



INTERNATIONAL STUDENT FEE SCHOLARSHIPS AND DISCOUNT POLICY

Purpose:

To protect the integrity of the International Tuition Fee Structure by standardising the practice of discounting fees through scholarships, concessions, and other financial arrangements with partner institutions.

Policy:

The following principles will apply when Massey staff or Colleges negotiate articulation, twinning, or off-shore delivery agreements with partner institutions:-

- Fee discounting is not intended to become the norm, and should only be utilised to facilitate agreements with reputation-enhancing partner institutions
- All communications with prospective students should clearly state the relevant tuition fees payable.

In the case of articulation or twinning agreements, the following discounting options apply:-

- 10% fee discounts are permissible where cohorts of 10 or more students are enrolled as part of a twinning or articulation agreement with a single partner institution
- For student cohorts of 20 or more students from a single partner institution, a discount not exceeding 15% of the full fee is permissible
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Definitions:

In terms of this policy the following definitions apply:

Definitions are as per the [Policy Relating to the International Delivery of Qualifications](#)

Audience:

All staff

Relevant legislation:

Education Act 1989 and Amendments

Legal compliance:

None

Related procedures / documents:

[Policy relating to the International Delivery of Qualifications](#)
[Procedures for Distance Education Offerings to International Students Overseas](#)
[Guidelines for Distance Education Offerings to International Students Overseas](#)
[Equivalence Policy](#)
[Process for the Establishment of New Off-Shore Academic Agreements](#)
[Process relating to the Renewal of Expired Off-Shore Academic Agreements](#)
[Creation of Contracts Policy](#)
[Delegations of Authority Document](#)

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