

DUE DILIGENCE & FEASIBILITY STUDIES

Before investing resources in China to set up a China office, or to start a joint program/ institute, or to established a China branch campus, your mission can easily become compromised by multiple issues, including an insufficient awareness of the competitive environment, a misjudged collaboration format, unsuitable product/service design, or even entry into a dubious partnership.

CHE utilises its:

- on-the-ground capacity;
- industry knowledge;
- Mandarin fluency;
- national education network;

to conduct feasibility studies and due diligence in conjunction with you, in order to help you make the right decision and select the most suitable long-term success pathway in China.

CASE STUDY I

Support the Design of a Joint Program

CHE was contracted to help an overseas institution that was invited by a top Chinese university to establish a Masters-level joint program in a niche sector. We conducted a competitive analysis into the sourcing of students, academic resources, course design, entry requirements and employment outcomes.

CASE STUDY II

Shortlist Potential Joint Program Partners

CHE was asked to research the environment for an overseas institution that wanted to set up a joint program in China. We screened 10 universities with this discipline in the target region to understand their courses' current status and their international collaboration objectives. We also arranged face-to-face meetings and developed a short-list of 3 potential partners.

CASE STUDY III

Due Diligence into Influential Individual

An overseas university had been heavily relying on one particular individual to connect with Chinese institutions, agents and government departments. The new management of the university engaged CHE to understand who this particular individual was, what his previous and current roles were and what his social status and connections were.

CHE READERS, CLIENTS AND PARTNERS



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