



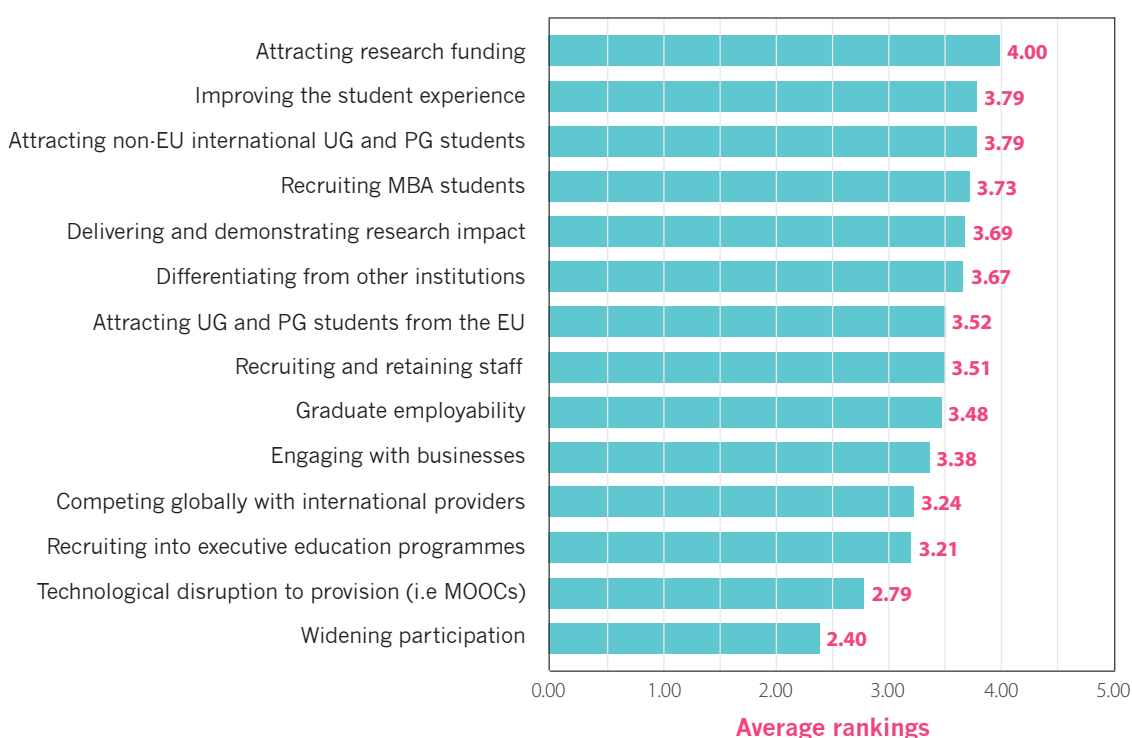
ANNUAL MEMBERSHIP SURVEY 2016: RESULTS

ANNUAL MEMBERSHIP SURVEY 2016: RESULTS

The Annual Membership Survey is designed to provide our members, and the Association, with insights into the UK business school sector. The survey reveals the sector's challenges and emerging trends to support you to benchmark and inform your strategies. The survey also helps us to identify how we can support the membership in the year ahead and target particular areas of need.

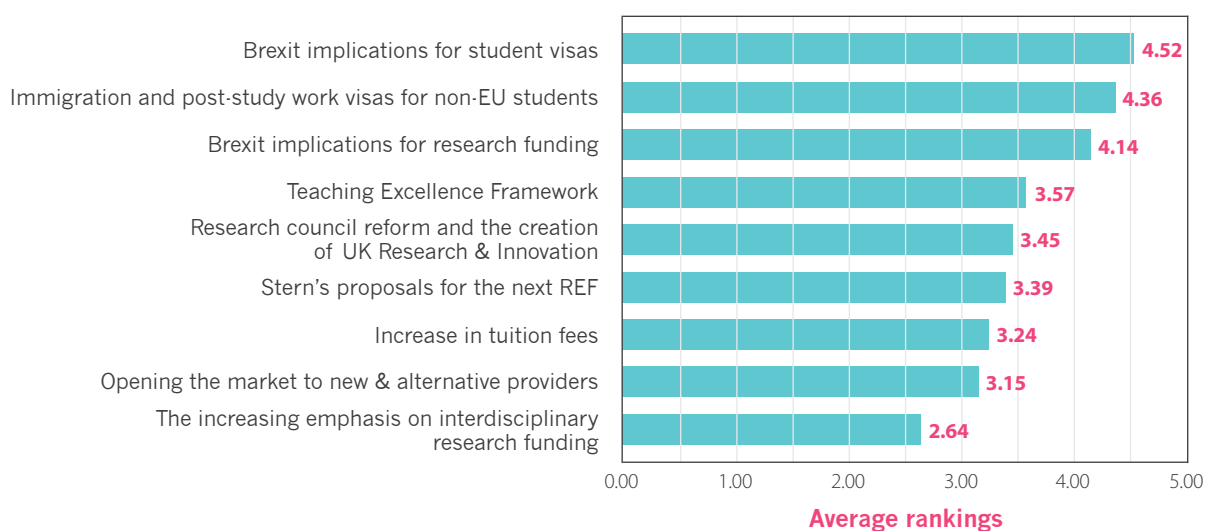
What are the biggest challenges facing your business school at the moment?

Ranked from 1 (Not a challenge) to 5 (Critical Challenge)



How concerned are you about the impact of the following Government policies on your institution?

Ranked from 1 (Not a Challenge) to 5 (Critical Challenge)



For the current academic year please tell us how your recruitment of EU and non-EU international students compared to last year. Answers show the percentage of business schools which have reported an increase, no change or a decrease.

APPLICATIONS	% of business schools with an increase	% of business schools with no change	% of business schools with a decrease
EU Undergraduate	50%	28%	22%
EU Postgraduate	41.7%	31.3%	27.1%
Non-EU International Undergraduate	52.1%	18.8%	29.2%
Non-EU International Postgraduate	43.8%	12.5%	43.8%

For the business schools which received more international applications (EU and non-EU), the % by which they increased ranged from 1% to over 50% from each applicant type. In contrast, for the business schools which received fewer applications, none reported a decrease of over 25% from any applicant type.

It should be noted that applications for the current year will have been made before the EU referendum result.

OFFERS	% of business schools with an increase	% of business schools with no change	% of business schools with a decrease
EU Undergraduate	54.2%	37.5%	8.3%
EU Postgraduate	47.8%	41.3%	10.9%
Non-EU International Undergraduate	53.2%	27.7%	19.1%
Non-EU International Postgraduate	48.9%	23.4%	27.7%

For the business schools which made more offers, the % by which they increased ranged from 1% to over 50% for each applicant type. In contrast, for the business schools which made fewer offers, none made more than 25% less offers to any applicant type.

It should be noted that offers for the current year will have been made before the EU referendum result.

NO SHOWS	% of business schools with an increase	% of business schools with no change	% of business schools with a decrease
EU Undergraduate	17.5%	75%	7.5%
EU Postgraduate	7.7%	84.6%	7.7%
Non-EU International Undergraduate	15.4%	64.1%	20.5%
Non-EU International Postgraduate	23.1%	56.4%	20.5%

One business school saw a 50% increase in non-EU postgraduate 'no shows' and another an over 50% decrease in EU undergraduate 'no shows', but in general the scale of 'no shows' ranged between a 20% increase to a 20% decrease.

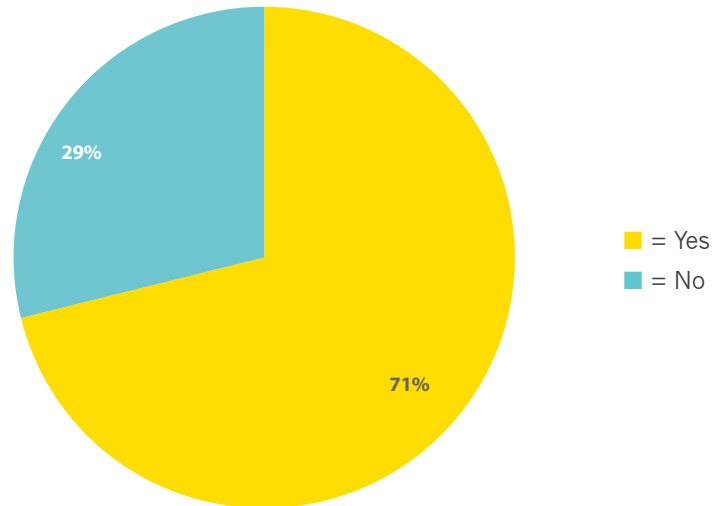
Whilst most business schools saw no change, over twice as many business schools that did see a change reported an increase in EU undergraduate 'no shows' as opposed to a decrease.

For other applicant types, there wasn't a great difference between the number of business schools which experienced an increase in no shows and those which experienced a decrease.

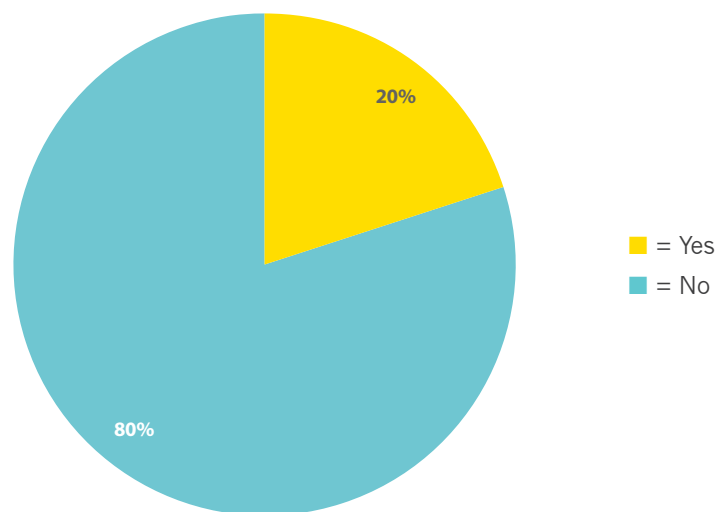
What, if any, impacts has your school felt since the EU Referendum or are likely to have an impact in the next 12 months which can be attributed to the decision for Britain to leave the EU?

	Already happened	Likely	Unlikely	Too early to say	Don't know
Loss of planned research funding from EU sources	4.2%	35.2%	8.5%	49.3%	2.8%
Loss of research partners	9.9%	32.4%	14.1%	40.8%	2.8%
EU research funding bids rejected	1.4%	31.4%	10%	44.3%	12.9%
Planned EU research funding bids shelved	11.6%	31.9%	14.5%	30.4%	11.6%
Loss of other planned EU funding	0%	34.8%	13.6%	37.9%	13.6%
Planned bids for other EU funding shelved	7.4%	30.9%	14.7%	29.4%	17.6%
Loss of EU staff	6.8%	27.4%	30.1%	34.2%	1.4%
Difficulty recruiting EU staff	12.3%	39.7%	12.3%	35.6%	0%
Decline in EU student applications	10.8%	44.6%	8.1%	35.1%	1.4%
Decline in non-EU student applications	6.8%	27%	23%	37.8%	5.4%

Does your school/institution have a specific policy around research-led teaching?

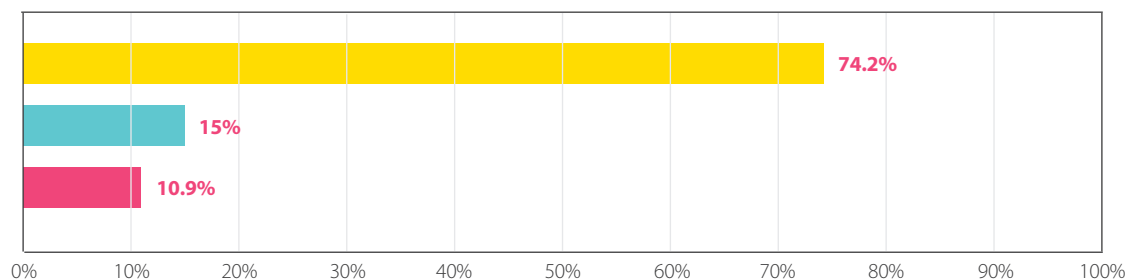


Does your school/institution have a specific policy around teaching-led research?

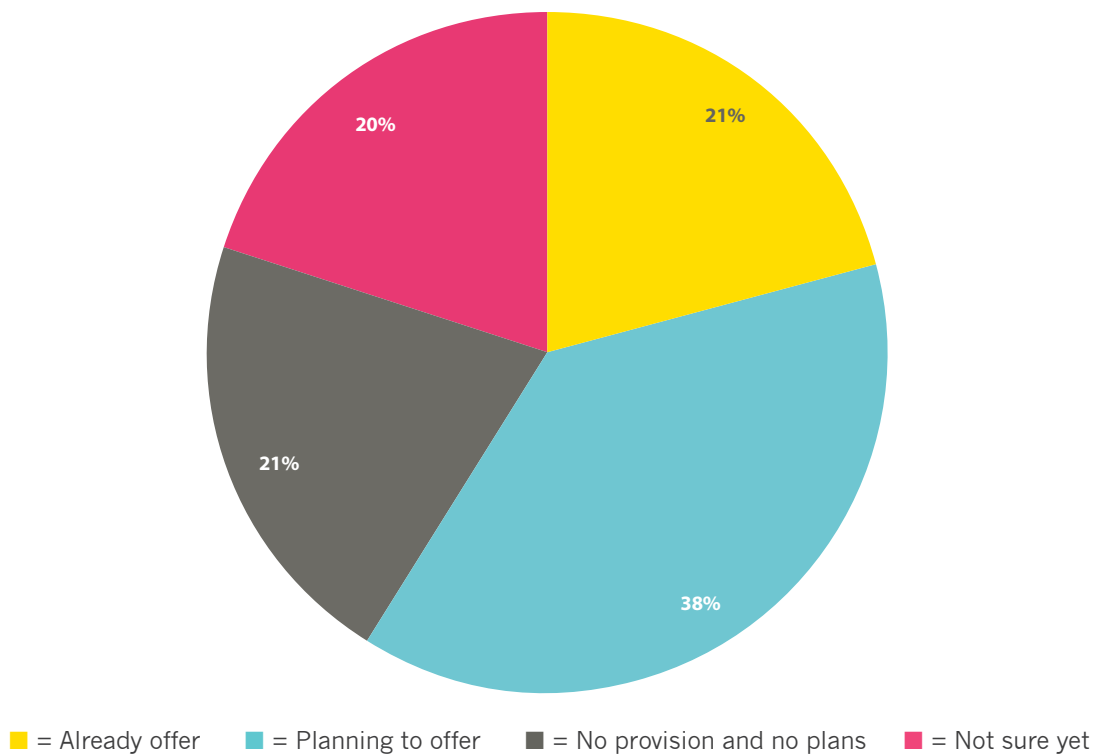


Please tell us where your students are based

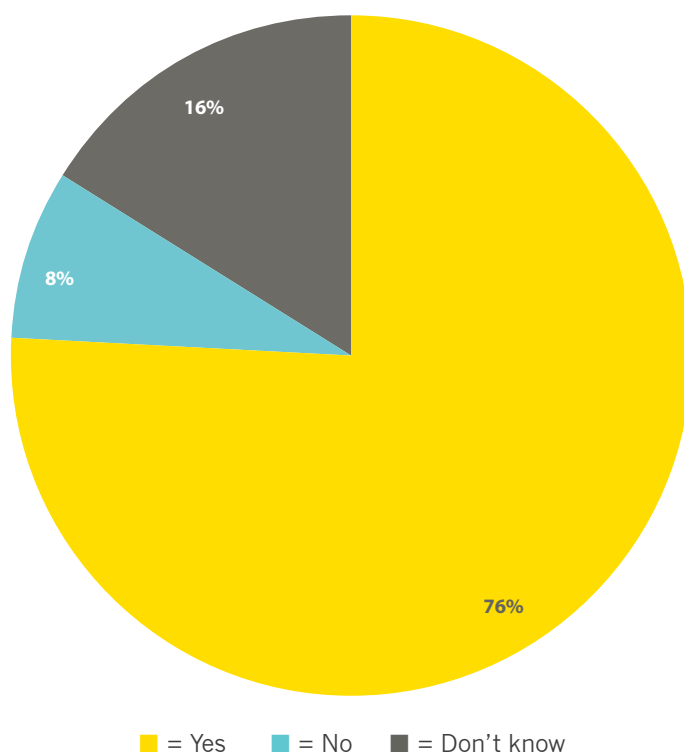
■ = % On campus in the UK ■ = % On campus overseas ■ = % Online learners



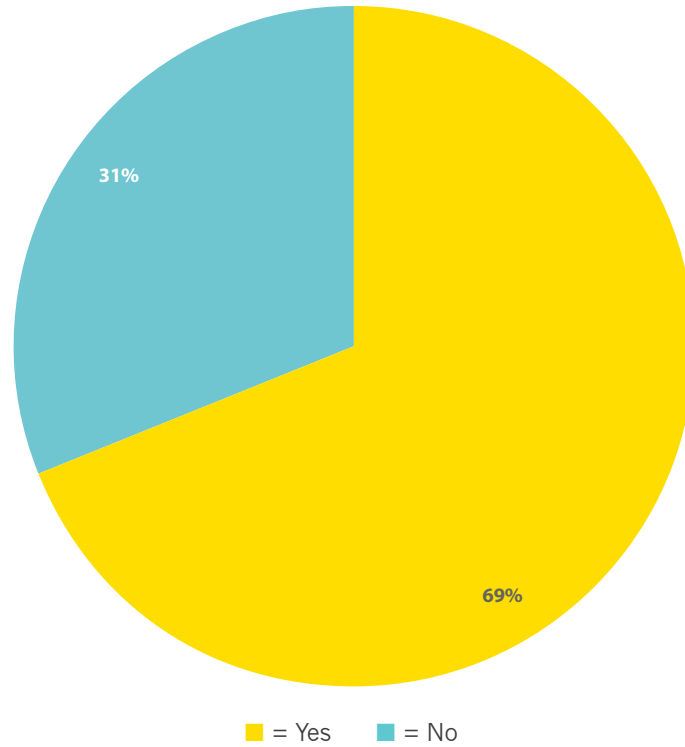
Do you offer or plan to offer Apprenticeships programmes?



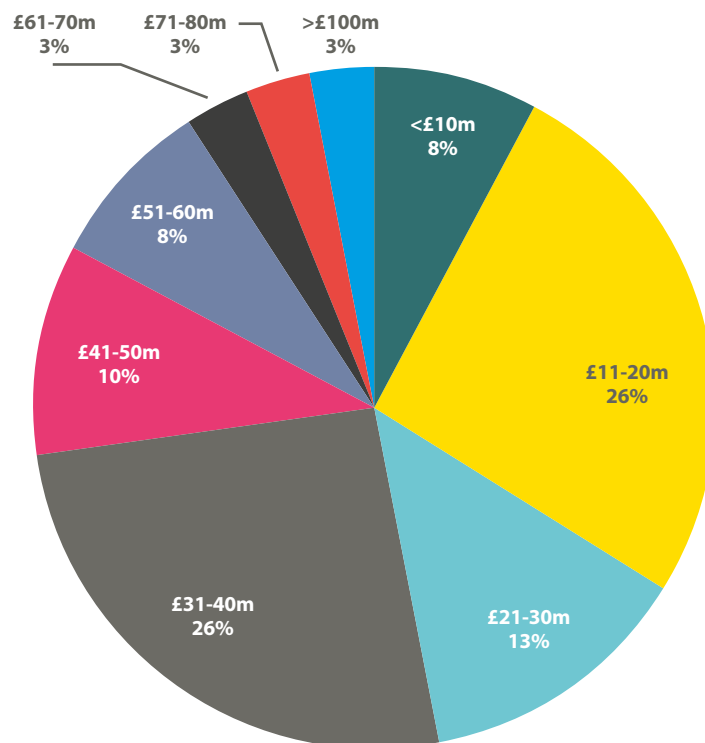
Do you think your university should participate in year 2 of the TEF?



Does your school deliver Executive Education programmes?

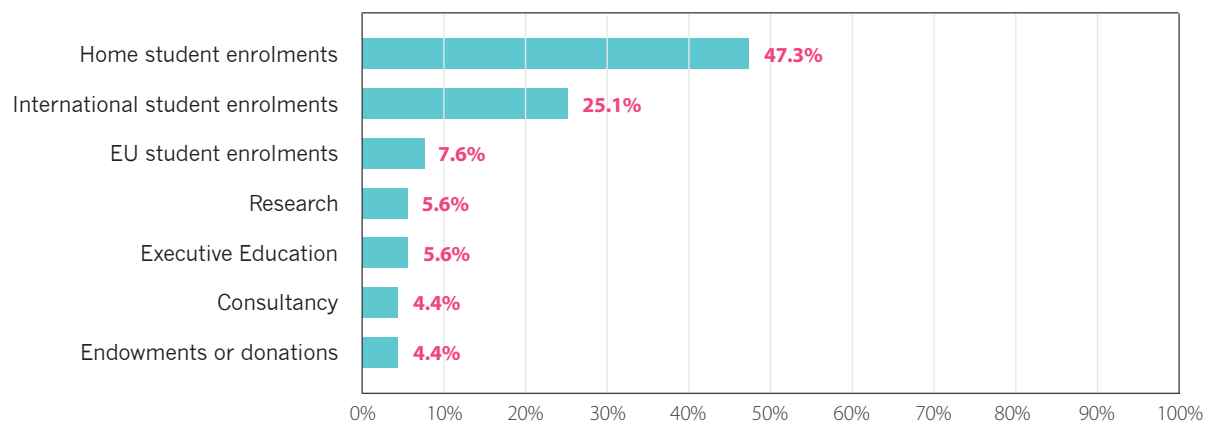


Approximate income of schools



On average a business school's income was approximately £33 million in the 2015/2016 academic year.

What percentage of your school's total income in 2015/16 came from the following sources?

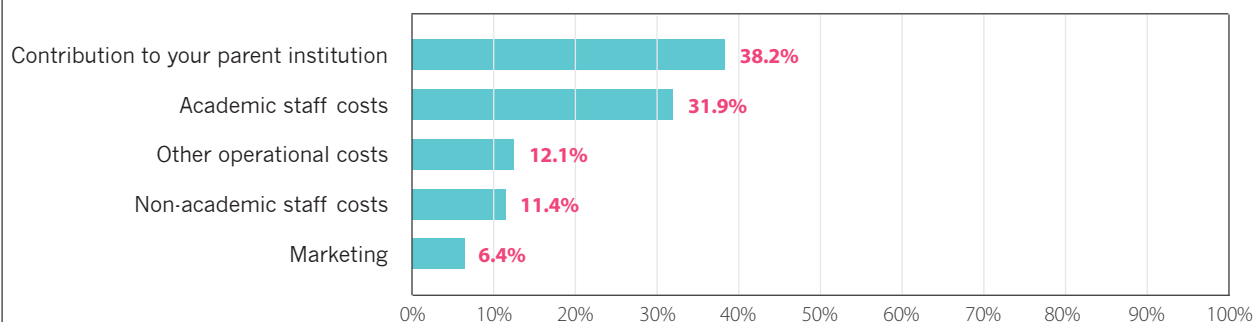


On average, approximately 47.3% of a business school's income was generated by the enrolment of home students, and 32.7% came from international student fees (both EU and non-EU). Thus student enrolment accounted for approximately 80% of schools' incomes, with research, executive education, consultancy and endowments or donations accounting for the remaining 20%.

Home student enrolment accounted for over 60% of income in nearly half of business schools. Non-EU international students accounted for over 60% of income in 8.3% of business schools.

Research, executive education, consultancy and endowments or donations each made less than 10% of business school's income in over 85% of cases. In 5 business schools, however, research accounted for over 10% of total income, and in 1 school executive education accounted for over 20% of their income. On average, executive education and research accounted for approximately 5.6% each of business schools' incomes.

What proportion of your school's total income in 2015/16 was spent on the following?



On average business schools contribute approximately 38% of their income to their parent institutions, making this their highest expenditure.

In 11.1% of responses business schools contributed over 60% of their income to their parent institution.

If you would like to propose some questions or benchmark data that you would like us to gather in future surveys, please contact Michael Smith michael.smith@charteredabs.org