

Report On
Bangladeshi Student Barriers to Foreign Studies

By

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16304030

An internship report submitted to the BRAC Business School in partial fulfillment of the requirements for the degree of Bachelor Of Business Administration

BRAC Business School
Brac University
January 2021

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Declaration

It is hereby declared that

1. The internship report submitted is my/our own original work while completing degree at Brac University.
2. The report does not contain material previously published or written by a third party, except where this is appropriately cited through full and accurate referencing.
3. The report does not contain material which has been accepted, or submitted, for any other degree or diploma at a university or other institution.
4. I/We have acknowledged all main sources of help.

Student's Full Name & Signature:



Student Full Name: Anik Raj

Student ID: 16304030

Supervisor's Full Name & Signature:



Supervisor Full Name: Abdul Kadir Nahid

Designation, Department: Admin Manager

Institution: British Educare

Letter of Transmittal

Date: 12 January, 2021

Ms. Tanzin Khan

Lecturer

BRAC Business School

BRAC University

Subject: **Letter of Transmittal for term paper.**

Dear Mam,

It is a great pleasure for me to hand over the consequence of my hardship based on topic that I have chosen for my internship “**Bangladeshi Student Barriers to Foreign Studies**”.

I have done my best to make every effort to prepare this paper. I did primary and secondary research for this term paper. I've been looking a lot to collect information, and I've done my best to get deeper into this subject so that the results look more meaningful and credible. I am thankful for your continuing support throughout the semester. While I have tried to do my utmost, it is very possible that there will be some unintended errors in the study. Once again, I would be grateful if you would please offer your judicious advice on effort.

Sincerely yours,



Anik Raj

16304030

BRAC Business School

BRAC University

12th January, 2021

Non-Disclosure Agreement

[This page is for Non-Disclosure Agreement between the Company and The Student]

This agreement is made and entered into by and between [British Educare] and the undersigned student at BRAC University

A handwritten signature in black ink, appearing to read "David". The signature is written in a cursive style with a large, looped initial 'D'.A handwritten signature in black ink, appearing to read "Amir". The signature is written in a cursive style with a large, looped initial 'A'.

Acknowledgement

First of all, I would like to express my heartfelt gratitude to my advisor, Mrs Tanzin Khan, for the continued support of my internship study, for her patience, inspiration, passion and tremendous expertise. Her support has helped me to study and write this report all the time. I couldn't have pictured a better advisor and tutor for my internship study. I would like to thank my colleagues for helping me collect information and all the other participants who have given their precious time to complete my survey.

Executive Summary

I am doing my internship in British Educare an educational consultancy firm who provide services to students who willing to go abroad for higher studies. My internship topic is **“Bangladeshi Student Barriers to Foreign Studies”** and throughout this internship report I will elaborate my internship period, Company profile and finally the topic. For gathering information, I have done primary and secondary data analysis. Finally, I personally believe that the outcome of this report will help many students to know more about their queries.

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Chapter 1: Overview of Internship

Student Information:

Name: Anik Raj

ID: 16304030

Program and Major: BBA; Marketing

Internship Information:

Period: Three months Internship program (October to January)

Company Name: BRITISH EDUCARE

Department/Division: Counselor, Marketing

Address: House #16, Road #03, Nikunja-2, Khilkhet, Dhaka – 1229

Internship Company Supervisor's Information:

Name: Abdul Kadir Nahid

Position: Admin Manager

Job Scope – Job Description/Duties/Responsibilities

We the students of BBA basically do a three months internship program after finishing our academic classes with completing 126 credits. In our country there are many companies that offer internships for students and they are: Bank, Marketing agency, Food chain, IT based company, consultancy firm, elite business firms and so on. Among all of this I have chosen a consultancy firm for starting my job career. The reason behind choosing that was my previous working experience with different student groups and my comfort zone for this segment.

I started my internship on 24th October, 2020 and have continued since then. From my first day to day three I was working in the Application department and from day 4th I was shifted to the counselor department and that is the place where I find myself adjusted. Since then I am working very hard to become a good counselor. Moreover, I have got marketing training from the head of Marketing department. Under the Marketing department I did some work and so far British Educare have enjoyed many of mine graphical content in their official Facebook page. I have got some good colleagues over there and they are very friendly in teamwork. Basically, our work was to guide students properly about how they can get admitted in foreign Universities and show them an estimated path about how their life will be in the next three or four years. There are various time allocations for different tasks in our working hours. It begins at 10 am in the morning and finishes at 6 pm in the evening. I am regular to office and my supervisor Mr. Abdul Kader Nahid is so pleased about my performance.

Internship Outcomes:

Student's contribution to the company

From the very beginning of my work I was so focused because I had to implement my previous knowledge to grab these students' segments. I did my level best to provide counselling service over phone calls and physically. I have guided more than 50 students for Bachelor/ Master's programs in the UK and Canada. Among them I have applied for 20 potential students and 8 of them directly got Conditional offer letters. Moreover, I have made different motion graphic video, graphical content for our new marketing campaign. I helped counselling department to process the maximum number of files in the least amount of time.

Benefits to the student

From BRITISH EDUCARE i have learned about counselling, Facebook Content Marketing, Email Marketing, Tele Marketing, file processing and so on. These things enriched my skills to use in my next stage. I am so glad that everyday I have received performance appraisal from my supervisor and it helps me a lot to build relationships

with my audience properly. Finally, I have acquired an office gesture, a punctuality, a connection between a colleague and a customer that makes my interpersonal skills solid.

Problems/Difficulties

As this was my very first job in my career that's why it was not that easy for me to adjust to them. It takes me 10 to 15 days to understand their rules-regulations, information input-output system and other necessary stuff. Earlier I didn't know enough information to provide to students. When students ask about more I like to pass the call to my next colleague. Moreover, we have to search all updated information in our affiliated websites and earlier it creates difficulties for me. Still now I am learning it from my colleagues. Providing updates to our students is another tough deal for me because most of the time we get delayed information from our affiliated partners. There are many students who did not provide their scanned documents properly and in the file processing stage I have faced serious difficulties.

Recommendations

There is no question that BRITISH EDUCARE has been doing very well in recent times since it was just one year in Bangladesh and we have achieved our planned performance. They have internship options for students who are left with their internship credits. As an intern, here are my recommendations to BRITISH EDUCARE:

First of all, they have to provide a 7 days training period for newly recruited interns for a particular department. Secondly, when they recruit new interns they should check his/her overall qualification, speaking fluency, adjustability with BRITISH EDUCARE because I have seen some interns did not adjust themselves with our environment and they left. They may provide some extra opportunities for interns, for example: assign different department work to different department interns for a short time since it is our learning period.

Chapter 2: Organization Part: Overview, Operations and a Strategic Audit

Introduction

Objective

British Educare is a British student advisory firm. We have only one goal to operate in this company and that is to direct students who are in a confusion about their future and/or ready to study higher education from a sophisticated country in order to create a better future for them. We're dealing with precisely those people who want to think big and go abroad to their higher education, to get a better degree, and to raise their levels of quality to a new level. BECL is the right forum for people who know what they want, but don't know how to start or where to start, people who have dilemmas on the paths they can follow.

Methodology

We run our main operation from the UK and the initial work runs from Bangladesh. We receive files from students and process it according to Universities requirements and then submit it to our affiliated partners. Basically it takes two to three weeks to get confirmation whether students can go abroad or not. And in between this time we make regular follow ups with students about his/her conversation with Universities.

Scope

There have plenty of scope in Bangladesh for this sector. Since we have a large population and students with good results most of the time did not get admitted to their preferred Universities in Bangladesh because of limited seats. Even if they want to be admitted in well renowned private universities it will take a huge cost. That is why we can take it as a chance to approach these students for study abroad. The survey shows that more than 90% of students preferred foreign studies as their next destination. We can start our campaign from college students since they are our future potential students.

Limitations:

We have many plans for our target segments but there are some issues where we need to limit our operation. There are many institutions; they do not allow any consultancy firm to affiliate with them directly. That's why it creates a wall between us and our targeted segment. Moreover, for some internal issues we have to hold our plan to open a new office in India. Our limited affiliated partners are another limitation for us since we want to go big in upcoming days.

Significance:

The way we are providing counselling services to our students is really significant in recent times. Most of the agencies take a certain amount of money from students to open their file even after that student got rejected he/she has to pay that money. We provide total free of cost service to our students since we will get our commission if he/she gets admitted to that preferred institution. From the survey and our daily work most of the students say that they do not know properly about the processing of their study abroad. We are showing them a destination, a proper guideline as if they won't get distracted from their goal.

Overview of the Company

Welcome to the British Educare(BE Consultancy Limited). We are very happy to share with you that we are one of the biggest and most important foreign student consulting companies in the United Kingdom. We are more than just proud to let you know that we are one of the fastest growing overseas education consultancies, according to our records, and we have been booming along our journey. We're keeping one of the best management team along with our vastly experienced and flamboyant guides and advisors to support you with your plans. We have over 9 years of experience helping foreign students studying in the United Kingdom. We offer overseas study programs in the UK at top universities with the assistance of our highly trained staff and associates. We aid with the admission of

undergraduate degrees, Barrister degrees, ACCA degrees, and other postgraduate degrees to esteemed universities across the globe. No matter the university or institutions you can aspire to, we ensure all the resources that will lead you through every stage of the application process and give you every opportunity to make your long-woven dreams come true!

Vision and Mission

Our vision is so definite and precious. We want to bring our students in the forefront by eliminating the obstacles and challenges they face on their path to a dream future. We want to be a true guide to passionate students in selecting their target that best suits them. We're trying to alleviate the pain of the learners from the very beginning (selection of university and course, application procedure, offer letters, visa process, and pre-departure briefings). Our achievement is to bind students to the right course in the right institution. We are extending our services from the UK to the globe so that students can pick their particular institution from the best institutions around the world.

Management Practices

We have good management policies in our office. Each of the department employees gets regular performance appraisal from the departmental head. We have to follow the work schedule since we have to deal with a large number of students daily. Initial counselling done by our front-line counselor and the main decision about students offer later, visa issues handled by our top management. Other than that, as a growing stage company we always try to cooperate with our management.

Marketing Practices

We have a good marketing department in our office who operate our all marketing campaign. In recent times we are doing high online marketing since during this pandemic offline marketing will not be value for money. We have some creative graphic designers and content writers who provide unique business ideas for our campaign. Most of the time we highlight our marketing campaign before January, May and September since these are the sessions for study abroad. Moreover, every month we want to try to post at least two content on our official facebook page. On the other hand, for offline marketing we have campus ambassadors, School-college ambassadors, banners, posters etc. We are planning for some physical activity engagement marketing in the month of February. To conclude it can be said that this is our core department from which we get all the ideas about how to deal with our students.

Financial Performance & Accounting Practices

Since I am working as an intern in BRITISH EDUCARE that's why I do not have the access to know about their financial and accounting practices. So far I know that our business developer makes a budget for the upcoming six months and the company operates through that way. About the profit generation company takes commission from affiliated partners and overseas Universities.

Operations Management and Information System Practices

Our operation starts from getting leads from our websites and facebook page. We get leads and then we call them to know about students intentions. After filtering the segment we provide free counselling service to our students. If the requirements match with their profile only then we process their file and send it to our affiliated partners. The next part about their visa issue, embassy face, interview tasks are done by our top management. In this whole process we do not take any fees from students because if he/she can successfully get the visa then that particular university will give us the commission.

Industry and Competitive Analysis

This is a fast-growing industry in Bangladesh because in recent times there have many consultancy firms who are operating their business. Since we are a densely populated country and most of the students do not get the opportunity to be admitted to their preferred university due to seat limitations. For these students an abroad degree will boost their career and they will get the opportunity to find a new scope and from that intention our Bangladeshi consultancy firms find a way to work for it. There are some big names right now for this industry and they are: IDP BANGLADESH, MACES, TCL Global and Global Immigration Consultants (GIC). Here is the competitive analysis for this industry:

Threat of new entrants: Threat of new entrants are very high for this industry since in recent time a lot of agency, consultancy firms are growing. There are not any strong requirements for this sector because by managing 2 or 3 agents or some communication linkups an agency can easily build their business. Most of the agencies are in Dhaka, Sylhet and Chittagong based.

Bargaining power of buyers: Bargaining power of students is also very high since they can find many consultancy firms around them. In some cases students apply through 2/3 agencies at the same time.

Bargaining power of suppliers: For this industry suppliers are mainly agents who provide students information to agencies. Bargaining power of suppliers is moderate here because most of their files are not very potential. They want to deal with big commission but the students file quality are not satisfactory enough and that's why agencies choose them very specifically.

Threats of substitute: The threats of substitute is very low because without applying through agency or consultancy firms students do not have any other option. The only option they have is applying by themselves but most of the time they fail to apply properly.

Intensity of competitive rivalry: Competition among rivals are very high for this industry because each of the firms offer diverse offerings to attract students and grab the highest market share. Most of the organizations are actually running online channels and this is really increasingly rising competition among them.

SWOT analysis for BRITISH EDUCARE:

Strengths: Free counselling service, free IELTS preparation, Credibility test preparation, Reputation of being an British company. Most of the employee's age are under 30 that's why office environment always remain energetic and motivated.

Weakness: Current inconvenient office location, Weak leads, lack of communication gap among affiliated partners and universities. Lack of proper HR departments and lack of proper office interior design for better environment.

Opportunities: Existing marketing gap which can be an opportunity for BRITISH EDUCARE. If the targeting zone is identified properly then filtered segment size could be very potential. Recently the intention of going abroad has increased among Bangladeshi students that's why it's an opportunity for us to work for these students.

Threats: Too many competitors and agencies in the market, diverse offerings from different organizations also are threats for the company. In some cases students face fraud service from other agencies and then it becomes hard to convince those students and process their file. Covid-19 period is another issue for this industry since most of the educational institution are closed and students are in a dilemma.

Summary and Conclusions

British Educare is one of the fast-growing consultancy firms in Bangladesh and so far we have received a good appreciation from students who took our services. We work for those students who are potential with their academic results and have a goal in their life. We provide total free of cost service to our students because we want to create trust and good vibes for our consultancy firm among our students group. We have separate departments who work like a chain for our students. Now there are many agencies in the market but the actual market gap isn't fulfilled that's why it is our opportunity to reduce this gap and work for our students. As a new company in Bangladesh we are facing some difficulties but i think by following our proposed business structure we can do great in this business.

Recommendations:

Since i am not a permanent employee of BRITISH EDUCARE that's why i may not be perfect when i will give my personal recommendations. But from my three months experience these are my recommendations for BRITISH EDUCARE: there are some areas where they need to perform well to be competitive in this field. First of all they need to change the current office location because most of our competitors' offices are in the Banani, Gulshan, Dhanmondi area. Secondly, they need to do more offline marketing because so far they have done a lot of online marketing that's why i think that without physically approaching our targeted group may not get attracted.

Thirdly, our affiliated partners should respond quickly because we get delayed just because of them. Last but not the least i think the office internal decoration needs some changes specially for students lobby and for Counselling tables. So after analyzing all the difficulties and opportunities i think that these are some recommendations that should be considered.

Chapter 3: Project Part: “Bangladeshi Student Barriers to Foreign Studies”

Introduction

Background

During my internship period I have faced a lot of students' queries about study abroad and the outcome of this project will explore the difficulties and assist those students to overcome their problems. It will show students' opinions, their consideration, English fluency, financial issues and finally what they exactly want in abroad study. Moreover, how well the educational consultancy firm is providing services to them. The body part will analyze their problem and issues and finally the concluding part will suggest them about what to do-how to do and the role of educational consultancy firm.

Objectives

The main objective of this internship report is to know about the difficulties among Bangladeshi students when they plan to go abroad for higher studies and the role of educational consultancy firms. Here, this paper will highlight the area of current students' situations and their guideline strategy. From my three months experience I have found many good students with lack of proper knowledge about study abroad. Many of them are misguided and others are so offended that they do not want to go abroad. The motto of this paper is to remove the darkness of wrong knowledge among people who really want to go abroad for higher studies. This paper will assist them to know where they should go when they need proper information and finally last but not the least how they should overcome their difficulties by the help of an educational consultancy firm.

Significance

The current student population of Bangladesh is one of the fastest growing populations in Asia. Most of the Students here do not get subjects or universities according to their preference because of seat limitation and huge cost of education. In recent times the tendency of going abroad for higher studies has increased among these students. But most of the students do not know properly about this issue. They do not know how to deal with foreign culture, how to balance life abroad, how to take preparation etc. This internship report will help those students to know more about their difficulties and will give recommendations about how they should recover those struggles. After gathering three months of experience and doing a survey it is clear that most of the students are unaware about foreign studies and seek help. On the other hand, there are positive and negative sides of educational consultancy firms when they deal with students. That's why this internship report will help students to know more about these firms. If the outcome of this report is used properly then a lot of students from Bangladesh will benefit from it.

Methodology

Research designs

It is a descriptive research design because the market characteristics and others functions are closely described here. The aim of this research is to systematically describe a population, situation or phenomenon. The population is mainly less than 30 years old people who are willing to go abroad for higher studies. This report briefly described their overall situation about how they feel or do in this process.

Data collection method

The data collection method used here is quantitative because an online survey was taken on 34 people about their responses and based on that all the statistical charts were made. After that this report analyses the literature review from different websites and journal articles by proper citation.

Observation method

Other than that natural observation was used on few students physically in British Educare office. During that time student's behavior was monitored without knowing them and it was done naturally.

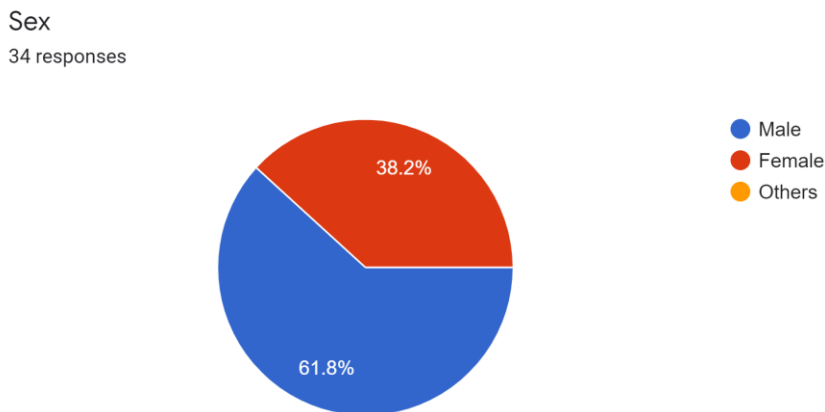
Data analysis

The main case for this internship report is "Bangladeshi students' difficulties in foreign studies" to keep that in mind every response from the sample was taken very precisely. The problem identification part happened in the counselling stage when students talked with the counsellor of British Educare. If we consider only phone call counselling then daily out of 20 students 15 students have serious queries and only 5 were knowledgeable about the issue. When students come to us the first thing, they share with us is they want to apply without IELTS and seek others' easy way. Secondly most of the time they have very limited funds and want a big scholarship. They do not know properly about foreign Universities and that's why many agencies show them the wrong path which they do not deserve. In that situation we not just show them the educational plan but also their work-related issues and living issues. In some cases, previously rejected students or low academic grade students come to us and seek help then it becomes really challenging for us to provide options for them. Moreover, for married

students confirming visas for their husband/wife is another challenge because in Bangladesh most of the time couples are not eligible in all manner for study abroad. So these were the students' problems and our challenges in a positive way. On the other hand, there are some agencies who use these difficulties as their business profit. Those firms offer attractive variations to grab these students to generate profit but actually offer fraud things. In some cases, students can identify it and sometimes not. These are the negative sites of these agencies. Finally, from file processing to getting a visa; in the long run many of the students cooperate and many not because of their low patients' and other issues.

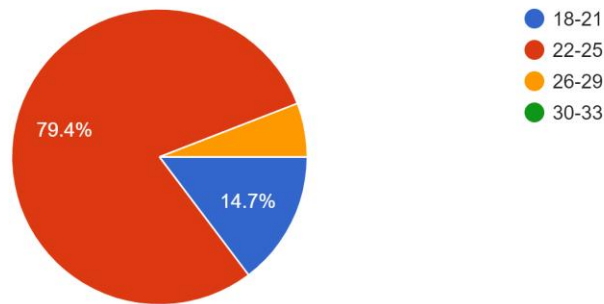
Findings and Analysis

Now let's talk about the findings and analysis:



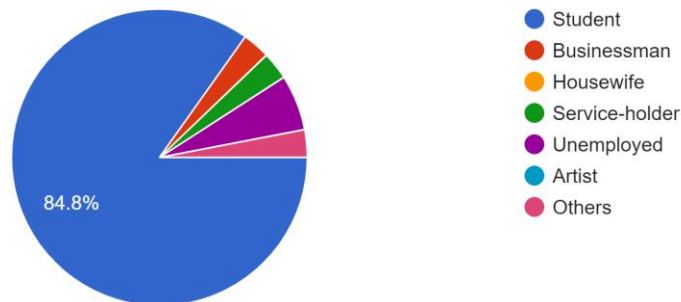
According to Canadian Universities.net (2019), the student body of the MBA schools in Canada is 64% male and 36% female. On average, most universities have a smaller female ratio for foreign students. In addition, Moore (2017) on statista said that the ratio of females to males in tertiary education in Bangladesh was approximately 0.7 females per male enrolled. This study reveals that 61.8 per cent of males are involved in higher studies abroad than 38.2 per cent of females.

Your age range
34 responses



According to AdmitKard (2020), students must be 18 years of age to enroll in Canada. While there is no age restriction, a student must be given a research permit if he/she is a minor. And as the age limit varies with the province. According to Ulster University (2018) a limit of 3 years of gap, except when the student can demonstrate a legitimate explanation for this. Here, most of the survey members are a final year undergraduate student, which is why the age range is 22-25.

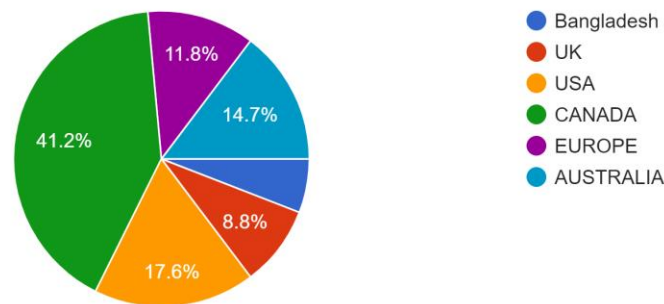
What is your occupation?
33 responses



There is no particular choice for a student to do Masters right after Bachelor's degree or later, according to research portals Masters (17 September 2020). If they stick to their target, learners will gain in both directions. This survey result shows that majority of the participants are from students group which is 84.8%.

For higher studies you will prefer?

34 responses



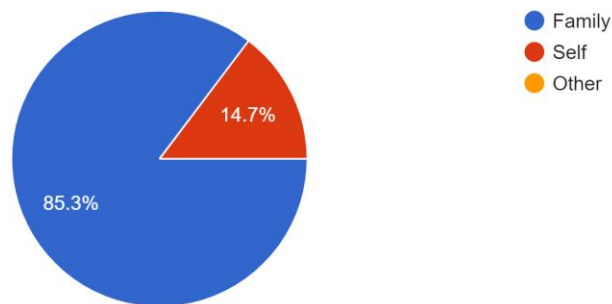
According to Shiksha STUDY ABROAD (April 7, 2020) and THE MASTERS PORTAL; USA, UK and Canada are the top three best countries in higher education. Based on various variables, such as the rankings provided by reputed ranking institutions such as QS Ranking and Times Higher Education, which are formed in overseas education, they evaluated the education system of different countries. Here, in this survey 41.2% students choose Canada as their dream study place. Serially it shows 17.6% interest for USA, 14.7% interest for Australia, 11.8% interest for Europe and 8.8% interest for UK.

Why you wants to study abroad?

According to Foreign Student (2020) and QS TOP UNIVERSITIES; Studies abroad can be one of the most valuable opportunities for a student. By traveling abroad, students have the chance to study in a different country and learn about the attraction and history of a new nation. For this open-ended question, students respond to a number of responses, such as: They want a better future, Job environment, security & healthy salary, to get higher and international standard education, enrich their skills and knowledge, to get a better Standard of education, lifestyle, and opportunities and so on.

Who bear your most of the educational cost?

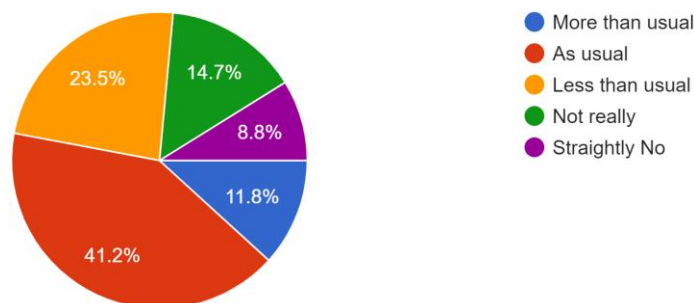
34 responses



Students and their family are now far more likely to pay for their education with loans than grants from their counterparts a few decades back. Rothstein and Rouse (2011) notice that between 1993 and 2004 the number of college students with at least some loans grew by 11 per cent. It has long been recognized that the family history has a strong effect on the educational achievement of students. This survey shows that 85.3% students says that it's their family who bear their most of the educational cost.

If the answer is family, how much do they ask about your studies abroad?

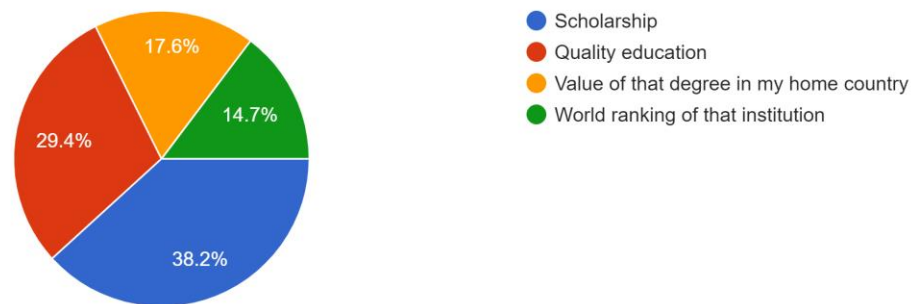
34 responses



According to MINOT STATE UNIVERSITY (2016) Family members may feel anxieties about being away from their students for the length of the program, which is why they have a suggestion to solve this issue. In the other side, WASHINGTON's UNIVERSITY (2020) urges parents/family members to connect with their student travelers about their thoughts, aspirations and ambitions long before they set off on the trip. In this survey students respond that 41.2% family ask as usually for their going abroad, 23.5% family ask less than usual question, 14.7% family ask not really and 11.8% family ask more than usual.

What is your first consideration when you think study abroad?

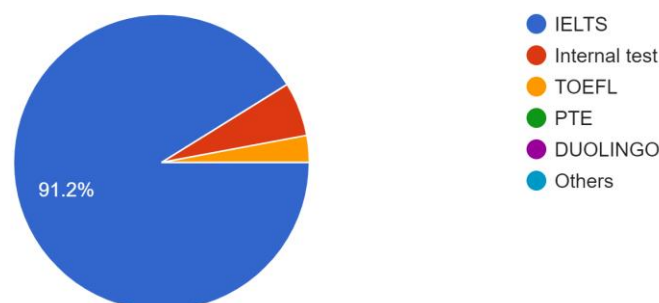
34 responses



Rogan (February 27, 2018) at CX College xpress notes that it is the expense or scholarship that comes first on students' minds as they think about studying abroad. In the same way, it can be seen that in this poll, 38.2% of students recognize scholarships as they think of studying abroad. Then 29.4 per cent of students think of quality education, 17.6 per cent think of the importance of the degree in Bangladesh, and 14.7 per cent think of the institute's world ranking.

Which test will you prefer before going abroad?

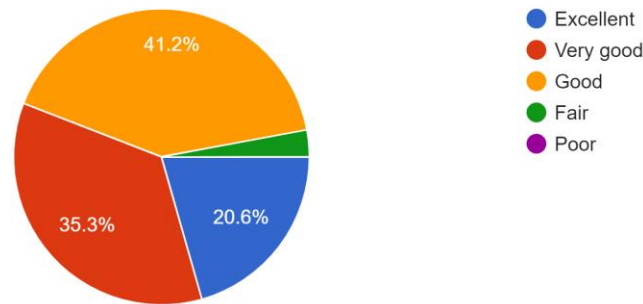
34 responses



According to British Council (2020), IELTS is the most commonly recognized English language test that uses a one-on-one speech test to measure your communication skills in English. It is recognized by more than 8,000 organizations globally and is the most common English language exam in the world, with more than 2 million studies carried out in the last year. This study reveals that 91.2 percent of students want IELTS to go abroad, which is very impressive because they want to ensure their English skills.

How would you rate your English Proficiency for higher studies?

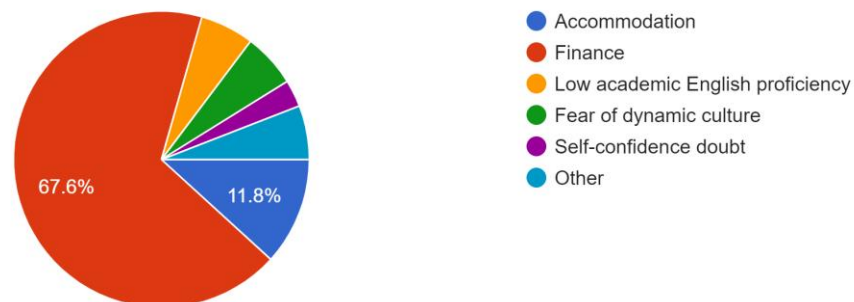
34 responses



It has already been stated (Das et al. 2014; Khan 2010; Rahman 2015) that the national examination system is dominated by Bangladesh's education system and in fact, by almost all student learning tests In Bangladesh, academic writing ability is often avoided throughout the entire academic life of a student. Saha (2008) says that this skill is not taught even at the tertiary level. That is why at the beginning of the semester, Bangladeshi students abroad were confronted with difficulties in academic writing. In this sample, 41.2 per cent say they have good English proficiency, 35.3 per cent say they have very good English proficiency, and 20.6 per cent say they are outstanding in this regard.

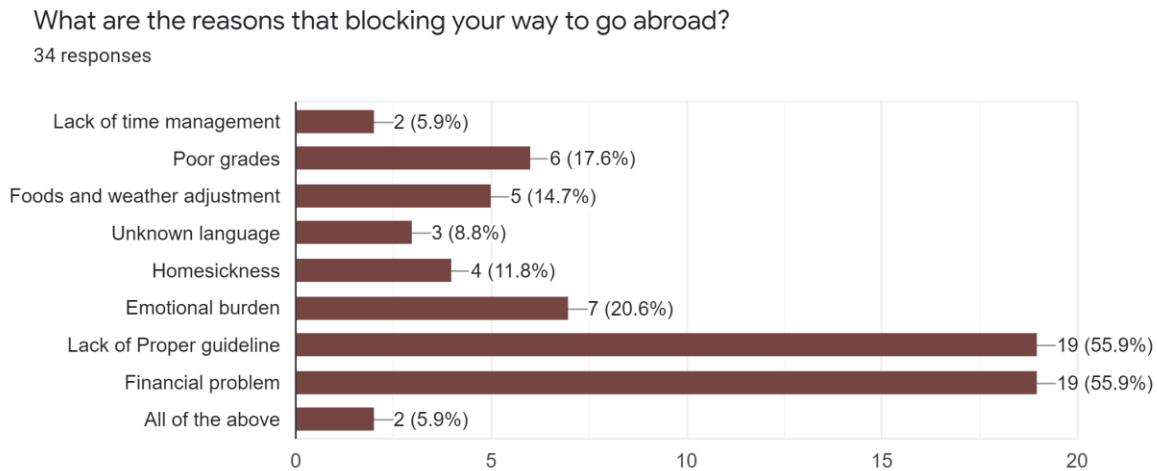
When you think about going overseas for higher education, which obstacle comes first?

34 responses



Thompson (July 16, 2020) on Go.Aboard.Com reports that for many students, obtaining financial assistance abroad and other financial obstacles are the most disturbing of all the difficulties of studying abroad. Even for students currently going to pricey private schools, extra tuition costs will theoretically add a few thousand dollars to a semester abroad. British Educare has received multiple student concerns, and the most prominent was their financial or

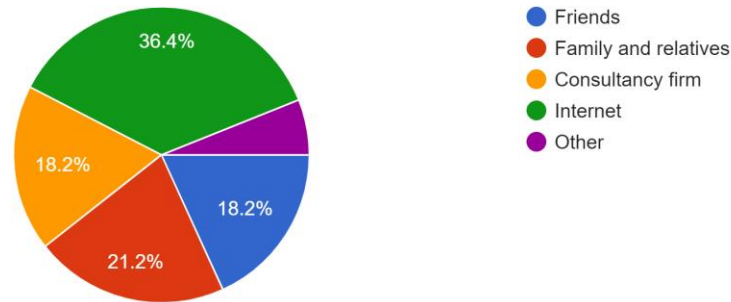
budgeting difficulties. It has been seen that 67.6 per cent of students mention finance as their first barrier to study abroad.



An essay "Lack of information turns students off studying abroad" (2013) reports that only one in five students believe that adequate guidance on studying overseas has been given. The lack of knowledge is preventing students from studying abroad, even though they claim that experience will improve their career opportunities, according to studies by the British Council. Moreover, the key challenge that students studying abroad may experience is the discrepancies between the cultures of the host country and the culture shock of their homeland. According to Pedersen (1995), culture shock describes as the process of initial adaptation to an unfamiliar environment" and states that the phrase has been used to characterize the mental, behavioral and physiological effects of adaptation. The language barrier is another issue for students studying abroad. Chung, Ingleby and Richard (2011) suggest that learning patterns are also very different from those used in their home countries due to research cultures, and that it can be difficult to interact with others. In this study, students found several obstacles such as: lack of adequate instruction and financial difficulties of 55.9 per cent, mental pressure of 20.6 per cent, food-weather change of 14.7 per cent, bad grades of 17.6 per cent, and so on.

For searching information about study abroad which option seems to you more valid?

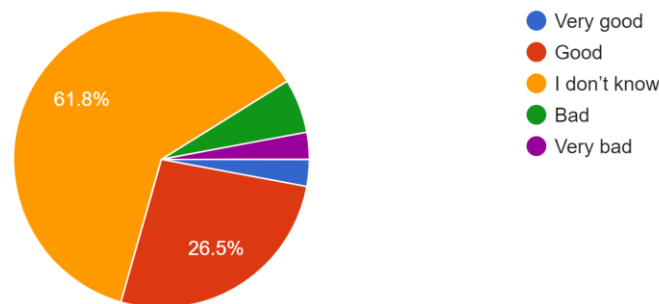
33 responses



Nowadays searching for initial information; internet is the best available option people have. There have many websites from where students get idea about study abroad and “QS TOP UNIVERSITIES, International Students, study-link, Shikhsa.com” are some prominent name. In this survey 36.4% participant select internet as their first valid option, 21.2% participant select family and friends, 18.2%% participant select consultancy firm and another 18.2% participant select friends to know about their queries.

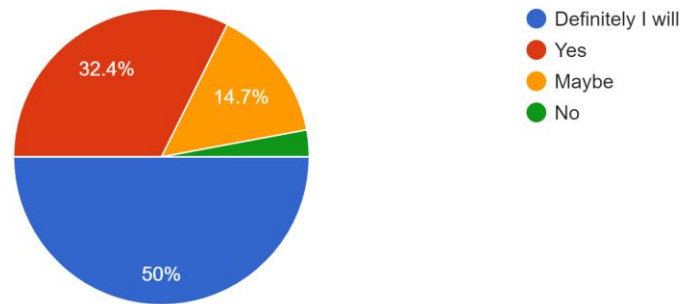
From your point of view how well Bangladeshi Educational Consultancy firm provides service for students?

34 responses



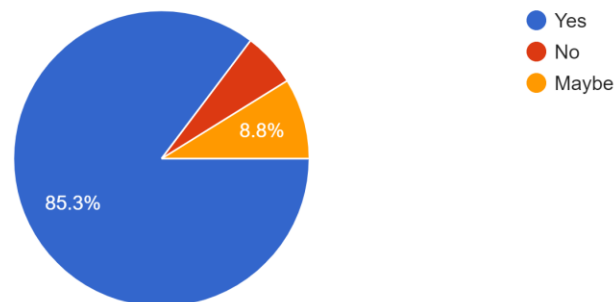
It is truly shocking that most students are not acquainted with the educational consulting company in Bangladesh because they choose a Facebook community or some other familiar connection to check for information. During this survey, some participants said that if they got it in their Facebook news feed, they would click the link otherwise seldom search the consulting company. In this survey 61.8% participant said they do not know about educational consultancy firm and 26.5% participant said good about their service.

If consultancy firm guide you properly with free counselling service will you contact with them?
34 responses



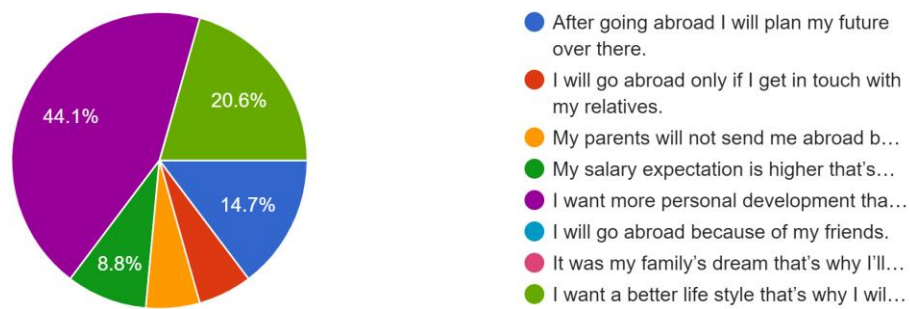
The first information from this survey was really shocking when it was heard that many of the participants hesitated to go to any consultancy firm because they thought it would cost them 5000 to 10000 thousand taka to open their file. Some participant said that they were misguided by some agencies that's why they have some negative viewpoint on this. In British Educare, after receiving a free counseling service, students keep in touch with us about their file processing and university updates. In this survey 50% participant said that they will definitely contact if consultancy firm guide them properly with free counselling service. And another 32.4% participant agreed to contact on that condition.

If you get scholarship with preferred subject-University from consultancy firm will you suggest it to others?
34 responses



The most common word from participant in this survey was the Scholarship. Actually, this is the first thing most students are concerned about and the second thing is the location of the university. In British Educare, we faced the same question from students, because most of the time we have to make the overall budget available to them. The most pleasurable aspect is when we say about their scholarship receiving figures and their chosen university venue. In the same way, 85.3 per cent of the participants said that they would recommend others if they earned a scholarship and chose a university subject from a consulting company.

Which one are you?
34 responses



This question was asked to know about their intention to go abroad for higher studies. Actually when students face foreign Embassy or participate in credibility test then they face this question and most of the students answer wrong for this question. In recent time British Educare has got many cases where students do not answer properly on this question and got rejected. What we suggest for this question is that students have to say they will come back to Bangladesh after completing graduation because they want to do something in their home country. It just their personal development and valuable degree for which they are interested for going abroad. In this survey 44.1% students said exactly what University want to hear, 20.6% said about their better life style, 8.8% said about their higher salary expectation.

Summary

The report identifies different difficulties for students when they want to go abroad and also identifies how the consultancy firm British Educare deal with these problems. Most of the time students' qualifications do not match with the university requirements and meeting the criteria is one of the toughest tasks for us since we have to research a lot for this. Although there are many good sides of consultancy firms when they guide students, sometimes dishonest firms make a bad impact on students' careers by guiding them in the wrong way. That's why students have to have minimal knowledge before applying and firms should have to help them properly.

Major Findings

- In Bangladesh, Sylhet is the most potential area from where maximum number of students go in UK.
- The fear of English is very high among Bangladeshi students
- Students want maximum number of scholarship but fail to match the academic requirements.
- There are a lot of fraud offerings in market for visa succession.
- Students get rejected in credibility test just because of bank statement issue and low English proficiency.
- Few consultancy firms make huge expectation among students but fail to provide offer succession.

Recommendations

Guiding students for higher studies abroad is not just a work it's an achievement for a counsellor if the students get admitted properly because it's a work of fixing the future of that students. Since I am not an experienced counselor that's why my recommendation may not be suitable for every student but after analyzing a few cases this will be my recommendations for students and consultancy firms.

- Students should not have to be in a hurry mode when preparing for study abroad. Firstly they have to identify the subject and then the preferred university because most of the students come to us without searching for this information. Here, consultancy firms should let them be aware about the total time frame otherwise students will get demotivated.

- Secondly students have to prepare for the IELTS exam because this is the worldwide accepted exam for international students. British Educare have this facility for students who want to apply through us and other firms should have to make some offer about IELTS for students.
- Thirdly, for getting scholarships students have to get good marks in IELTS exam and his/her previous academic background requirements should be well enough to match the university requirements. Here, without manipulating students; firms have to understand them properly about the actual total budget.
- Fourthly for financial problems/bank statement issues students can talk with different commercial Banks because they provide loans/statements for students who want to study abroad. Here, firms have to request or deal with banks in a way so that students have to expense a lower interest rate for getting that statement.
- Fifthly, for bearing living expenses abroad students can use different online platforms to find a part time job which is the most renowned way abroad. Firms should have tell them properly about their job getting chances or what job they should do because many of them do not have any experience or proper skills.
- Then for living abroad students can use the University provided dormitory or they can rent a flat for them. Moreover, for getting citizenship different countries have different requirements and students have to match those. When counsellor talks with students these requirements have to be delivered properly otherwise false expectations would rise among students.

Conclusions

It was a great experience with work British Educare and I got so much information from them which not only just help me to complete my internship report but also give me a bunch of knowledge about study abroad. Throughout this internship period I have got the opportunity to closely work with students' group and know their queries. Although every query is not possible to solve in this process but if proper guideline provided then a lot of dream will get fulfilled. To conclude this report, it can be said only intention is not enough to go abroad; every student has to know themselves first about what they want or else easily anyone can divert their mind which sometimes leads them to the wrong path.

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Appendix A

Survey google form link: <https://forms.gle/8qYd1xeNCoWbZf4k8>

These are few screenshots:

What is your first consideration when you think study abroad?

- Scholarship
- Quality education
- Value of that degree in my home country
- World ranking of that institution

Which test will you prefer before going abroad?

- IELTS
- Internal test
- TOEFL
- PTE
- DUOLINGO
- Others

How would you rate your English Proficiency for higher studies?

- Excellent
- Very good
- Good
- Fair
- Poor

Survey of Bangladeshi Student Barriers to Foreign Studies

This survey result will be used for my internship study, and it will allow us to recognize Bangladeshi students' barriers to international studies.

Sex

- Male
- Female
- Others

Your age range

- 18-21
- 22-25
- 26-29
- 30-33

There are few social media ads by me:

BRITISH EDUCARE

Study in Top Business School In UK *

With 2 years of post study work facilities

* According to QS ranking

University	QS Ranking	IELTS	Fees	Location
Durham University	86	6 to 6.5	17,400-22,000 £	Durham, England
University Of BRISTOL	58	5 to 6	20,100-38,000 £	Bristol, England
University of Strathclyde Glasgow	300	6 to 7	13,500-20,900 £	Glasgow, Scotland
Queen Mary University of London	114	UKVI IELTS-5 to 6	14,500-19,500 £	London, England

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