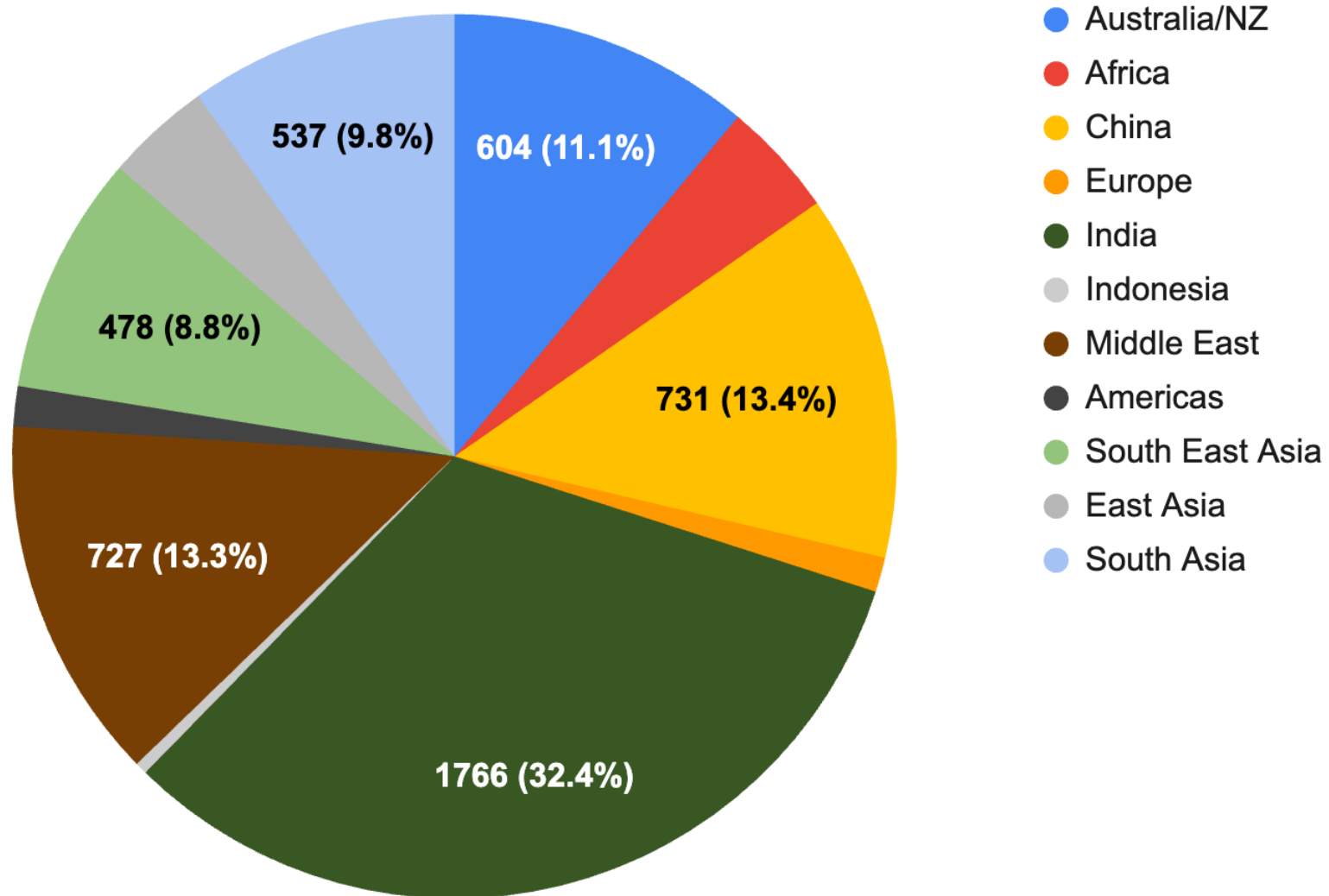


# 6685 student & employer participants to date



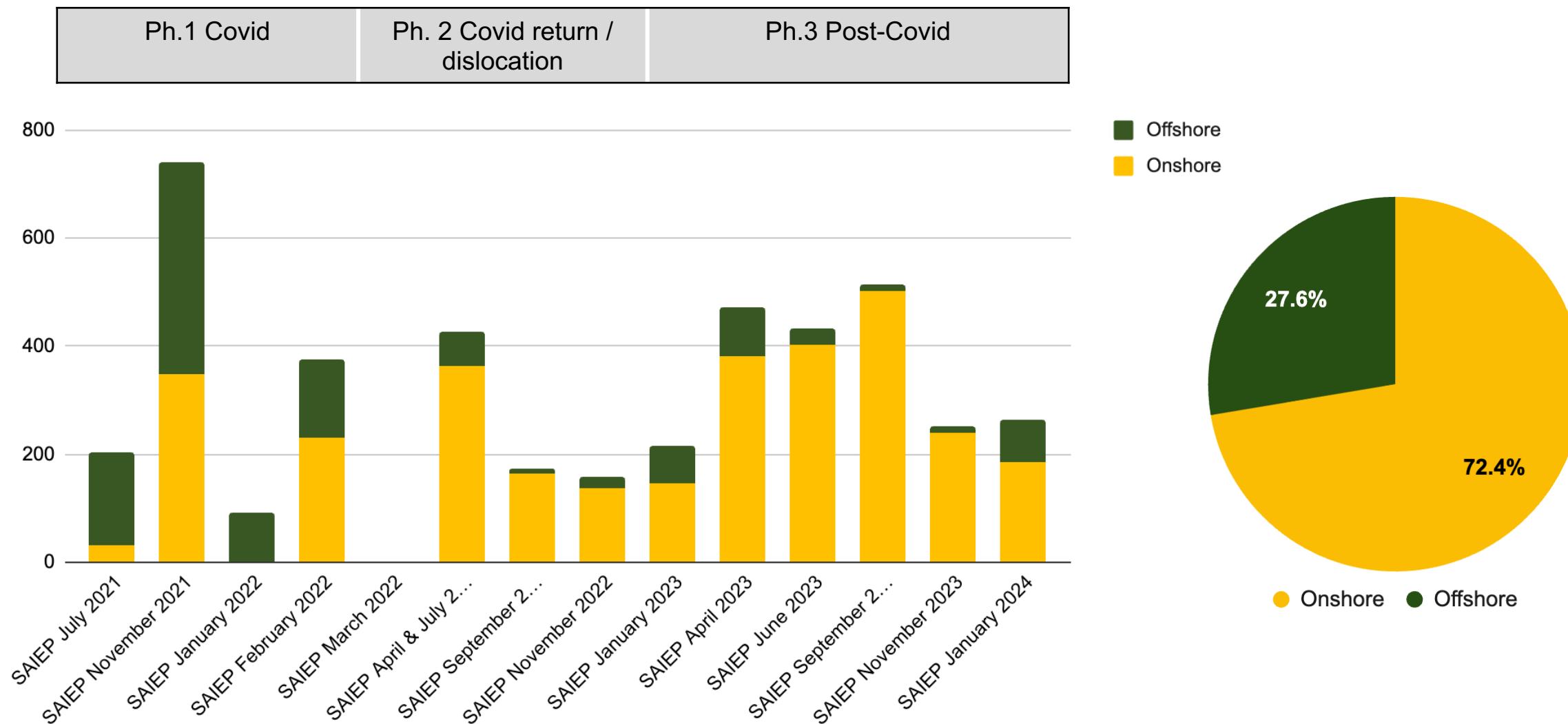
N=  
5849 students  
836 employers

# 42% of SAIEP students were from South Asia



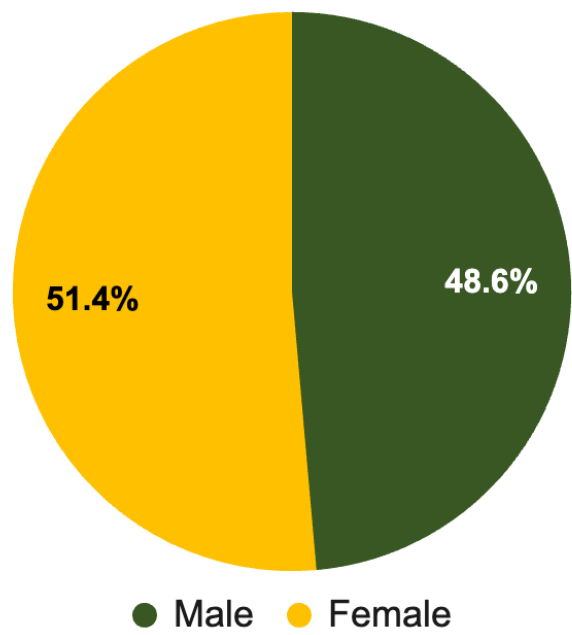


# Program shifted from primarily offshore in phase 1 to 72% onshore overall

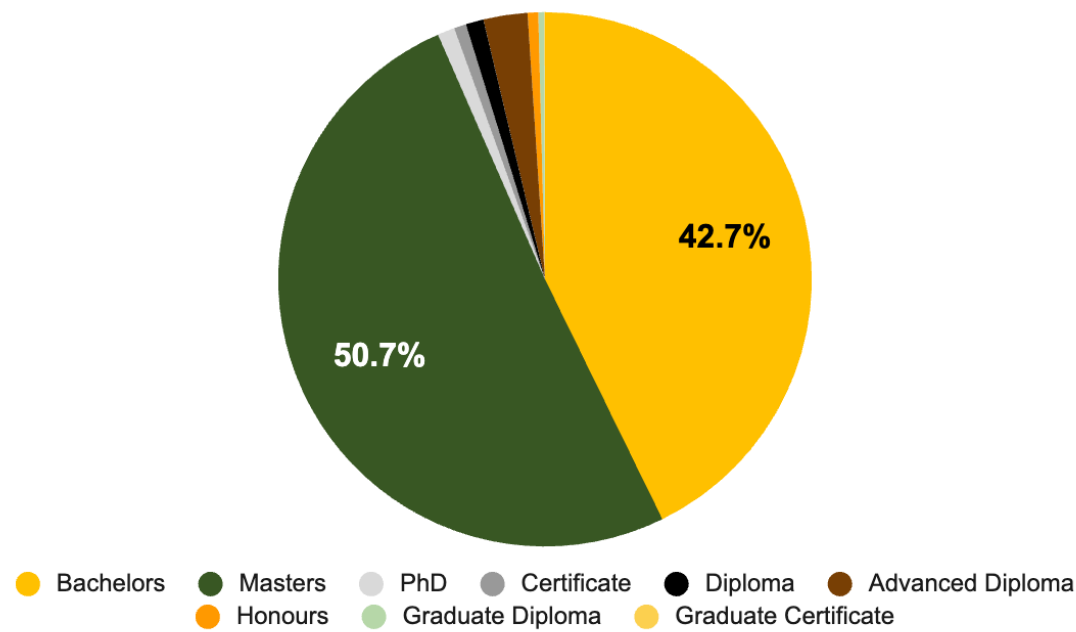


# 51.4% female & 54% postgraduate

Gender

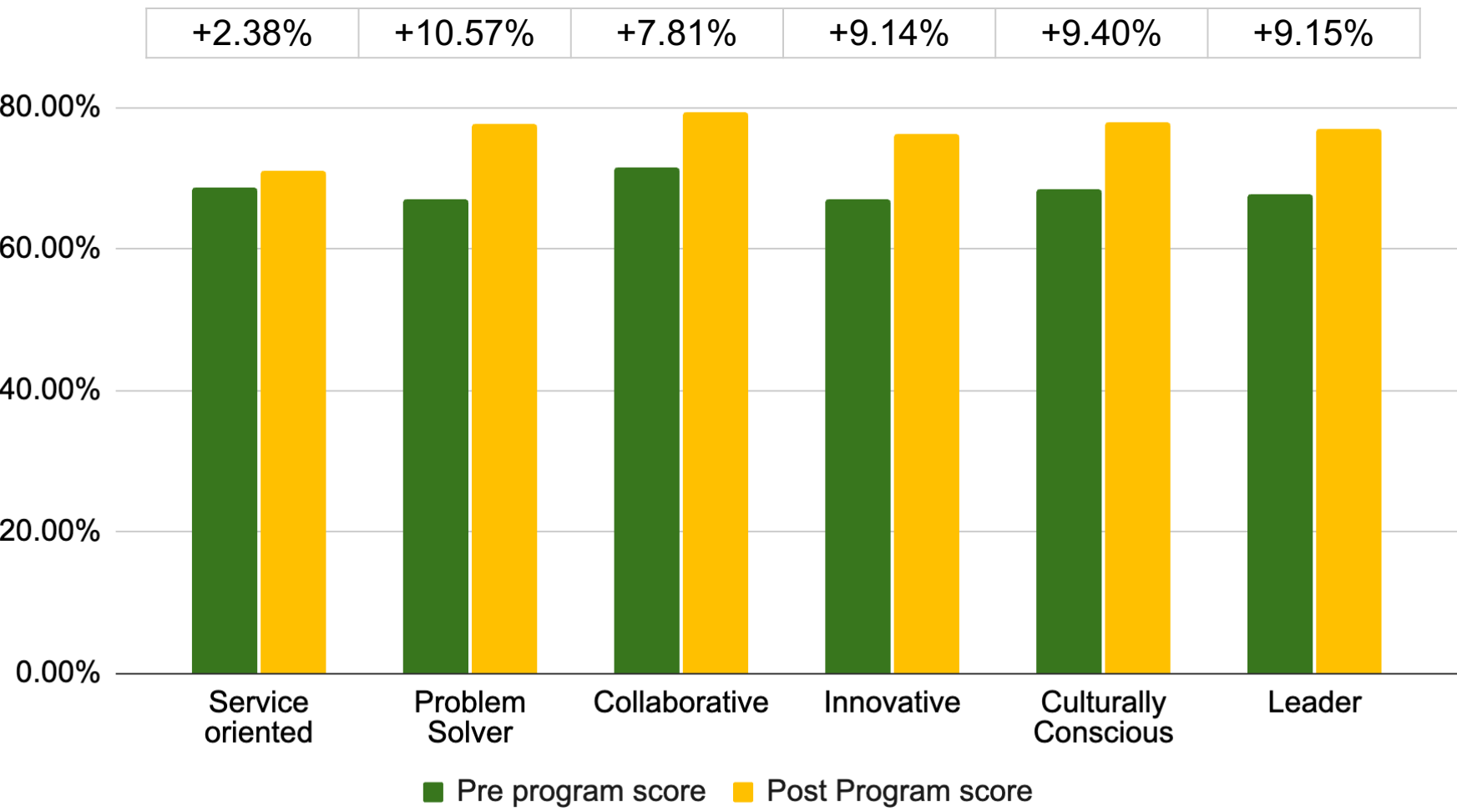


Level of Study





# SAIEP demonstrated success in student employability skills development



- Students were provided a WEF21C based 'Global Skills' framework to reflect on individually and provide peer feedback against skills important to employers
- The program developed student skills across all 'Global Skill' dimensions
- Problem solving, cultural consciousness and leadership were the skill areas demonstrating the most improvement

N = 1532 unique student respondents and 15798 datapoints from 38 institutions and 7 SAIEP cohorts

# Marketing outputs & outcomes

>300



custom marketing  
assets

>15,000



webpage  
views



Winner International  
Education Innovation of  
the Year 2022

>10,000



social  
interactions

>550,000



#SAIEP  
impressions



# 300+ custom marketing assets





# SAIEP creates tangible & positive student + business + HE Provider engagement stories

## Project Case Studies

**Infosys**  
**Company:** Infosys  
**Industry Sector:** Digital Services  
**Location:** Bangalore, India / Sydney, NSW

Infosys Limited is one of the world's leading multinational information technology companies headquartered in Bangalore, India. Infosys provides business consulting, information technology and outsourcing services. Infosys's Marketing team in India asked the student team to undertake research into Australian Corporate-Academic engagement:



**Client feedback:** 'We are willing to recommend the program as 10/10. We had a very good time with the participants and got very mature work presented by them. The program seems very well organised and easy to navigate through. We really liked how structured it was and how the students, despite their diverse backgrounds, worked together like mature professionals to deliver solid outcomes in just 2 weeks. Lastly, the ease of access of the Practera platform and the well-planned program really helps us with our work.'  
 - Toai Chowdhury, Marketing Manager, Infosys

**Student Project Team Participant:**  
 'For me SAIEP has been a great way to gain industry exposure and partner up with reputable companies like Infosys. This learning experience has enabled me to hone my skills related to research, technical analysis, and report-making. Also collaboration with my teammates having diverse backgrounds. It's a good stepping stone to the jobs marketplace.'  
**Preethi Koshy**, India, Onshore Masters of Applied Finance, University of Wollongong  
 Rated SAIEP 8/10



## Project Case Studies



**Company:** Australia India Business Council Ltd (AIBC)  
**Industry Sector:** Corporate  
**International market focus:** India  
**Location:** National (Australia)  
**Research focus:** Global Trade Accelerator

AIBC is an NFP national membership organisation involved in policy and advocacy to promote and enhance the bilateral Australia-India business and trade relationship. They asked the student team to undertake an analysis of the Indian market for Australian wine producers.



**Client feedback:** 'This report shows that the students listened to feedback and improved the report from the draft stage.'  
 - Con Livissianis, Director National Treasurer and Company Secretary, Australia India Business Council Ltd

**Rated SAIEP 10/10**  
**Student Project Team Participant (Team 65):**  
 'The industry experience along with a chance to work with your peers around Australia makes this a program that every student should participate in.'  
 - Nithin Sathyasheelan, University of Wollongong



## Project Case Studies

**Novatti**  
**Company:** Novatti (ASX:NOV)  
**Industry Sector:** Corporate  
**Location:** VIC  
**Research focus:** Sustainable Impact



Novatti enables businesses to pay and be paid, from any device, anywhere. They asked the student team to ensure that Novatti have the right culture, benefits and attraction strategies to find the best talent



**Client feedback:** 'Thank you team for your report. Your outlined areas of opportunity and actions in the summary provide great recommendations as to what we may wish to implement. Thank you for spending the time to get to know Novatti better, taking on the feedback from your draft report, listening and improving. These are skills which we would encourage you all to hold onto as you enter the workforce - get to know your business, listen to feedback, adapt based on the feedback and improve! Kudos'  
 - Abbey Gladysz, Human Resources Manager, Novatti

**Rated SAIEP 10/10**  
**Student Project Team Participant (Team 107):**  
 'These were very productive and creative 2 weeks to be engaged in summer breaks. It gave me a lot of exposure to how things work in a real-world work environment and what clients expect to be delivered.'  
 - Harsh Agrawal, RMIT



# 100+ #SAIEP Student heroes



**Study Australia Industry Experience Program**



"SAIEP was a remarkable opportunity to connect, learn and grow industry skills."

**Perpetual Onuigbo, Nigeria**  
Master of Social Work, University of Tasmania

STUDY AUSTRALIA



**Study Australia Industry Experience Program**



"This program provided me the opportunity to apply my knowledge towards the task and also helped me enhance my global skills. I learnt to work effectively in a team and solve problems to provide best service to our client. Also working with an international team was challenging as well as it was a great experience."

**Daina George, India, Offshore**  
Bachelors of Information Technology



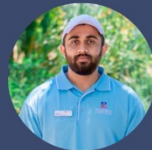
**Study Australia Industry Experience Program**

"I'd like to urge all international students to take up any activity such as the Study Australia Industry Experience Program through university or outside which is key to building employability skills early on in your career."

**Rahul Bharadwaj**  
India Offshore, Master of Business Analytics, Monash University



**Study Australia Industry Experience Program**



"I couldn't have got a better opportunity to expand my learning horizon, showcase and nurture my marketing skills. Last but not the least, we are thrilled and eagerly waiting for the last quarter of the year for this new product"

**Nikhil Kumar**  
Master of Business Administration - MBA Marketing  
University of Adelaide



STUDY AUSTRALIA



**Study Australia Industry Experience Program**



"For me, SAIEP has been a great way to gain industry exposure and partner up with reputable companies like Infosys. This learning experience has enabled me to hone my skills related to research, technical analysis, and report-making. Also collaboration with my teammates having diverse backgrounds. It's a good stepping stone to the jobs marketplace."

**Preethi Koshy**  
Masters of Applied Finance  
University of Wollongong



STUDY NSW  
Creative. Dynamic. Alive.

STUDY AUSTRALIA





# >550K positive social media impressions

**Catherine Gallagher** · 1st  
Senior Trade and Investment Commissioner and General Manager - South ...  
5mo · Edited · 5

In July, [Australian Trade and Investment Commission \(Austrade\)](#) in partnership with state and territory study destination agencies launched the [#StudyAustralia](#) Industry Experience Program (SAIEP), delivered by [Practera](#).

Offshore student visa holders were placed into small industry project teams with other international and Australian [#students](#). These student teams then worked together directly with 26 employers across [#Australia](#) and [#India](#) on short industry projects. 87 per cent of the respondent business participants were willing to recommend the program to their networks and also deemed the student teams' business insights to be of high quality.

Download the full report below or here: <http://ow.ly/P0yA50G7sKj>

[#StudyAustralia](#) [#AIBX](#) [#employability](#)



**Vaibhav B.** · 2nd  
Urbanism-Urban and Regional Planning II Project Manager II Architect II ...  
3mo · Edited · 5

My first industry experience in Sydney!

It was a wonderful journey to get involved in Study Australia Student Industry Experience Project (SAIEP) 2021 over the last two weeks. The program connected me to other university students in Australia and provide solution to real-life client challenges. It helped me to move one step further, learn new skills both academically and professionally. Thanks to the [University of Sydney](#), [Architecture, Design and Planning - University of Sydney](#), [Study NSW](#) and [Practera](#) for providing such an amazing opportunity to connect, reflect and add on to the employability skills.

Thanks to our client [Louise Teo](#) for the brief and constructive feedback throughout the program. I have had the most rewarding experience of being part of this program!  
[#SAIEP](#) [#Practera](#) [#StudyAustralia](#) [#universityofsydney](#) [#austrade](#) [#australiangovernment](#) [#studynsw](#) [#studypertth](#) [#studymelbourne](#) [#studytasmania](#) [#southaustralia](#)



**Varun Lakhwani** · 2nd  
Problem Solver | Data Enthusiast | Studying Master of Business Analytic...  
4mo · Edited · 5

Glad to share with all of you that I've successfully completed the Study Australia Industry Experience Program (SAIEP) offered by [Practera](#). I was teamed up with [Radhika Budakoti](#), [Muhil Arul Jyothi](#), [Chirag Parmar](#), [Mosammat Mehrin Hoque](#), and [Muhammad Abbas](#); students across various Australian universities to work on a client project. We carried out market research, competitor analysis, and identified opportunities for growth for [AlphaMM Agency](#). The final deliverable was a report, majority outlining the recommendations that would help the organisation attract more customers.

Through this two-week experiential learning program, I improved my leadership, innovation, and collaboration skills - few of the crucial global skills that one needs to possess in today's world. The extensive learning modules on the [Practera](#) platform also focused on project management, tackling difficult situations, and the art of giving & receiving feedback.

Thank you [Zoe de Reus](#) for the wonderful orientation, [Dr Theresa Teo](#) for your guidance, and [The University of Western Australia](#) for providing this unique opportunity. Not to forget, my awesome group members for your contribution; it was great getting to know all of you.

P.S. I received some really insightful comments as part of the peer feedback evaluation, which I've attached below. 🙏

[#SAIEP](#) [#Practera](#) [#UWA](#) [#Austrade](#) [#StudyAustralia](#) [StudyPerth](#), Australia

**Swati Gupta** (She/Her) · 2nd  
Looking for opportunities | R, Python, SAP HANA, SAP Analytics|  
3mo · Edited · 5

Hey connections!

I would like to share my achievement in Study Australia Industry Experience Program [#saiep](#) 2021 hosted by [Practera](#) on behalf of [#StudyAustralia](#), the Australian Government.

[Practera](#) organised a 2-weeks real-world industry project to nominated international students across Australia.

Throughout the program I played the role of business consultant to [Tivoli, Social Enterprise Limited](#) based in Queensland representing [Victoria University](#). I was accompanied by my hardworking team members [JEFFIN GEORGE JOSEPH Sirinjitra](#) (Hannah) [Sainumkheaw Karina Tai](#) & [Prerna Shukla](#) from different universities across Australia and with great expertise in project management, report preparation and analysis.

I want to thank [Justine Warne](#) for organising and conducting an insightful project that provides real-time work exposure.

A big thanks to [Fred Mays](#), our mentor and Executive Director from [Tivoli Social Enterprise Limited](#) for providing us insight data regarding their social media usage.

I earned a great experience and it helped to gain more industrial and analytical knowledge.

[#saiep](#) [#victoriauniversity](#) [#practera](#) [#vu](#) [#studymelbourne](#) [#studynsw](#) [#studytasmania](#) [#studycanberra](#) [#australiangovernment](#) [#studyaustralia](#)



**Kalani Nuwanga** · 3rd+  
Electronic Engineer | Network Engineering post graduate...  
2mo · Edited · 5

+ Follow

Recently I had the opportunity to participate the Study Australia Industry Experience Programme conducted by [Practera](#). It was a very exciting two weeks that I got to do a project based on Social Media Marketing Strategies for a client based in Adelaide. At the end of the two weeks I was able to gain lot of experience and also I picked up a lot of skills that would help me stand out.

I would like to express my gratitude to [Practera](#) and [Swinburne University](#) for giving me this opportunity to participate in this project.  
[#Swinburne](#) [#SAIEP](#) [#Austrade](#) [#StudyAustralia](#) [#Practera](#) [@StudyMelbourne](#) [@StudyNSW](#) [@StudyAdelaide](#) [@StudyPerth](#) [@StudyTasmania](#) [@StudyCanberra](#)

Adelaide University of Applied Sciences

NOVEMBER 2021



**Shreya Agarwala** · 2nd  
Bachelor of Science (Advanced) (Bioinformatics)  
4mo · Edited · 5

Over the last two weeks, I got this incredible opportunity to be a part of the Study Australia Industry Experience Program - Nov 2021. I, along with 4 other students from different Australian universities, acted as business consultants for an Australian non-profit organization that required government grants to fund their mental health and social charities. Through this program, I was able to use my skills and gain a deeper understanding of the real-life application of business operations. A massive thanks to [Practera](#) for the entire program, and to the [University of Adelaide](#) and [StudyAdelaide](#) for this amazing virtual internship-like experience.

[#practera](#) [#studyaustralia](#) [#saiep](#) [#uniofadelade](#)

**Daina George** · 2nd  
IT enthusiast | people-person | UC student ambassador  
5mo · Edited · 5

+ Follow

Over the last two weeks I got an opportunity to participate in Study Australia - Industry Experience Projects(SAIEP)- Nov 2021 (Super Nano) hosted by [Practera](#). This program connected me with four other University students across Australia, together we engaged in consulting, analysing, and researching for [Banksia Gardens Community Services](#) helping them to find more potential and stable funders.

This program provided me the opportunity to apply my knowledge towards the task and also helped me enhance my global skills. I learnt to work effectively in a team and solve problems to provide best service to our client. Also working with an international team was challenging as well as it was a great experience.

I would like to thank my teammates [Fathima Nooriya Nizvi Farin](#), [Rashita Bijarnia](#), [Vicky Wilson Kandamkulathy](#) and [NIK NOR MULIANA BINTI NIK MAT](#) who worked hard and helped each other over the last two weeks, I would like to thank our client [Gina Dougal](#) for the brief and feedback throughout the program. We hope that we gave you what you were looking forward and wish that [Banksia Gardens Community Services](#) achieve new heights of success in the near future.

At last, a big thanks to [University of Canberra](#) and [Practera](#) for the platform and support.

[@StudyCanberra](#)  
[#universityofcanberra](#)  
[#SAIEP](#)  
[#studyaustralia](#)  
[#practera](#)  
[#students](#)  
[#experientiallearning](#)



Study Australia Industry Experience Program

Certificate of Completion - December 2021

Presented to:  
**Daina Susan George**







# Development, directions & Learning

# Potential Directions

- Program continues with Federal & State Funding
- How to scale?
  - Direct institutional funding
  - Corporate sponsorship
  - Offshore partner funding
- Your ideas?

# SAIEP Dubai – demonstrating ability to target different regions in support of trade agendas

AUSTRALIA



- 3 Australian TNE Universities
- 130 students
- 56% from ME, 30% India, 8% Africa
- 13 Australian & UAE Businesses
- 93% student satisfaction
- 98% student satisfaction

*'There were some really good recommendations that had not yet been considered so the student report will be implemented in full to improve the business of PayEd in the region.'*

**- John Ryan, Founder of PayEd (NSW)**



*'We connected, bonded, worked together, and were able to really impress our client, so I am walking out of this feeling highly accomplished. I want all my friends and peers to know how that feels!'* - **Wajiha Khan, Curtin University**



# Engagement with in-market partners in India has been piloted and offer scope to develop with future students / source institutions





# Thankyou Q&A

<https://www.studyaustralia.gov.au/english/work/study-australia-industry-experience-program->

# Key learnings

- Clarity of objectives & rigorous performance monitoring
- A collaborative approach – Study Australia Partners
- Long term commitment
- Public-Private Partnership
- Delivering authentic experiential learning at high quality through technology
- Ability to sub-brand, adapt and customize to meet evolving needs and needs of stakeholders
- Maintaining quality with scale and diversity of provider types



# Additional UWA testimonials



*"This was a **wonderful experience** to work with **real clients**, at the ease of working from home. We were given many supporting documents and resources for working on this project from both the Practera platform and the team."*

**Christy Justin, University of Western Australia,  
Rated SAIEP 10/10**



*"This program gave me an opportunity to experience a more interdisciplinary approach to tackling issues. I felt as though I was a bit underprepared and very overwhelmed at the start, but as we went on I started to get the hang of it. Collaboration truly is one of the best ways to improve, particularly in a field you are new to. Beyond these technical and soft skills that I've improved upon, I believe this venture into a new discipline has opened up a multitude of employability opportunities!"*

**- Aadhi Ramkumar, University of Western Australia, Master of Biological Science Rated SAIEP 10/10**



*"I improved my leadership, innovation, and collaboration skills - few of the crucial global skills that one needs to possess in today's world. The extensive learning modules on the Practera platform also focused on project management, tackling difficult situations, and the art of giving & receiving feedback."*

**Varun Lakhwani, India Offshore  
Master of Business Analytics, University of Western Australia**



*'My experience was wonderful, I gained so much, especially the new skills of developing a market analysis report for a real-world client. The insights I have received have greatly benefitted my understanding and further motivation. I am so glad I decided to register for this program, HIGHLY RECOMMENDED!'*

**Ananya Rao, University of Western Australia, Bachelor of Science (Psych), Rated SAIEP 10/10**



# APAIE 2024



PERTH, AUSTRALIA 4-8 MARCH 2024

#APAIE24

APAIE 2024



PERTH, AUSTRALIA 4-8 MARCH 2024

*Collaborating for sustainable impact: partnerships across the Asia Pacific*

APAIE Perth 4 - 8 March 2024