



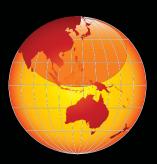




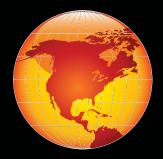


To enable motivated people to fulfil their potential, by fostering educational achievement, international mobility and career development









London | Paris | Singapore | Stuttgart | Washington DC | Beijing | Johannesburg | New York | Shanghai | Sydney



How can QS help you?

QS is the independent trusted, global leader in higher education with offices in Americas, Europe and Asia. For 25 years we have been at the forefront of placing high potential candidates into the world's very best universities, business schools and colleges.

More than 30 million people are expected to visit www.topuniversities. com through 2015, our partners network provides access to a further 60 million visitors, 500,000 members engage with us via our social media platforms and 250,000 a year will register with us directly to enquire about graduate and undergraduate study options.

This registration database flows through our Candidate Management Centre, staffed by experienced admissions counsellors. The aim of this resource is to match candidate aspiration with client needs. You can then engage with this pool of high potential, pre-screened QS members at various touch points: traditional table top fairs, subject specific

forums, 1 on 1 interviews (either face to face or via Skype) or as detailed candidate profiles (with minimum 20 profile attributes) integrated into your systems.

We can help you brand your institution and engage with your next cohort at the point of registration via advertising packages on www. topuniversities.com and its network of 40+ partner sites.

By working with our CMC you can help our members make smart decisions as they weigh up their next study and career plans!

We trust that you will find the information within this pack helpful, if you have suggestions on how we can improve it please email me at peter@qs.com

To navigate around this pack simply use the icons at the top and bottom of each section.



QS topuniversities.com



QS Fairs

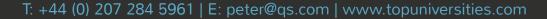


OS Candidate Management Centre

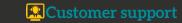


OS Advance





QS PRODUCT FUNNEL







QS TopUniversities.com = Prospects



QS Candidate Management **Centre = Applications**

> **OSCOURSES.COM QS CONNECT MASTERS 121**

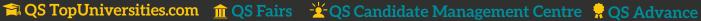
QS Advance = Enrollments



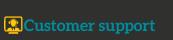












Traffic

Profiles

Targeting

Email

World University Rankings

"What's interesting here is that the QS world rankings in September consistently generate interest but the THE world rankings have less of an impact internationally,"

Kailan D'Arcy, Marketing Manager at Net Natives.

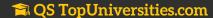
- → 65% overall growth in traffic 2013 to 2014
- → 4 million visits to topuniversities.com expected in September 2014
- Over 1,000 media channels pick up on the QS World University Rankings launch
- → 12 separate rankings published each year



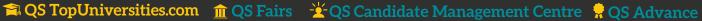


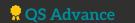














World University Rankings

Profiles

Targeting

Email





TopUniversities.com receives significant traffic from every continent so please contact your account manager for statistics on other countries.

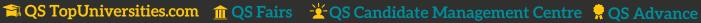
- USA
- 4.6m 2. UK 3.8m
- 3. India 3.5m
- Canada 1.4m
- 5. Australia 0.93m
- 6. Malaysia 0.89m
- 7. Pakistan 0.77m
 - 0.74m
- 9. Indonesia 0.62m
 - 10. Germany 0.60m
- 11. Hong Kong 0.56m
- 12. Brazil 0.52m
- 13. Netherlands 0.56m
- 14. Italy 0.44m
- 15. France 0.43m
- 16. Spain 0.41m
- 17. Mexico 0.41m
- 18. Turkey 0.31m
- 19. South Korea 0.37m
- 20. Japan 0.36m

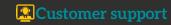


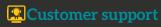












World University Rankings

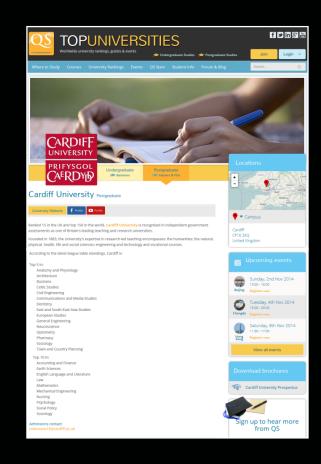
Traffic

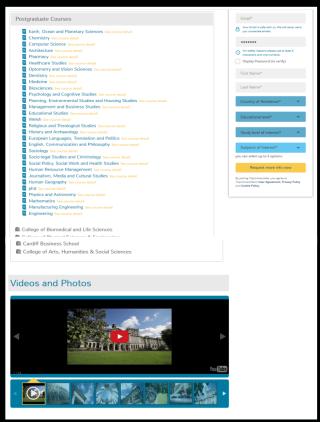
Targeting

Email

Advanced Profiles

- New for 2015!
- → Lead generation
- Search prioritisation
- → Web and email buttons
- → Social media links
- → Listing of up to 50 programmes
- → Video and images
- → Removal of advertisers
- ➡ Events calendar

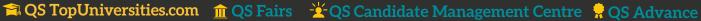


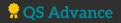


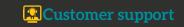














World University Rankings

Traffic

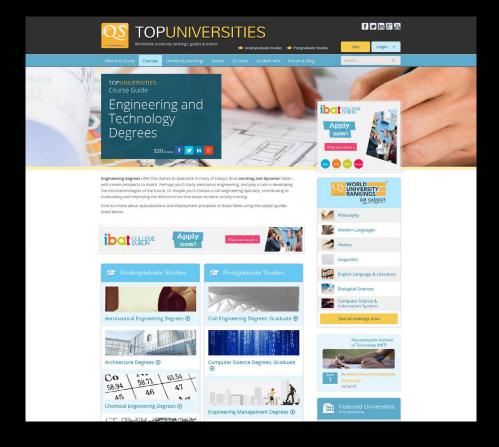
Profiles

Email

Targeting display and content

- Course content sponsorship
- → Art and Humanities
- → Business and Management
- → Engineering and Technology
- → Life Sciences & Medicine
- → Natural Sciences
- ➡ Social Sciences

- Geo-targeting to your P1
- Home page
- Sponsored articles
- Study in the UK

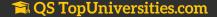




QS CTR's are 220% - 650% higher than the industry average of .08%

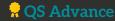


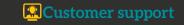














World University Rankings

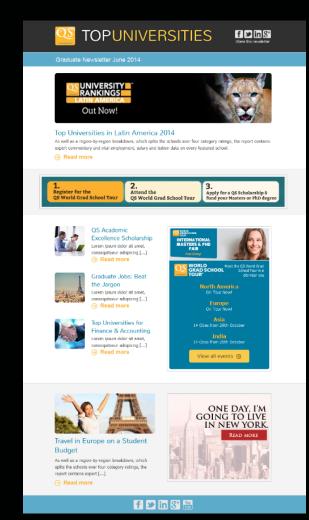
Traffic

Profiles

Targeting

Targeted Email

- 200,000 registered users
- Highly engaged
- → 35% 55% open rates
- → 10% 15% click through rates
- Highly targeted
- → Location
- → Study level
- → Subject area
- Newsletters inclusion
- → Monthly newsletter to full database
- → Display options available









World Grad School Tour

A prestigious series of half-day graduate education fairs created especially for institutions worldwide who wish to recruit international students for Masters and PhD programs in all disciplines.

- → Fairs are scheduled for Fall 2015 and Spring 2016
- → 65 fairs in 39 countries in Fall, 32 fairs in 20 countries in Spring 2016
- → Full A-Z of taught and research programmes in demand
- → Candidates are final year students or recent graduates with up to 5 years

Demographics

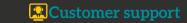
- → Top 20 subjects, country reports and market assessments available on request
- → Average of 26 years old
- → 50/50 male/female split
- → 61% commence study within 1 year
- → 71% looking for taught masters
- → 54% looking for FT study
- → 38% want to study in Europe, 35% in North America



So how did we do 2014

- → On average 36 verified leads were generated per institution, per event
- → 95% of our events since January 2013 have been rated as good to excellent by participating institutions
- ► 86,000 registrations across all 2014 World Grad School Tour events
- → This represents a 41% growth on 2013 registration levels







Fall 2015 Schedule - Latin America

Date Mon Wed Sat Mon Wed	31-Aug 02-Sep 05-Sep 07-Sep 09-Sep	WGST Mexico Bogota	Connect Masters 121 LAW/STEM/FAME LAW/STEM/FAME Lima - FAME/LAW Santiago -FAME Buenos Aires -FAME
Thur	10-Sep	Brasilia	STEM/FAME
Mon	14-Sep	Sao Paulo	LAW/FAME
Wed	16-Sep	Rio de Janerio	LAW/FAME



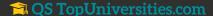
The WGST are Postgraduate Fairs The WUT are Undergraduate Fairs

A WGST "Village" is a QS World Grad School Tour section within the QS World MBA Tour Event, ideally suited for Business Schools

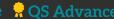


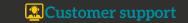


QS FAIRS



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Fall 2015 Schedule - North America

Date		WGST	Connect Masters 121	
Tue	08-Sep	Vancouver		
Thu	10-Sep	Calgary		
Sun	13-Sep	Toronto	FAME/STEM	
Tue	15-Sep	Montreal	FAME/STEM	
Thu	16-Sep	Ottawa		
Sun	20-Sep	New York	FAME	
Tue	22-Sep	Washington DC	FAME	
Thu	24-Sep	Chicago		
Thu	15-Oct	Dallas (village)	FAME	
Sat	17-Oct	Houston (village)	FAME	
Mon	19-Oct	Austin (village)	FAME	



The WGST are Postgraduate Fairs **The WUT** are Undergraduate Fairs

A WGST "Village" is a QS World Grad School Tour section within the QS World MBA Tour Event, ideally suited for Business Schools

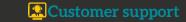
FAME = Finance, Accountancy, Management & Economics **STEM** = Science, Technology, Engineering & Math

SIAP = Social Sciences, International Affairs & Public Policy



Maritza from New York QS World Grad School Tour The Grad School Tour was extremely informative, it provided me an insight to studying abroad. It was great to meet with representatives from universities and to see what they expect from candidates...







Fall 2015 Schedule - Europe

Date		WGST	Connect Masters 121	WUT
Thu	24-Sep	Kiev		
Sat	26-Sep	St Petersburg		
Sun	27-Sep	Moscow	FAME/STEM	
Tue	29-Sep	Bucharest		
Thu	01-Oct	Sofia		
Sat	03-Oct	London	LAW/STEM/FAME	
Sun	04-Oct			London
Tue	06-Oct	Oslo		
Thu	08-Oct	Stockholm		
Sat	10-Oct	Paris	FAME/LAW	
Tue	13-Oct	Milan	FAME/LAW	
Thu	15-Oct	Madrid		
Sat	17-Oct	Istanbul	FAME/STEM	
Mon	19-Oct	Athens	FAME/LAW	
Tue	20-Oct	Thessaloniki		
Thu	22-Oct	Warsaw		
Sat	24-Oct	Frankfurt	FAME	
Mon	26-Oct	Cologne		
Tue	27-Oct	Zurich		





The WGST are Postgraduate Fairs The WUT are Undergraduate Fairs A WGST "Village" is a QS World Grad School Tour section within the QS World MBA Tour Event, ideally suited for Business Schools





Fall 2015 Schedule - Asia

Date		WGST	Connect Masters 121
Tue	27-Oct	Tokyo (village)	FAME
Thu	29-Oct	Seoul (village)	FAME
Sun	01-Nov	Beijing	FAME/LAW
Tue	03-Nov	Chengdu	
Thu	05-Nov	Wuhan	
Sat	07-Nov	Shanghai	FAME/LAW
Sun	08 Nov	Hong Kong (village)	
Tue	10-Nov	Taipei (village)	
Wed	11-Nov	Manila	
Sat	14-Nov	Singapore (village)	FAME
Mon	16-Nov	Kuala Lumpur	FAME/STEM
Wed	18-Nov	Jakarta	
Sat	21-Nov	Bangkok (village)	
Mon	23-Nov	Ho Chi Minh City	



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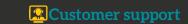
Fall 2015 Schedule - India Middle East

Date		WGST	Connect Masters 121
Sat	28-Nov	Beirut	
Mon	30-Nov	Dubai	
Wed	02-Dec	New Delhi	FAME
Fri	04-Dec	Pune	
Sun	06-Dec	Mumbai	FAME
Tue	08-Dec	Kolkata	
Thu	10-Dec	Hyderabad	STEM
Sat	12-Dec	Bangalore	FAME/STEM
Mon	14-Dec	Coimbatore	
Wed	16-Dec	Chennai	FAME

The WGST are Postgraduate Fairs The WUT are Undergraduate Fairs A WGST "Village" is a QS World Grad School Tour section within the QS World MBA Tour Event, ideally suited for Business Schools



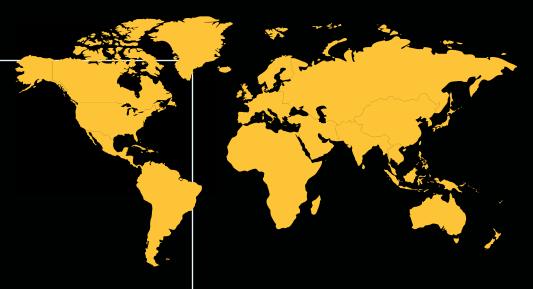






Spring 2016 Schedule TBC

WGST	Connect Masters 121	WUT
Toronto	FAME	
Montreal	FAME	
Washington DC	FAME	
New York	FAME	
San Jose		
Panama		
Mexico		
Bogota		
Medellin		
Quito		
Sao Paulo		
Rio de Janerio		
Istanbul	FAME/SIAP	
Ankara		
Athens	FAME/SIAP	
		Athens
Thessaloniki		
London	FAME/SIAP	
		London
Barcelona		
Paris	FAME/SIAP	
		Milan
	FAME/SIAP	
_		
	FAME/SIAP	
_		
		New Delhi
		Mumbai
Hyderabad		Hyderabad
Bangalore		Bangalore
	Toronto Montreal Washington DC New York San Jose Panama Mexico Bogota Medellin Quito Sao Paulo Rio de Janerio Istanbul Ankara Athens Thessaloniki London Barcelona Lisbon Paris Milan Bologna Naples Rome Moscow St Petersburg New Delhi Mumbai Hyderabad	Toronto FAME Montreal FAME Washington DC FAME New York FAME San Jose Panama Mexico Bogota Medellin Quito Sao Paulo Rio de Janerio Istanbul FAME/SIAP Ankara Athens FAME/SIAP Thessaloniki London FAME/SIAP Barcelona Lisbon Paris FAME/SIAP Milan FAME/SIAP Milan FAME/SIAP Milan FAME/SIAP Milan FAME/SIAP Moscow FAME/SIAP St Petersburg New Delhi Mumbai Hyderabad

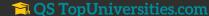


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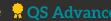
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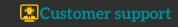






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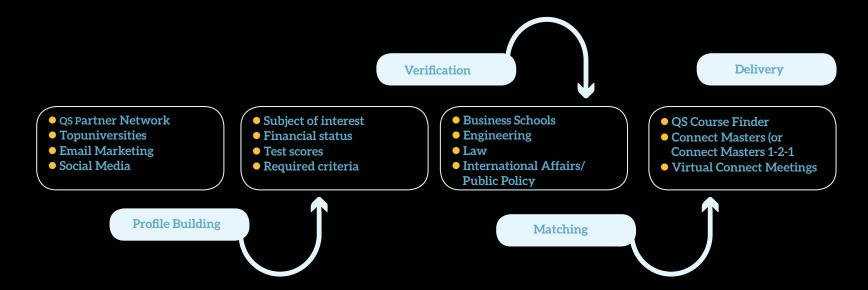


QS Course Finder

OS Connect Masters 121

QS Virtual Connect Masters

QS Candidate Management Centre

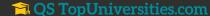


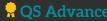
More than 30 million people are expected to visit www.topuniversities.com through 2015, our QS Partners Network provides access to a further 60 million visitors, 500,000 members engage with us via our social media platforms and 250,000 a year will register with us directly to enquire about graduate and undergraduate study options.

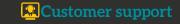
This database of student registrations then flows through our Candidate Management Centre, staffed by experienced admissions counsellors. The aim of this resource is to match candidate aspiration with client needs. You can then engage with this pool of high potential, pre-screened candidates through various touch points: traditional table top fairs, subject specific forums, 1 on 1 interviews (either face to face or via Skype) or as detailed candidate profiles (with minimum 20 profile attributes).













QS Course Finder

OS Connect Masters 121

OS Virtual Connect Masters

QS Candidate Management Centre

Growing QS Student Community

→ 120,000 candidates register on www.topuniversities.com, a further 130,000 will register with us for one of the 156 events we will host through this recruiting cycle

Building Candidate Profiles

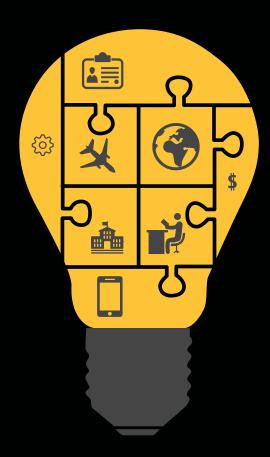
→ Candidates are then contacted to ensure all relevant data is supplied and to enrich candidate profiles as required by client briefs

• Matching Students against Universities' Requirements

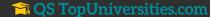
Candidates are then matched against client briefs. This year, QS extends this service from Business Schools to Law, Engineering, Public Policy and International Affairs Schools.

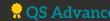
• Connecting Universities with Pre-Qualified Candidates

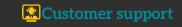
→ Candidates are introduced to clients via QS Course Finder, QS Connect Masters 121, or QS Virtual Connect Masters 121













OS Connect Masters 121

OS Virtual Connect Masters



QS Course Finder is a comprehensive suite of online course directories that connects prospective students across the world with UK, European and Australian universities and business schools.

Focusing primarily on business and management related subjects, QS Course Finder offers detailed information on over 30,000 courses at the Bachelors, Masters, PhD and MBA level. QS Course Finder makes our partner's programmes stand out.



Recruitment strategies

OS Course Finder delivers qualified prospects for your school, based on your recruitment strategies. Candidates are filtered. validated and qualified before they reach your institution

Reach and exposure

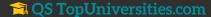
QS Course Finder work with a range of media partners across the world, covering all online advertising channels and giving you increased exposure to a targeted audience

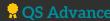
Dedicated candidate counselling

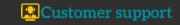
OS Course Finder has a tailored student support team. This free service helps prospective students identify and select programs that match their own background and requirements, guiding them through the application process













OS Connect Masters 121

OS Virtual Connect Masters

QS Course Finder - Generating Applications

Our dedicated student support team qualifies candidates according to your institution's requirements, ensuring you receive only quality candidates. This gives you a more effective return on your recruitment activities.

- Candidates are contacted within 24 hours of filling in a request for information form on your programmes
- Candidate profiles are built with 20 fields of data collected
- Customised candidate profiles are sent to your institution
- Additional data (e.g. CV) can be collected as part of a customised sales proposal

Personal Details

First Name Last Name Email Address Phone Number Nationality Gender Date of Birth Country of Residence

Study Options

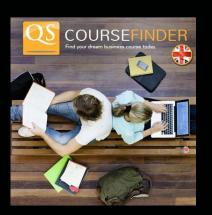
University Name Course Degree Course Name Start Date Funding Preferred Mode of Study Subject of Interest

Preferred Region of Study

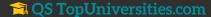
Pre-Degree Details

Highest Qualification Achieved Subject of Highest Qualification Achieved Year of Graduation Last Study Location

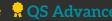


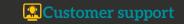






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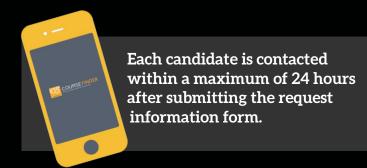
OS Connect Masters 121

OS Virtual Connect Masters

QS Course Finder - Student Support

QS Courses will ensure all students requesting information on QSCourses.com will be assigned a dedicated consultant from our Student Support Team.

This free service helps prospective students identify programs that match their background and requirements, guiding them through the application process.

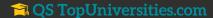




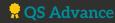


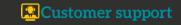






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OS Connect Masters 121

OS Virtual Connect Masters

QS Course Finder - Global Exposure

Optimised course profile pages: each course listed on QSCourses.com has a dedicated profile page with detailed information about the program, fees, modules and entry requirements.



Lead generation: interested prospects can request more information regarding university courses. The lead generation form contains 4 fields, all mandatory (first name, last name, email and phone number). The forms are available on the home page, search result page and course profile page.

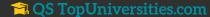


QSCourses.com is helping EU Institutions to raise awareness about their business-related courses internationally



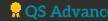


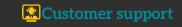














QS Course Finder

OS Virtual Connect Masters

QS Connect Masters 121

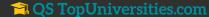
Connect Masters 121 is a series of vertical events where pre-admissions meetings take place in target markets with pre-screened candidates

Using a team of experienced candidate counsellors, lead scoring and verification the OS Connect Masters team can accurately match you with candidates that meet your admissions criteria AND have the best chance of being admitted.

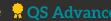
Focusing on business/management disciplines, the STEM study area and helping candidates interested in Law, Public Policy, Politics and International Affairs find their ideal programme.

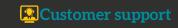
Round table discussions, 1 on 1 meetings, information sessions, all held prior to the grad fairs allowing you to maximise your ROI.













QS Course Finder

QS Connect Masters 121 QS Virtual Connect Masters

QS Virtual Connect Master

All the advantages of the Connect Masters 121 series of events but piped straight to your desktop

Arrange 1 on 1 meetings with pre-screened candidates whilst at work, involve careers office and key academics at no additional cost

Populate your own information sessions and open evenings

Opportunity cost extended to cover travel, accommodation incurred in order to meet face to face

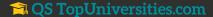


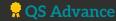


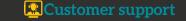
Yes, I was constantly busy at the 1-2-1s, very pleased with the standard too. It was our first attendance at the Connect session, so it was a good first experience for us.

Lorraine Emmans - Leeds University Business School











QS Course Finder

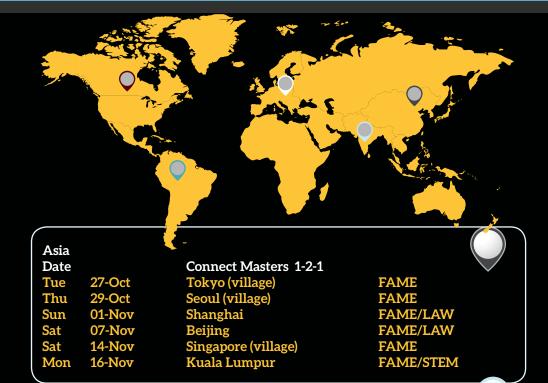
OS Virtual Connect Masters

Fall 2015 - Schedule

Latin .	America		
Date		Connect Masters 1-2-1	
Mon	31-Aug	Mexico	LAW/STEM/FAME
Wed	02-Sep	Bogota	LAW/STEM/FAME
Sat	05-Sep	Lima	FAME/LAW
Mon	07-Sep	Santiago	FAME
Wed	09-Sep	Buenos Aires	FAME
Thu	10-Sep	Brasilia	FAME/STEM
Mon	14-Sep	Sao Paulo	FAME/LAW
Wed	16-Sep	Rio de Janerio	FAME/LAW

North	America		
Date		Connect Masters 1-2-1	
Sun	13-Sep	Toronto	FAME/STEM
Tue	15-Sep	Montreal	FAME/STEM
Sun	20-Sep	New York	FAME
Tue	22-Sep	Washington DC	FAME
Thu	15-Oct	Dallas (village)	FAME
Sat	17-Oct	Houston (village)	FAME
Mon	19-Oct	Austin (village)	FAME

Europ	e		
Date		Connect Masters	s 1-2-1
Sun	27-Sep	Moscow	FAME/STEM
Sat	03-Oct	London	LAW/STEM/FAME
Sat	10-Oct	Paris	FAME/LAW
Tue	13-Oct	Milan	FAME/LAW
Sat	17-Oct	Istanbul	FAME/STEM
Sat	24-Oct	Frankfurt	FAME

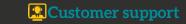


	Connect Masters	1-2-1
02-Dec	New Delhi	FAME
06-Dec	Mumbai	FAME
10-Dec	Hyderabad	STEM
12-Dec	Bangalore	FAME/STEM
16-Dec	Chennai	FAME
	06-Dec 10-Dec 12-Dec	02-Dec New Delhi 06-Dec Mumbai 10-Dec Hyderabad 12-Dec Bangalore

FAME = Finance Accountancy Management Economics STEM = Science Technology Engineering Math



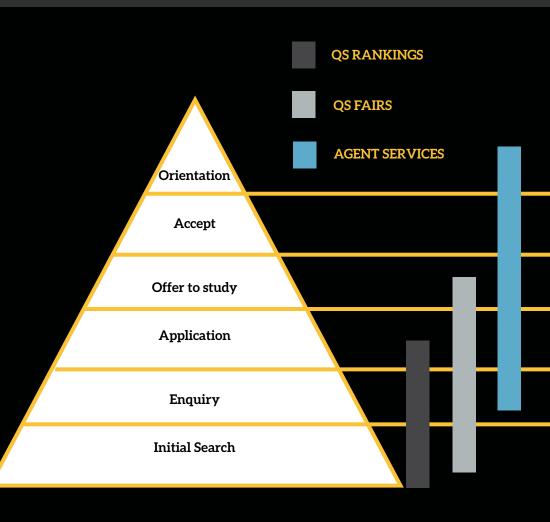




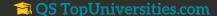


QS Advance

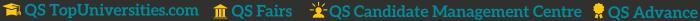
- QS Advance is an AIRC certified recruiting agent, currently working with clients from the US, Australia, the UK and China we are able to assist you with the delivery of your recruiting strategies at undergraduate, Graduate and MBAlevel.
- ► Integrate QS Advance with QSCourses, Connect Masters, and Virtual Connect Masters to build an integrated flow of high quality candidates onto your campus
- → QS Advance will work with you to deliver enrolment, picking up on the work from the Candidate Management Centre, the QS Advance team will work towards conversion from application to enrolment.
- → Our pricing models include % of 1st year tuition fees all the way through to marketing fees targeting specific markets.

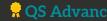


QS CUSTOMER SUPPORT









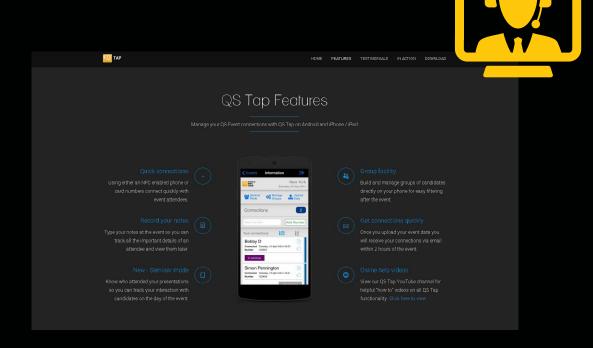




Outreach



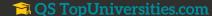
- Candidate management
- Android & I Phone app
- Quick connections
- → Record your notes
- → Seminar mode
- → Group management
- → Data within 60 mins



QS TAP is the best thing to happen to fairs, it's so easy to use, it allows you to focus 100% on the candidate, and the leads are in my inbox within hours, making efficient follow up a breeze - it has made deciphering candidate penmanship obsolete!

University of Edinburgh

QS CUSTOMER SUPPORT









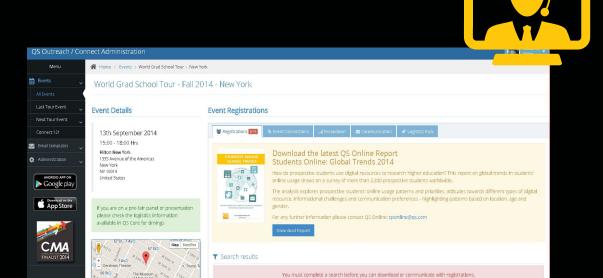


Age Range: ALL

TAP

Outreach

- Candidate management
- → View event connections
- Sign up for updates
- → Slice/dice database
- → Export data
- → Schedule emails
- → Connect with colleagues
- → Download white papers
- → Download event analysis
- → Download logistics pack



nationality

Choose a nationality

by saved search

Choose a gender

Event Options













