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International export survey

The UK's skills and training sector is a critical pillar of the country's international education offer and a key enabler of global growth, workforce development and economic impact. UK-registered organisations are delivering high-quality skills solutions worldwide — from technical and vocational training and professional qualifications to assessment, system reform and digital learning — supporting jobs, exports and the UK's global influence.

As delivery of the International Education Strategy accelerates, there is a clear need for robust, up-to-date evidence on the volume, value and nature of international skills and training exports. This data is essential to ensure that Sector Action Plans are targeted, credible and aligned to real-world delivery, market opportunity and sector capability. The information you provide through this survey will directly shape future priorities, interventions and support mechanisms to help UK organisations grow internationally and remove barriers to export.

We are therefore strongly encouraging all UK-registered organisations with current or planned international skills and training activity — regardless of size, export maturity or delivery model — to contribute. Whether your organisation delivers a small number of international contracts or operates at global scale, your data matters. Comprehensive participation will ensure that the sector's contribution is accurately reflected and that future action plans respond to the realities faced by organisations across the ecosystem.

All responses will be treated as commercial-in-confidence, anonymised and aggregated. Individual organisational data will not be shared or attributed without explicit consent.

The survey takes approximately 10 minutes to complete and represents a direct opportunity for the sector to influence policy, trade support and international engagement linked to the ambitions of the International Education Strategy and the continued growth of UK education exports.

Your contribution is essential to building a compelling, evidence-based case for the skills and training sector and ensuring that future Sector Action Plans deliver meaningful impact for UK organisations operating internationally.

ABOUT YOUR ORGANISATION

Organisation Name

Phone Number *
+44

Your Name *

Organisation size *
--- Select Choice ---

Email Address *

Website / URL *
enter your Website URL here

Email

Confirm Email
Please double check that this is correct as we will use this email address to contact you and to send a copy of your data.

Address *

Address Line 1

Address Line 2

City

Postal Code

United Kingdom of Great Britain and Northern Ireland

Country

Organisation type *
- Independent Training Provider
- Awarding Organisation
- Professional / Chartered Body
- College (FE/ sixth form / HE / TEC)
- Higher Education Institution
- EdTech / Digital Learning Provider
- Equipment Supplier
- Employer-Training Provider
- Sector Skills Body / National Skills Academy
- Language Provider
- Other

Choose **one option** only.

INTERNATIONAL ACTIVITY OVERVIEW

How would you rate your organisation's maturity in terms of international activity / exporting? *

1 Not developed 5 Mature exporter 1

Select one option.

INTERNATIONAL ACTIVITY VOLUME

What is the total number of international students / beneficiaries that your organisation has annually? *

A beneficiary can be any person whether a student, worker or other professional.
Please enter the total number of international students / beneficiaries that your organisation delivers to outside of the UK. This could be the number of certificates issued. It should include all beneficiaries whether online or in person.

What percentage of your total business dto international students / beneficiaries represent?

Selected Value: 0
Slide the bar to indicate the percentage that the total number of international students / beneficiaries is of your organisation's total business.

What percentage of your organisation's international students are hosted in the UK?

Selected Value: 0
Slide the bar to indicate the percentage of your organisation's international students are hosted in person within the UK.

What percentage of the international beneficiaries are through NON REGULATED courses, programmes or qualifications?

Selected Value: 0
Slide the bar to indicate the percentage that international beneficiaries are delivered from non regulated training courses, qualifications or training with your organisation annually.

What indicators best fit your international activity? *
- Regulated qualifications or certificates awarded internationally
- Revenue / income
- Number of countries engaged
- Teachers / Trainers / assessors trained or deployed
- Digital users / licences sold
- Institutions or employers recruited / approved
- Professional members gained
- Non-regulated course completions
- other

Please **select up to three** indicators that your annual international student / beneficiaries relate to.

INTERNATIONAL ACTIVITY VALUE

What is the total value (£) of international skills and training exports in the last financial year? *

Select one value

Select one option that best matches the financial band of total income from activities outside the UK.

What percentage of your organisation's total turnover is derived from international activity.

Selected Value: 0
Drag the slider to show the approximate percentage of organisation's turnover that is derived from international activity.

Compared to 3 years ago, has the total value (£) of your international business increased or decreased? *

--- Select Choice ---

Please indicate whether your current annual international activity has grown or declined over the past 3 years.

Main client type – who pays? *
- Individuals – students / workers
- Tuition / Tuition / Examiner / Government Mobility programme funding
- Governments and their agencies [contracted activity]
- Employers / Industrial bodies
- Education institutions / partnerships
- Donor banks / NGOs
- other

Who are the client types that provide pay for the international services with your organisation?
Select all that apply.

CURRENT INTERNATIONAL REACH

What are the primary international activities that your organisation is involved with? *
- Technical & vocational education and training (TVET)
- Regulated professional, chartered / other qualifications
- Non-regulated training programmes or qualifications
- Assessment, examination, certification recognition
- EdtechDigital, blended, online supplier
- Mobility and exchange programmes (Erasmus+, Tatlt, Turing etc)
- Language provision
- A-levels
- Short-study programmes / winter/ summer schools
- Higher education
- Classroom equipment supplies
- Workforce development / consultancy
- Teacher training / capacity building
- Human / transversal skills
- Skills / training consultancy
- Other

What are your primary international activities?
Select all that apply.

Please indicate the total number of non-UK countries where your organisation has delivered skills and training related services in the last financial year. *
- 1 – 2
- 3 – 5
- 6 – 10
- 11 – 15
- 16 – 25
- 26+

Select **one option** only. Do not include the UK.

In which global regions did your organisation operate over the last year? *
- Sub-Saharan Africa
- South Asia
- Middle East and North Africa
- Latin America and Caribbean
- East Asia and Pacific
- North America
- Europe and Central Asia

Select all that apply.

Which subject / industry sectors does your organisation deliver in? *
- **Transport, Mobility & Logistics:** [Aerospace, Maritime, Ports, Seafaring, Inland waterways, Transport systems, Logistics and distribution]
- **Energy, Environment & Green Economy:** [Renewable energy, Net-zero, Low-carbon industries, Green transport, Pollution management, Environmental protection, Green finance]
- **Construction, Infrastructure & Built Environment:** [Capital projects, Smart cities, Future cities, Green construction, Sustainable construction, Sustainable infrastructure]
- **Digital, Technology & Advanced Industries:** [ICT, Artificial intelligence (AI), Advanced technologies, DeepTech, Robotics, FinTech, E-commerce, Blockchain, Cyber security, Data and analytics, Communications, Coding, Key enabling technologies, Industry 4.0 and emerging technologies]
- **Professional, Business & Financial Services:** [Professional services, Chartered professions, Business services, Banking, Financial services, Legal services]
- **Public Sector, Government & Administration:** [Government, Public services, Public administration]
- **Education, Skills & Workforce Systems:** [Technical and vocational education and training (TVET), SENd, Early Years, Schools, Apprenticeships, Qualifications and assessment, Sector skills development, Skills system reform]
- **Social Development, Inclusion & Third Sector:** [Multilateral development, Bilateral development, Equality, diversity and inclusion (EDI), Gender equality and social inclusion (GESI), Charities, Third sector]
- **Language & Occupational Communication Skills:** [English for professional purposes, English for occupational purposes, Specialist language training]
- **Health, Life Sciences & Social Care:** [Healthcare systems, Clinical workforce training, Healthy Aging, Life sciences, Biomedical sciences, Health technologies, Adult social care, Public health]
- **Creative & Cultural Industries:** [Creative industries, Media, Screen industries, Design, Fashion, Music, Performing arts, Cultural heritage]
- **Agri-Food, Land & Biosciences:** [Agriculture, Food and drink production, Agri-technology, Land-based industries, Environmental land management, Biosciences]
- **Defence, Security & Resilience:** [Defence industries, Cyber resilience, Critical national infrastructure protection, Emergency services, Safety and security]
- Other

Select all options that apply.

FUTURE INTERNATIONAL ACTIVITY

What is your organisation's expected change in international activity over the next 3 years? *

--- Select Choice ---

Please rate your organisation's confidence in terms of future growth in international activities over the next three years? *

High confidence 1

What regions is your organisation targeting for entry in the next three years? *
- Latin America and Caribbean
- South Asia
- North America
- Middle East and North Africa
- Sub-Saharan Africa
- Europe and Central Asia
- East Asia and Pacific

Select all that apply.

What are the main market access and regulatory barriers in target countries and regions? *
- Recognition and portability of UK qualifications and standards
- Access to export finance, guarantees and working capital
- Identification and development of reliable in-market partners
- Internal capacity and capability constraints to deliver and scale internationally
- Political instability, economic volatility or security risk in target markets
- Local procurement rules and public-sector buying preferences that disadvantage foreign providers
- Visa, mobility and work restrictions affecting staff deployment
- Local content, localisation and language requirements increasing cost and complexity
- Limited access to decision-makers, buyers and official channels in priority markets
- Inconsistent or opaque accreditation, licencing and approval processes overseas
- Other

What support mechanisms that would most help your organisation's international growth?
- **Market entry and expansion into priority countries:** [Market intelligence, In-market introductions, Overseas procurement and tender alerts, Government-to-government engagement]
- **Removal of regulatory and market access barriers:** [Market access and regulatory support, Qualification recognition support, Mutual recognition agreement facilitation, Local legal and regulatory advisory support]
- **Long-term export volume and value:** [Export finance and guarantees, Risk-sharing mechanisms, Demonstration projects and pilots, Proof-of-concept funding, Consortium delivery support]
- **Partnership and in-market delivery capability:** [Partner matchmaking, Consortium building, In-market introductions, Local partner due diligence and facilitation]
- **Exporter capability and readiness:** [Export readiness diagnostics, International business development support, Commercial and contracting support, Risk management capability building]
- **Access to buyers and decision-makers:** [Trade missions and delegations, Sector-specific showcases, Buyer engagement programmes, Structured engagement with overseas ministries and employers]
- **Workforce mobility and deployment:** [Visa and mobility support, Workforce deployment frameworks, Government-to-government mobility agreements]
- **Product and service localisation:** [Localisation and translation support, Cultural adaptation support, Market-specific curriculum and product development]
- **Reputation, visibility and demand creation:** [International branding campaigns, Government-endorsed promotion platforms, Sector-led marketing and thought leadership]
- **Long-term sustainability and pipeline development:** [System-level reform partnerships, Strategic market presence, Alignment with donor-funded and development finance programmes]
- Other

YOU ARE NEARLY AT THE END > a couple more questions:

Do you have any case studies of your international work? If so, provide a summary or link here:

Please enter the website URL/ Paste link to case studies about your international work. Please enter one link per line.

Would you be willing to contribute to case studies? *
- Yes
- No

May we contact you for clarification or follow-up analysis? *
- No
- Yes

Any other comments / feedback

Verify you are human

SUBMIT

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