

## **Counselling younger students: Updates for Cambridge International AS and A levels and UTS Foundation Studies**

### **Agent webinar transcript**

#### **Speakers:**

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Justin Chu – Principal Cambridge and Foundation Studies

Olivia Barnes ([00:00](#)):

Good afternoon everybody, or good morning if you're not joining us from Australia or you're just starting your day. Welcome to the session today. I'm Olivia Barnes, head of Australia and Business Development, and today our session is all about counselling younger students and today we're really focusing on the Cambridge program, our new Cambridge International A level program, and also our foundation studies program. So it's a pleasure to have you all joining us. I'll shortly introduce in the session Justin Chu, who's also joining the session, and Justin is the program manager for UTS Foundation studies and also the principle of our Cambridge program. So nice to see everybody and there's a lot of people joining today. There's a chat, so please feel free to add questions into the chat throughout the session. We've got some time towards the end to answer those questions. And just before we commence, I'm just going to do a quick poll just to see where everybody's knowledge is at with the programs.

([01:04](#)):

Here we go. So Cambridge or Foundation Webinar. So how confident are you in promoting the UTS foundation studies and also how confident are you in promoting the Cambridge program? So if you fill that in, we can get an idea of how everybody is doing and what we need to focus on during the session. So while you're filling that out, I'll just start to run through the agenda. So maybe if I can go to next slide. So we've got quite a lot to run through today. First of all, we're just going to recap on our experience and some of the features that we offer students in those sort of transition programs. So the programs that are designed for younger students, students that are coming in from around the age of 16 or certainly under 18. We're also going to recap on the Cambridge program. So for those of you joining, I hope that you've had the chance to join some of our previous training sessions, but if not, this will give you a really good overview of the program.

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And if you need more information, you can always reach out to partner managers afterwards. I'm also going to recap on the foundation studies program. Probably been a while since we've sort of given a bit of a refresher on that. It's always good to remind everybody what a great program that is and some of the benefits of that program. And of course counselling students. So how do you identify which programs are suitable for which students? So we'll give you a few pointers on that as well. Scholarships, I'm going to chat through always important when supporting students and looking to convert. So we've got some scholarships available and as I

mentioned we'll have a Q and A at the end. So throughout the session feel free to drop your questions into the Q and A function. Okay, great. So somewhat confident, most people just under half or actually more than half are very confident or somewhat confident. And let's have a look at the Cambridge program. Neutral, not very confident. So we're a little bit, which is understandable. Knowledge is a little bit, everyone has a little less confidence over the Cambridge program, so we'll definitely spend a little bit more time on that today and I'm sure by the end you'll all be ticking very confident. Okay, so next slide please.

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Okay, so we're just going to run through Justin and I some of our experience and just remind everybody the support that we have in place for younger students and the experience we have in supporting students to transition to university. So we've really been doing this for a long time and it's good just to remind everybody that students that are under the age of 18 and transition programs that are designed for students that are younger is not new for us. We've been doing it for a long time and we have an abundance of support and experience that we're leveraging with students all the time in those programs. So we'll run through that and yeah, look forward to sharing some of those insights with you as well. Next slide please. So I just thought I'd recap quickly on the younger student programs and the trends that we're seeing in the market.

[\(04:20\)](#):

And we've seen a strong demand, and I'm sure many of you have as well across many of our markets for students who are looking to not necessarily commence their students into the first year of university, but are looking for programs that can really set them up before they commence their university studies. So whether that's foundation programs, whether that's school programs, whether that's bridging programs or whether that's our new Cambridge program. So one of the challenges that parents are finding in particularly in upper secondary market is the capacity. There's more demand than supply within those environments. So the Cambridge program that we have is a really good option for parents in terms of the capacity that we have for those students and the support in place. There's definitely growing enthusiasm amongst students and parents to get exposure to university earlier. So to understand the environment that they're going into to prepare to get exposure to the different types of systems, the campuses, the environment, and it really puts these students in a really strong position when they commence their higher education studies. So definitely an unmet demand in the market, particularly in the big cities like Melbourne and Sydney.

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Next slide please. Thanks. So just thought I'd recap on some of our experience with younger students. So under 18, so we've been in this space for a long time and of course some of our English students are also younger. So we've been supporting students for over 35 years and preparing them for universities. So international students have unique needs and support that's required to make sure that they don't just thrive in that environment, but that they really have a wonderful experience as they begin their academic journey. So it's not just about the students commencing their studies, it's also they're studying abroad, so they're often leaving home for the first time. They're in a new environment, they're leaving behind their networks and their friends. So that's where really we know that there's a lot that we do in that space to make sure that students are really well supported, not just academically, which of course we do through encouraging independent skills, critical thinking skills and collaboration, but also making sure

that students have really strong wellbeing and support services. So things like Health Safe and the study spaces that they're in are very safe and age appropriate as well. So things like on security campus and supporting those students in that environment is something that we've been doing for a long time and we have really, really good programs in place to support students with that.

[\(07:11\)](#):

So I'll just quickly introduce Justin who I'm sure we'll jump on shortly. Justin is the program manager for UTS Foundation studies and is also the principle of the Cambridge program. So I'll pass over to Justin.

Justin Chu [\(07:25\)](#):

Thank you Olivia. So maybe I quickly introduce myself. I have 18 years in education teaching both at poly school and University. So I've been the college for over 10 years and six of which are program manager at the college and now currently managing the foundation program. And also I've been the principal for the Cambridge. And so I have been a very hands-on and very experienced in preparing young stream for their success for university. And I'll have a lot of previous past experience in the A level capacity, both teaching and also being the examiner and also capacity as well. So I'm here to actually, can I go to the next page please? I'm here to explain why or when parents ask you, so what underwriting support the college is actually supporting the students? So we have three levels of support. The first level of course academic.

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We understand that all students at the college want to achieve well and then go to uni and then build up a very good foundation. So regardless of Cambridge or foundation program, all students receive a range of academic support including the teacher support. You could be in class during tutorial session, face-to-face interaction and also consultation outside the lesson time and also emails as well. And the student receive progress report on a regular basis on our learning management system canvas and also at the end of this semester. So that will be a overall progress report as well. So of course we do have academic checks regularly by our teachers coordinator as well. As you can see in the slide in the middle is the dedicated under 18 student success advisor. So these advisors are the expert dedicated to the under 18 student. They understand their needs and also they understand the support the student to achieve.

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Also, one of the innovative support measure provided by the college is the studios. Studios is online apps where student can actually access on their phone or their laptop so the student can access this studios 24 hours a day, seven days a week. So imagine you have a physics question at 10:00 PM at night, so probably no one can actually help you, but Studio will really have a live tutor on the apps and explain the physics matter to you at 10:00 PM So this is the service that we are very proud of and a lots of students actually find it very useful. And of course for international audience, Australian require English language support and also with our help centre that it provides a range of academic writing, reading, speaking, and listening support for our students. So the next level of support is related to the psychological health world and wellbeing.

(10:31):

So of course is under the umbrella of the dedicated underwriting students success advisor. So they will do welfare check with our student on a regular basis and also the student will all download an app called Top Campus as well. So top campus obviously from the name is for student to talk. So it is talk to their trained peers. So these peers on the apps, they are trained person that actually can, if a student feel lonely or sad. So this student can actually talk to a peers on the apps. And then if the peers on the apps find that this issue is actually quite significant, they reflect our under 18 student advisor. Also the advisor can follow this up. And of course at UTS we have a medical centre providing health services and also if Stream are sick so they can actually see a doctor. And our campus is a very safe environment.

(11:26):

So we have 24 7 security and safety emergency support. And finally one of our service that we are very powerful and very unique at the public provider is actually a career smart program. So this is a tailor made program for individual student. So the student actually can make an appointment with the career smart staff members and they can really tailor the needs of the student and see what career aspiration the students have and then how to develop and provide resources and support to achieve students to actually achieve that career goal while they are at the college and also beyond college, what else they can do as well. So this career smart program is very, very good for student, not just for study but also for future work. The next one, the peer support student actually really loved, enjoyed the support with their peers level on the peer level.

(12:30):

So we do have peer mentoring program, so the student will actually meet their mentors on a regular basis and they can share their issues and ask questions and share experience as well. And on campus we have a number of student helpers to help them and guide them on campus. And of course we have a wide range of student lab. Okay, please go to the next slide please. So these are the two experts that we have currently have for the student success advisor. So not just a student here, they meet their advisor even before they start the study at the college. They already have a predeparture session so that actually well prepared student well for their study. So they will help students with the study plan if anything affecting students' ability to study or they apply for special consideration. The next slide please. So under 18, of course the parents will ask, well, I'm so worried about the accommodations.

(13:24):

So we have approved accommodation. So these approved recommendation have a special contract with the college. So the student will get the daily fresh prepare meals. They have a 24 7 dedicated onsite teams, not just the security but also wellbeing members or any other sub members that actually take care of the students. And of course these buildings are very safe as secure with five car assets. And for CCTV, there are options for home stay as well depending on what student, the student preference. And of course there will be curfew. So after certain time the student cannot go outside the recommendation and the student will only be allowed to travel with their parents and legal guardian.

(14:08):

And then you may think, oh, so what do actually parents get when their students are studying with us? So they get a lots of information from the college direct parents update including info section, pre-departure section, newsletter. The parents also receive semester report on the academics like performance, attendance and welfare of the student. And then in each semester in the Cambridge program, there will be parent teacher interviews where the teachers will meet the parents on Zoom meeting and explaining the needs or the areas for improvement or the good points that the student have done well in the study. And also at the college we have dedicated classroom, so make sure they are very secure and no outsider can enter these classrooms. And we have a very well developed comprehensive handbook providing the sensory information for parents to look at.

(15:09):

So on the personal level, so student will have the Duke of Edinburgh International work in the Cambridge. So I'll explain this a little bit or maybe Olivia will explain this a little bit further, but it's actually helping students to develop their services, physical recreation skills and also some have some experience in non journey to enrich their study life at the college is a very rewarding experience. And the second one, ActivateUTS open to all students, both Foundation and Cambridge. So it's ActivateUTS is the organised activity for events both and social. And of course as I mentioned, we have career smart program for everyone at the college. So pass it back to Olivia to talk about the Cambridge International.

Olivia Barnes (16:02):

Thank you. Great, thanks Justin. So I'm just going to run through the Cambridge program. I will spend a little bit longer on this then we will on the foundation because of the poll. I think it would be good to dig a little bit deeper on this. So the Cambridge program will be commencing in January, 2026, and there's sort of five unique elements that this program brings together. So the first is the Cambridge AS and A level, very well recognised globally gives access to top universities around the world when students have completed that. So it's a globally recognised qualification. We have taken that program and we've also added in some other aspects to make this incredibly unique and a global first really in terms of what it offers. So the program is delivered on in the UTS precinct, it's delivered on the college, and there's dedicated spaces for these students to study in.

(17:00):

And of course all that support that we've already spoken about is included in that program. One of the most unique aspects of this is that students get the opportunity to study the Cambridge program, but they also have the opportunity to study first year university subjects as well. So they study two in their first year and two in their second. So it really is a true university experience in that they're not just studying on the campus, they're also having that opportunity in a very age appropriate and paced way to experience those university subjects. And also their learning management system of canvas, which is what they'll be using the entire way through the university journey. We've also embedded academic English into the program, so students will be able to undertake AE4 and AE5, so really improve their English and their mastery of comprehension, presentation skills, all of those things that will really put them in the front of the pack when they come to studying at the university.

(18:03):

And of course there's a really strong personal development program as well, which I'll run into in the next couple of slides. So a really strong program that offers huge benefits to student who participate in the program. Next slide please. So the program is two years. So the first year is the a s program and the second year is the A level program. We have one intake and that aligns to the Australian upper secondary academic calendar. So generally speaking, it'll always be in January. There's three streams in the Cambridge program. So that's one of the unique things about this program is that students can really start to hone in on the areas that they're interested in very early. So not only can they choose those Cambridge subjects that focus on either business or or engineering, but they can also pair those up with the first year university subjects as well.

(18:59):

So really a really strong offering for students that really understand what they're wanting to undertake. The fees are \$39,000 a year. The minimum age is 16 at the time, of course commencement. So really this is a great program for students that are completing year 10 and it has a really robust number of hours per week. So at least 30 face-to-face hours a week. So equivalent to what students would be doing if they were continuing on with a year 11 or a year 12 program either in Australia or overseas. Next slide please. So just a very simple diagram because this is a very simple program and the way it fits in. So students who have completed year 10 can come into the AS level program, then progress into the A level program and then access directly into university or into the diploma program depending on what their GPA is. So this program gives guaranteed entry into UTS.

(20:03):

Next slide please. So I'll run through this very quickly. So we have three streams, commerce engineering, and you can see the subjects there that students do. So it's just three in As and then three in a. And then they have optional diploma subjects that they can do as well, which really align to the streams that they're looking to study. So for example, if you look at the Commerce stream, the optional diploma subjects would be business statistics and accounting and accountability. So a really nice and compact program that really focuses on students unique focus areas. And then we'll move on to the A very similar students continue on and get an even deeper understanding of these subjects. And then also can choose two additional diploma subjects to continue on with in their second year.

(20:56):

So the Duke of Edinburgh, that's been mentioned a few times in this presentation already. So a very well recognised global program as well. Very, very good for students to have on their resume. But in addition to that gives them the opportunity to participate in sport activities, develop skills, so things like debating, volunteering, which is great for resume, but also for skills building. And also there's activities such as teamwork and adventure work that comes into that as well. So a great way for students to develop their leadership skills, get involved in the local community, and of course work with their peers and other students that will be participating in this program as well. So this is a very popular program and a really great opportunity for students to add to their toolkit of things that they can draw in on as they progress into university.



(21:58)

Next slide please. So just to recap on the benefits. So the Cambridge program provides guaranteed entry to UTS and students also have the opportunity to study for first year university subjects. The qualification is globally recognised, so students who complete the Cambridge program will have a global qualification that's recognised by universities and employers all around the world, the program offers direct to university and to UTS, but also students are studying on the university campus, and they have an opportunity to engage in the campus facilities. They get an opportunity, as I said, to do the subject and also really be involved in that community at UTS and learn on that precinct where, where they'll be studying into the future as well. Students have the opportunity to enhance their English skills. So even if students are coming in with quite strong English, this will really allow them to really master and further improve their English. Very important for essay writing, for presentation skills, so really good opportunity for them to improve their confidence and skill in that area. As well, as I've mentioned, there's a big focus on developing skills outside the classrooms at the Duke of Edinburgh, and a lot of the support services that Justin spoke about will support students holistically, so not just academically. And of course, the under 18 support. So as I mentioned, we have a huge amount of experience supporting students, younger students, particularly international students, and ensuring that they really thrive when they move into the universities and beyond in their journey as well. And I think one of the most important things is that it allows students to really focus in on area, an area that they're interested in. So rather than doing like a big breadth of subjects, they can really focus in on a smaller number of subjects in areas that they're really strong in and have a genuine interest in as well. So it gives them an opportunity to really focus on something that they're passionate about.

(24:11)

So the entry requirements, as I've mentioned, Year 10 with good grades in academic subjects and English as a requirement as well. So IELTS 5.5 for entry into the program.

(24:27)

Next slide, please. So just quickly recapping on some of the support for you when you're you know counselling on this program, and this is a new program, and I see from the poll, there are some people sort of in the middle of understanding. So hopefully the session will give you more confidence in that area, but because it's a two-year program and it's a new program, we're paying commission on both years. The same rules apply for articulation and bonuses as they do for our other programs. And I'll also, further on in the presentation, talk through some of the scholarships, the commissions are fully payable regardless of the scholarship, so some good commercial support there for you as well in counselling students and recruiting for this program.

(25:17)

So thought we would just run through quickly a profile of a student that we have, and her name is Isabella. She's been studying in Malaysia. She's completed year 10, and is very focused on engineering, like mechanical engineering. She performs really well in exams and likes a high pressure environment. So she's academic and thrives in that sort of high pressure environment. She has a goal to study at a top university, and she knows that she'd like to focus on engineering. She'd still like to improve her skills in maths and physics, and she would like to continue in a program that's very challenging and very structured. Next slide, please.

(26:05)

So Justin, do you think she'll be a good program, a good fit for the Cambridge program? Of course, yeah, is, is a very good fit for the Cambridge program for Isabella for the following reasons. So first of all, she want to improve skills and physics and math so just like our engineering stream in Cambridge. So definitely, Isabella can deep dive into physics, math and IT, which are all essential for future engineering studies. And also, as you mentioned, she enjoys the exam based learning or assessment tasks. And she's really can work under the pressure, intense pressure. So the exam based assessment in the Cambridge really suit her. And not just she can deep dive in the Cambridge program. She can also enjoy and have a taste of the full first year university STEM units. So not only she deep dive in the Cambridge but also deep dive in the UTS first year curriculum. So it will actually give her more advantages and more exposure to the standard environment as well. And as you said, she wants to go and study at the global elite university. So as Cambridge is a globally recognised for qualification, this is highly suitable for her. Thank you. Thanks Justin.

(27:33)

So now pass over to Justin, who's going to run through the foundation program.

(27:37)

Thank you, Olivia. So as the poll survey showed that everyone is actually very confident promoting about foundation. So I will just go through it at a very high level, but you are welcome to ask questions in the Q & A section at the end of this session. So as we have mentioned, the previous Foundation is for anyone and any students who finished year 11, and the focus on the practical hands on learning. So it's not really exam based. This one is, for example, a project like essay writing and presentations, kind of style, and that will be embedded Academic English program already in Foundation. And it's a flexible non-stream Foundation. So that means it's a generic Foundation program, so students don't need to commit to a particular strength. So for example, if you don't need to commit to a Foundation engineering, and then you have to, you can only go to engineering degree. It's not like that. It's actually flexible, open. So students can articulate to all UTS degrees. So next slide please.

(28:50)

So there are two delivery programs. So one is actually 8 month - standard one and the extended one for 12 months. So we have three intakes, February, June and September. So standard is 32k and extended is 48k. Okay, the minimum age for enrolling in our Foundation Program is 16, around 20 to 22 hours per week. Next slide.

(29:16)

So you may wonder, so what's the difference between the standard and extended. So you can see that the standard one is actually a fast option. So you should have more confidence and more ready, and they usually have a higher academic proficiency. So it's actually reflecting higher academic requirements as well. But for the 12 months, program is actually given one extra semester to treat their academic and also English skills. So it's very good for students who are less confident in a foreign environment, in a foreign country. So we cater for both. Next slide.



(29:47)

So as I mentioned, we have the two programs: 8 months and 12 months. But in this diagram, Path 1 and Path 2, it means that in Path 1, when a student finishes their 8-month or 12-month program, they can go to the UTS degree (first year) as long as they meet the GPA requirement. I will tell you a little bit about the GPA requirement later on. But if they don't meet the GPA requirement, as a safety net for all these Foundation students, they can go to our diploma, which is also 8 months or 12 months, and after finishing their diploma, most of them can go to Year Two. However, before their Foundation, if they need English, they can actually take Academic English. It could be Academic English Level 2 or Level 3. Next slide.

(30:41)

So here are the subjects. I'm not going into details, but I want to show you why this is a non-stream, generic program. This is a generic program. As you can see, the core subjects are English and mathematics, along with a subject on cultural society. This is important for students entering a new environment, as we want them to adapt to the new society and understand the cultural blending that exists in Australian culture. There is also a range of electives covering different disciplinary areas. The same approach applies to semester two as well. What we are showing here is a standard two-semester program.

(31:26)

The next slide shows the extended program. As I mentioned, the student would have chosen to study extra English in the first semester. We also have the same range of disciplinary areas and subjects for students to study as well.

(31:45)

So let me recap the benefits of students studying UTS Foundation Studies. First is the guaranteed entry to UTS as long as they meet the GPA requirement, if not mentioned elsewhere. Usually, our GPA requirement is 6.9 out of 10. If we look at other providers, they may actually require higher, so ours is achievable, reasonably achievable, and also manageable for our students. As I mentioned, it's a flexible Foundations program, so we keep subject options open for diverse subjects with no streams. One of the good points about this is if you study a stream program, for example, foundation engineering, but later think foundation engineering is not for you, then you would have to go back and study foundation business, for example. But in our program, you don't need to go back and study everything again because it's open. You just choose another subject, so it doesn't waste students' time.

It's a pathway to most UTS undergraduate degree, and also, of course, our college diploma. And also this part of the innovative way of the Learning.Connected. So I just wanted to explain the Learning.Connected is to connecting students with the curriculum, with the study, with their teachers and with their peers. And as I mentioned very early at the beginning, so we have a tailored support system for all the under-18 students so parents can feel safe. And also in our program, English academic skills and confidence for the success at UTS.

(33:24)

Admission requirements. Academically, a student needs to complete year 11, of course, that will be country-specific requirements. You can refer to our handbook. And English is whether standard or extended is IELTS 5.5. So this is the articulation requirement. If you are going to UTS you will need 6.9 out of 10.

(33:53)

Justin, I'm gonna run through a profile for you. So this is Ethan. He's completed Year 11 and has good grades. He's interested in studying in Australia and is thinking about business but still exploring options. He does need academic support, particularly in English. He's nervous about his English level and also his academic level, but he would like to build his confidence. He'd also like to explore different subjects so he can decide what bachelor's degree he wants to study, and he's pretty sure he wants to study at UTS. So do you think he would be a good fit for the foundation program? Yes.

(34:36)

Ethan will be a good student for the foundation program because he knows that he wants to study in Australia and at UTS. However, he isn't sure about the Bachelor degree program yet. Of course, he may consider doing the Bachelor of Business, but he also wants to explore other options. So, the foundation program is a very good fit for him because it's a flexible program that allows you to explore different subjects and areas. He may also be worried about his English proficiency. Our English support embedded in the foundation program will be very helpful for him. I would actually suggest he consider our extended program, so he would receive an extra semester of language support as well as academic support. Through his elective subjects, he'll be able to discover his interests and align them with his future career goals. This slightly collaborative and project-based learning approach will be suitable for his success.

(36:00)

Sure, so just we'll run through the program, if I could just go on to the next slide. So just recap on the support that we offer and some of the program features for students coming at a younger age, so guaranteed entry to UTS and of course, these pathways provide a really clear pathway into the UTS degrees as well. There's a lot of dedicated support for under 18. We've been doing this for a long time, and have developed an extensive support suite of offerings, so lots of support there for students. In terms of parents, of course, the students that are under 18, it's very important that parents are kept across how their children are progressing, and we have great processes in place, as Justin has run through to ensure with parents that they can be kept up to date with how their children are progressing through the programs. There's a lot of extracurricular activities with Cambridge. There is Duke of Edinburgh. There's also activate, there's also peer support, and a lot of support services available to students. So heaps to choose from and English language as well. Of course, English language is so important for students to succeed in the academic studies, so IELTS of 5.5 or that level is required for the students coming in into the younger programs. Next slide, please, Justin.

(37:33)

I can do a comparison, and we can add on as soon as we go. So this comparison paper is very, very helpful for all the agents to compare the two younger programs here: the Cambridge for

younger learners, the Cambridge International AS and A Level, and also UTS Foundation Studies.

In terms of the course structure, you can see that the AS and A Level, the International Cambridge program, is very subject-focused, with a deep dive approach. Students who really enjoy the exam style will benefit from this program, and we have dedicated streams for engineering, commerce, and IT. Additionally, the benefit of this program is that it includes first-year university subjects, which will definitely attract all the top achievers in the market.

For Foundation Studies, it is designed to build a broad range of skills in a flexible, non-stream program, leading to the UTS college diploma and also the UTS degree. These are enabling subjects that prepare students for university by building their confidence and setting them up for success.

In terms of the academic profile of students, the Cambridge program, as you know, traditionally caters to academically strong students who are ready for an intensive, exam-centric learning model. On the other hand, the Foundation program provides academic and English support to help students adapt to the Australian university system. There is no right or wrong choice between the two programs—it's about suiting students with different learning styles.

For personal development, as Olivia mentioned, the Cambridge program is a two-year program, which is much longer. However, the exam-style learning can be stressful for students, so we include the Duke of Edinburgh's International Award to give students opportunities to develop their skills through physical activities and voluntary service experiences. The Duke of Edinburgh International Award is embedded into both the Cambridge program and the UTS Foundation Studies. Students in the Foundation Studies program can also access ActivateUTS and college social events as well.

So as you have seen, the Cambridge program is two years, and the Foundation Studies is up to 12 months. So the Cambridge one is more intense, with 30 hours plus, including the extracurricular activity, so it's 30 hours plus per week. And then for each subject, it goes a deep dive line chart, so six to eight hours per subject every week. For Foundation Studies, it needs around 20 plus hours and four hours per subject. So the minimum eligibility for Cambridge is the student must complete year 10 or equivalent, and for the Foundation Studies, it is year 11 or equivalent.

[\(40:52\)](#)

Sure. Thanks, Justin. So we have scholarships for both our programs. For UTS Foundation Studies, for high-achieving students, there are scholarships available up to \$8,000 and then some trailing scholarships onto UTS for students who perform strongly with their academics during their study. And for the Cambridge program, we have scholarships of up to \$10,000 available, depending on the student's academic background. So we'd encourage any of you who have students in the pipeline that are interested in applying for the program to talk to your regional partner manager, who can support you with applying for those scholarships and give you more information on that.

(41:50)

Next slide, please. So I think we're pretty short on questions. There's a couple here, Justin, that I might just direct to you. I know the team's done a great job of answering them. And there was a question here about changing streams. For example, the student starts in an IT stream and wants to change into an engineering stream. Is that something we can support? Yes and no—it's a case-by-case consideration. If students choose the IT stream and they've already studied electives like math and physics, of course, if they change to the engineering stream, there will be no problem. However, if they studied the IT stream doing accounting and mathematics, it could be a little bit tricky. So we actually advise students that if they really want to change streams, they need to do so in the first semester. This way, there will still be an opportunity for students to catch up, and we can provide additional support for them. So again, it will be a case-by-case consideration.

Thank you. I might just add to that, the package for students doing Cambridge is a five-year study package, packaged into a UTS degree. But once students have completed their A-level program, if they want to change their degree program at UTS, they can do that with no problem at all. So yes, if they're focused on engineering, and then they complete the Cambridge program but decide they really want to lean into business or IT, the Cambridge qualification will allow them access to any degree at UTS. So it's fairly flexible in that way.

There was a question about payments. Can Cambridge fees be paid in installments? Yes, they can. They are paid in three installments over the year.

And there was also a question about hours in class—over 30. So it's quite an intensive study load, and there's a lot of face-to-face interaction for students during their studies.

Justin, just one last question. There's a question here about students who have a higher level of English. So maybe they have an IELTS of 6 to 6.5. Would we still require them to do academic English, or would that be optional?

(43:55)

The student will still be, we still need to do the academic English. The reason is, the English program that we offer is academic. So it's actually about academic reading, academic writing. So we actually teach students how to do critical reading and also doing critical thinking and critical writing as well. So you will work a lot of, for example, you need to do a lot of summaries, summarising text. You need to do a lot of comparing and contrasting. You need to do a lot of questioning as well. And you also need to structure academic essays which are very important for our students going to UTS. So a lot of our students, not a lot, some of our foundation students, they are already very high command of English. So at first they are actually very doubtful about the academic English program, but then once they started, they actually realised that this is something that they have never done before, for example, APA referencing, in-text referencing, and also a lot of academic writing related integrity issues. So they found that academic English is really, really helpful. Lay a very strong foundation for that, so all students need to do academic English.

(45:16)

Thanks. Justin, just one last question, which I think is a very good question. It's around what is included in the reports that we send to parents for foundation students, and also, we will

assume for Cambridge students, what kind of things do we cover off in those reports that we share with parents?

Yeah, so good question. So first of all, the attendance. Of course, the parents would love to know how much a student attends, but the attendance rate will normally be very high. The reason is that we actually track attendance after every lesson. So if your student is disappearing, we already email the student. We have the under-18 student success advisor call students as well. So one of the aspects is attendance. The second aspect is performance. Is there anything off track, anything alarming, anything academically reasonable, actually in the report? And the final is the welfare, the well-being. Is there any well-being alarm or red flag to know? So we'll actually document that.

[\(46:28\)](#)

Great. Thank you. Justin might just go to the next slide. I'm conscious of time, and I just encourage anybody in today's session, if they would like more training or more in-depth information on the programs, to please reach out to your partner manager. There are also a lot of promotional and training assets available on the partner portal. When we share this recording, we'll include a link to that in the email as well, so you can access it. There's plenty of support for you to promote the program. Additionally, if you'd like some extra help with training or understanding how to counsel students on the Cambridge program or the UTS Foundation Studies program, there's lots of support available.

[\(47:15\)](#)

We have been very busy recruiting some fantastic ambassadors, and we have some very strong ambassadors for the Foundation Studies program. So, watch this space. We'll be sharing some content with all of you shortly, and some of them are doing very well. All of them are doing amazing things. And of course, when Cambridge ambassadors are available, we'll be able to share those with you as well.

[\(47:46\)](#)

So, thank you so much for attending today's session. I hope you found it insightful and informative. I think the main thing to take away is that if you have students who are looking to start their journey at university early, then we're the place to come to. We've got great programs, great support, and scholarships available to support students. We're really happy to provide anyone here with more information if that will help you counsel parents and students on these programs. So, thank you so much to everybody for attending. Wishing you happy holidays coming up as we prepare to take a short break and celebrate the New Year here in Sydney. We look forward to seeing you all in 2025. Thanks so much for joining today. Bye. Thank you.

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