

Mitch Leventhal, Ph.D.
Professor of Professional Practice & Entrepreneurship

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EDUCATIONAL BACKGROUND

Doctor of Philosophy
University of Chicago

Higher Education
Comparative & International
International Political Economy & History
1995

Master of Arts
University of Pennsylvania

Political Science
Comparative & Developmental – Latin America
1980

Bachelor of Science
University of Pennsylvania

Major: Political Science
Minor: Astronomy
1980

**Centro de Estudios Universitarios
Colombo-Americano**
Bogotá, Colombia

Coursework in history, literature and culture
1979

ACADEMIC ADMINISTRATION

State University of New York, System Office

September 2009 – March 2014 Vice Chancellor for Global Affairs

Highlights: Serve as senior international within the 64-campus SUNY system. Responsible for the Office of International Programs, Office of International Recruitment, Levin Institute, SUNY Global Center, and overseas offices in China, Russia, Turkey and Mexico. Co-chair the SUNY and the World Committee in support of the Power of SUNY strategic plan. Represent SUNY on the SUNY Korea LLC Board of Managers. Lead effort to improve system-wide global risk management, procuring global liability and K&R coverage for all campuses. Supervised overseas program review and approval process. Managed emergency procedures related to multiple international emergencies, including terrorism, earthquakes, nuclear disasters, etc. Lead the UCosmic Consortium within SUNY. Initiated a global diversity initiative within SUNY. Trained dozens of campuses in agency-based recruitment. Managed international protocol and diplomacy matters. Established SUNY Global Gallery, a venue for student art in Manhattan. Established SUNY Confucius Institute for Business and served on two Confucius Institute boards. Established first ever system-wide Peace Corps Masters Program. Led engagement with Brazil Scientific Mobility Program and with the 100,000 Strong in the Americas initiative, resulting in hundreds of students at many SUNY campuses. Obtained in excess of \$1 million from from the Jewish Council for the Education of Women to create an

international studies/internship/scholarship program in partnership with several SUNY campuses. Helped establish credit-bearing programs at the SUNY Global Center in partnership with multiple campuses. And more.

University of Cincinnati

September 2005 – September 2009 Vice Provost for International Affairs

Highlights: Over a four-year period, met nearly all strategic objectives established at outset. Implemented first ever strategic international plan. Led effort to change university mission statement to reflect both commitment to diversity and a global mission. Created new revenue sources through direct fees to external entities and commission for business referrals. Implemented commission-based international recruitment strategy, and built a statewide, public-private recruitment coalition. Established International Admissions Office (IAO). Served on the statewide Global Strategic Planning Group (GSPG) established by the Ohio Board of Regents. Developed UCosmic into a robust working system utilized throughout the institution for managing global engagement. Pioneered the Forum on Education Abroad’s Standards for Best Practice as a pilot campus for the Quality Improvement Program (QUIP). Served on the Diversity Task Force Steering Committee. Established first-ever Intensive English Program (IEP), in partnership with ELS Language Centers. Established a Conditional Admissions Policy for undergraduate recruitment, and selected graduate programs. Established first undergraduate 2+2 and 2+3 programs with Chinese and Sri Lankan institutions. Became the first American institution to adopt i-Graduate’s International Student Barometer (ISB), for measuring and benchmarking international student satisfaction.

ACADEMIC POSITIONS

University at Albany, State University of New York

Department of Educational Administration & Policy Studies, School of Education
Professor of Professional Practice & Entrepreneurship (2014 -)

The George Washington University

International Institute of Tourism Studies
Adjunct Assistant Professor, Tourism Information Management Systems (1995 – 1996)

Yeshiva of Greater Washington

High School, Girls & Boys Divisions
Instructor, AP United States Government, Critical Thinking (1986 – 1987; 1995 – 1996)

HIGHER EDUCATION POSITIONS

American International Recruitment Council (AIRC) 2008 - present

Bethesda, MD	
2008 – 2009	Co-Founder, Chair & President
2010 – 2011	Vice President & Treasurer
2011 – 2012	Vice President
2011 – present	Research Committee

Conceptualized, co-founded and served as first Chairman and President of the American International Recruitment Council, a non-profit Standard Development Organization (SDO) registered with the U.S. Department of Justice and Federal Trade Commission. AIRC is the only U.S. association exclusively

concerned with international student recruitment, and the only organization worldwide to have developed a cross-border certification for third party international education agencies. Successfully led nationwide reform resulting in a fundamental reversal in international recruitment guidelines at the National Association for College Admission Counseling (NACAC).

UCosmic® Consortium

New York, NY

2011 – present

Founder / Executive Director

Created in 2006 at the University of Cincinnati, UCosmic is an open-source, modular, cloud-based system to support the comprehensive mapping of global activities across the academic enterprise. In January 2011, UCosmic became a global consortium comprised of university members, the Institute of International Education and the College Board. Secured nearly \$1M in funding for UCosmic from Santander Bank.

United Nations Global Compact

New York, NY

2009 – 2012

Senior Advisor on Academic Affairs

Led a global higher education working group which developed the first guidelines for higher education institutions to implement the UNGC principles *qua* corporations and businesses. Promoted global higher education adoption of UNGC Principles, as well as related sustainability initiatives.

IDP Education Australia

Canberra & Washington, DC

2001 – 2004

Country Director / CEO IDP Education Australia (USA/Canada)

IDP is an integrated service organization for higher education institutions. At the time, IDP was a not-for-profit organization owned by the Australian universities. Managed all IDP activity in the United States and Canada. Developed and implemented a comprehensive business and marketing strategy. Awarded Chief Executive Global Recognition Award 2003 “for achievement through excellence in customer service, innovation in marketing and outstanding teamwork”. Created and established new study abroad product with unique business model. Oversaw 100% growth per intake in student placements. Created customer service and tracking database to improve service and efficiency. Established market research and consultancy unit, securing twenty-one contracts with thirty-four Australian institutional clients and one government agency in under two years. Conducted marketing focus groups on behalf of Australian state government. Developed marketing guidelines for Australian entities. Developed statistically-based market segmentation techniques to improve marketing outcomes and reduce costs. Utilized inferential statistics to better analyze market opportunities. Conducted fundamental research into international accreditation practice and cross-border licensing of professionals. Coordinated Distance Education & Training Council (DETC) accreditation for four Australian university providers of distance education. Assisted with research and revision of AACRAO’s 2004 Australia: Education & Training volume.

Intellectual Property Technology Exchange (TechEx)

Yale University, New Haven, CT

1998 – 1999

Founder / CEO

TechEx was a web-based business-to-business system created at Yale University and designed to accelerate, simplify and increase efficiency in licensing institution-originated technology to the private sector, primarily the pharmaceutical, biotechnology and materials industries. Retained by Yale University to spin-out TechEx from the university’s office of technology licensing. Created new for-profit entity, negotiated licensing of

TechEx technology from Yale, and secured \$2 million in initial investment. Served as founding CEO until a pharmaceutical specialist was recruited for the permanent position. Company sold to Utex in 2002.

BOARDS, COMMITTEES & TASK FORCES

Institute for European Studies at SUNY

Buffalo, NY

2009 – present Board Member

Confucius Institute of Business at the State University of New York

New York, NY

2010 – present Board of Directors

Confucius Institute at the SUNY College of Optometry

New York, NY

2010 – present Board of Directors

College Board National Assembly: Guidance and Admission

New York, NY

2011 – present Delegate

SUNY Korea LLC

Songdo, Republic of Korea

2012 – 2014 Board of Managers

Inter-agency Task Force on International Affairs (Governor Cuomo)

Albany, NY

2012 Member

International Conference on Theory and Practice of Electronic Governance

Albany, NY

2011 – 2012 Member, U.S. National Advisory Committee

Association of International Education Administrators (AIEA)

Durham, NC

2008 – 2011 Executive Committee Member

2008 – 2009 Interim Chair, Professional Development Committee

Association of Public & Land-grant Colleges (APLU)

Commission on International Programs

Washington, DC

2005 – 2010 Executive Committee Member

United States Servas Committee

New York, NY

1989 – 1993 Board of Directors

INVENTION DISCLOSURE

Leventhal, M. & Ludwig D. (2008. University of Cincinnati: Case No. 108-048). Cincinnati Online System for Managing International Collaboration (“COSMIC”). A technical approach to comprehensively map global activities across a complex university enterprise; now known as UCosmic™.

DOCTORAL COMMITTEES

Elif Bengu. (2009). Adapting to a new role as an international teaching assistant: influence of communicative competence in this adaptive process. Ed.D. University of Cincinnati.

Joe Jeff Goldblatt. (1996). Certification and event management: a qualitative and quantitative approach to assessment. Ed.D. The George Washington University.

ACADEMIC CONSULTING

• Oregon University System • Utah University International Consortium • University of Wisconsin-Milwaukee • University of Akron • University of Colorado-Denver • University of Minnesota System • George Mason University • Miami University of Ohio • University of Kentucky • Australian Department of Education, Science & Training • Australian Vice-Chancellor’s Committee • Australian Defense Force Academy • New South Wales Open Training & Education Network • Monash University • Murdoch University • University of the Sunshine Coast • University of Canberra • Curtin University of Technology • University of South Australia • University of Newcastle • Deakin University • James Cook University

ACADEMIC MEMBERSHIPS

(including institutional memberships involving regular participation)

AIEA: Leaders in International Education
American Council on Education
Association of Public & Land Grant Universities
American International Recruitment Council
European Association of International Education
Forum on Education Abroad

Institute of International Education
International Association of University Presidents
International Education Association of Australia
NAFSA: Association of International Educators
The College Board

OTHER PROFESSIONAL EXPERIENCES

Planet Payment, Inc. (Nasdaq:PLPM / LSX:PPT) 1998 – 2001

New York, NY & Singapore

Co-Founder

1998 – 2001

Vice President – Strategic Initiatives,

2000 – 2001

Managing Director, Asia/Pacific

Co-founded this multi-currency payment processing company which was among the first in the world to offer dynamic currency conversion at the point-of-sale. Secured acquiring bank agreements with Bank of Bermuda and DBS Bank in Singapore. Initiated negotiations (ultimately successful) for access to Chinese banks and access to the Chinese bank switching network. Part of the team which secured the first \$8 million in investment funds.

Microstate Corporation

Fairfax, VA

1994 – 1998

Founder / President

Founded Microstate Corporation to develop dynamic website services for financial services companies. Built company into dominant solution provider for the re-insurance and captive insurance industry in Bermuda, also providing services to insurance exchanges in the U.S. and London, and funds in Luxembourg. Was bought out by investors in 1998.

COMsciences, Inc.

Los Angeles, CA

1992 – 1993

Senior Associate

Ran COMsciences Delphi-based teleforums on topics ranging from advanced telephony technology adoption, to judicial and health care reform.

Calabrian Chemicals

New York, NY, Houston, TX & Port Neches, TX

1981 – 1984

Sales

Industrial chemical brokerage, manufacturing and sales. Specialized in inorganics and metal salts. Industries covered ranged from aquaculture, to the oilfield and chemical manufacturing.

International Navigation Corporation

Washington, DC

1980 – 1981

Shipbroker

Bulk cargo chartering and time chartering of tramp steamships.

CORPORATE CONSULTING

• Coleman Research Group • AlphaSights • The Parthenon Group • Fidelity Investments • Access American Education • IDP • Hobsons • Synergy Corporate Technologies • Yellow Fish Software

SCHOLARLY PUBLICATIONS

Dissertation

Entrepreneurship and nation building: proprietary medical schools and development in the Caribbean, 1976-1990. University of Chicago. 1995. 565 pages; AAT 9530765. Proquest.

Refereed Journal Articles & Occasional Papers

Leventhal, M. and Julius, D. (March 2014). Sino-American Joint Partnerships: Why Some Succeed and Others Fail. *CSHE Occasional Paper Series* (UC Berkeley), 1.14

Leventhal, M. & Zimpher, N.L. (2007). Changing international constructs: how metropolitan universities must engage globally, *Metropolitan Universities Journal*, 18(3).

Leventhal, M. (1996). International educational regimes, institutional development and national prerogatives: The Caribbean response to proprietary medical schools, 1976-1984. *21st Century Policy Review*, 3 (1-2).

Chapters in Books/Monographs

Leventhal, M., Adams, T., & Connelly, S. (2012). International student recruitment in Australia and the United States: approaches and attitudes. *The SAGE Handbook of International Higher Education*. SAGE Publications: Thousand Oaks, CA.

Leventhal, M. & Julius, D. (2012). Sino-American joint partnerships: why some succeed and others fail. In Guiren, Y. (Ed.) *A View of Chinese Education by Foreigners*. Higher Education Press: Beijing. (Chinese language publication).

Leventhal, M. (2004). National perspectives on the globalization of education: the Australia case. *The knowledge economy and the globalization of higher education: case studies in trade, accreditation, and professional standards*. Center for Quality Assurance in International Education: Washington, DC.

Leventhal, M., Hawkins, D. & Oden, W. (1997). The virtual tourism environment: utilization of information technology to enhance strategic travel marketing. *Progress in Tourism & Hospitality Research*. John Wiley & Sons: New York.

Proceedings

Leventhal, M., Hawkins, D. & Oden, W. (1997). The information technology paradigm shift: implications for tourism in the 21st century. *Tourism in the 21st Century Conference Proceedings*. Suez Canal University: Ismalia, Egypt.

Not included are proceedings which were published between 1987 and 1995.

Manuscripts (Submitted or In Progress) and Unpublished Works

Leventhal, M. & Rota, J. (Submitted January 2014). Disruptive innovation: The history and development of the American International Recruitment Council. *Journal for Studies in International Education*.

Leventhal, M. (book in progress). *Medical Transplants: For-profit medical schools and development in the Caribbean*.

Leventhal, M. (2005, March). *U.S. accreditation: a report analyzing opportunities for Australian institutions*. Unpublished commissioned research undertaken in partnership with the Center for Quality Assurance in International Education (CQAIE).

Leventhal, M. (2005, February). *Education abroad standards of U.S. accrediting agencies: a survey*. Unpublished commissioned research undertaken in partnership with the CQAIE.

Blog

Leventhal, M. & Tang, Ina. (2013, first issue). Private Equity for Education: Mapping Money Flows and Industry. <http://equityforeducation.wordpress.com>

Commentary, Essays and Other Papers

Leventhal, M. (2013, June). Fixing a broken international policy. *University World News*, 277.

Leventhal, M. (2012, July). Fight the rogue agents with a badge of honor that rewards the good. *Times Higher Education*.

Leventhal, M. (2012, June). Federal recognition of AIRC – reflections by Mitch Leventhal. *The PIE News*.

Leventhal, M. (2012, February). When colleges recruit abroad. *New York Times*.

Leventhal, M. (2011, June). Engaging with agents. *Inside Higher Ed*.

Leventhal, M. (2011, May). How the U.S. can stop hindering higher education exports. *Chronicle of Higher Education*.

Leventhal, M. (2011, February). New funding models for international education. *University World News*, 158.

Leventhal, M. (2011, February). We need a national effort to send more students to China. *Chronicle of Higher Education*. (N.B. title does not reflect author's views)

Leventhal, M., Foster, S. & Peterson, Norman. (2011, January). International higher education needs recruiters. *University World News*.

Leventhal, M. (2008). The legality and standards of commission-based recruiting. NAFSA: Washington, DC.

Leventhal, M. (2004). Outdated IDP needs structural overhaul. *The Australian*.

Leventhal, M. (2004). Foreign accreditation for Australian universities: neo-colonialism or pragmatic marketing? *Campus Review (Australia)*.

Leventhal, M. (2004). Why Australia should lead the world. *Campus Review (Australia)*.

PRESENTATIONS & SPEECHES

International

The United Nations Global Compact, sustainability and responsibility: why universities must lead global practice. (2013, October). *Australian International Education Conference (AIEC)*. Canberra, Australia.

Are we ready for global standards in agency-based recruitment? (2013, October). *AIEC Conference*. Canberra, Australia.

The United Nations Global Compact, the Academy, and pervasive change. (2012, January). *Eco-campus training and social responsibility: what strategies of transition of the European higher education institutions? Conference of Presidents of Grandes Ecoles. UNESCO, Paris*. (Inaugural address, invited speaker).

Higher education and business: working globally. (2011, October). *UK-US Higher Education Policy Forum*. St. George's House, Windsor Castle, United Kingdom. (Invited Speaker).

The university at work: worldwide harnessing of the power of alumni relations to enhance student recruitment and career outcomes for graduates. (2011, October). *AIEC Annual Conference*. Adelaide, Australia. (With Gretchen Dobson and William Archer).

UCosmic Consortium: mapping globalization for 21st century universities. (2011, October). *AIEC Annual Conference*. Adelaide, Australia.

Managing stakeholder relations: trends, governance, challenges and next steps. (2011, May). *Stakeholder engagement in practice: global challenges, possibilities & limitations, 7th Bentley Global Business Ethics Symposium*. Marseille, France.

The emergence of global master planning: the case of the University of Cincinnati. (2008, July). *Society for College & University Planning (SCUP) Conference*. Montreal, Canada. (with Dale McGirr and Ronald Kull).

Teacher education accreditation and Australian-United States Transparency. (2004). *Australian Council of Deans of Education*. Canberra, Australia.

The Australian quality assurance regime: a key differentiator in the global market place. (2003). *AIEC Conference*. Melbourne, Australia.

New products in new markets: Australian opportunities in the United States. (2003). *AIEC Conference*. Melbourne, Australia.

New approaches and opportunities in the US and UK markets. (2002). *AIEC Conference*. Hobart, Tasmania, Australia.

E-Commerce made easy. (2001). *Planet Payment Seminar*. Singapore.

The anatomy of an Internet credit card transaction. (2000). *Internet World Expo*. New Delhi, India.

Credit card processing and Chinese regulatory concerns. (1999). *Future of e-commerce in China summit*. Great Hall of the People, Beijing, China. (Invited speaker).

Domestic

AIRC's 5th anniversary – reflections on the creation and development of the American International Recruitment Council. (2013, December) *AIRC Annual Conference*. Miami, FL. (Invited speaker).

Closing the loop: funding comprehensive internationalization through inbound recruitment – a performance-based reinvestment model. (2013, December). *AIRC Annual Conference*. Miami, FL.

Closing the loop: funding comprehensive internationalization through inbound recruitment – a performance-based reinvestment model. (2013, February). *AIEA Annual Conference*. New Orleans, LA.

Re-imagining international education through partnership with the United Nations. (2013, February). *AIEA Annual Conference*. New Orleans, LA.

The UCosmic Consortium: mapping globalization through collective effort and open-source solutions. (2013, February). *AIEA Annual Conference*. New Orleans, LA.

Internationalization. (2012, November). *Harnessing systemness, delivering performance: charting a new path for higher education*. *SUNY Critical Issues in Higher Education Conference*. New York, NY.

Innovative ways to use data and resources to implement an effective international engagement strategy. (2012, October). *National Association for College Admission Counseling (NACAC) National Conference*. Denver, CO.

The UCosmic Consortium – international standards & open source tools for higher education. (2012, July). *Global Business & Technology Association Conference*. New York, NY.

Reflections on America's greatest undervalued export. (2012, May). *World Trade Week Reception*. *Greater New York Chamber of Commerce*. (Keynote address).

The UN Global Compact: a new framework for global corporate responsibility in higher education. (2012, February). *AIEA Annual Conference*. Washington, DC.

Entrepreneurship across boundaries: one man's journey from startup to state university. (2012, January). *Leader Connections Executive Forum*. New York, NY. (Invited speaker).

Using technology to comprehensively map global relationships and create opportunity. (2011, June). *International Association of University Presidents (IAUP) Triennial Conference*. New York, NY.

International student recruitment and international opportunities for Oregon. (2010, March). Portland State University – Smith Memorial Student Union. (Invited speaker).

An unrecognized industry: educational exports and the future competitiveness of U.S. higher education. (2010, August). *Council of State Governments/Eastern Regional Conference (CSG/ERC)*. Portland, ME.

The role of systems in international strategy. (2010, July). *Association of Public & Land-grant Universities (APLU) Commission on International Programs, Summer Meeting*. Sedona, AZ.

Global universities and corporate social responsibility: a project to develop guidelines for academic institutions in implementing the principles of the UN Global Compact. (2010, July). *APLU Commission on International Programs, Summer Meeting*. Sedona, AZ.

New approaches to systemic strategic planning and international recruitment. (2010, April). *University Continuing Education Association (UCEA) Annual Conference*. San Francisco, CA. (Invited speaker).

The professionalization of agency-based recruitment. (2010, January). *Campus Philly*. Philadelphia, PA. (Invited speaker).

Mapping global relationships. (2009, August). *Higher Education Partnership Conference at the University of Alaska*. Fairbanks, AK. (Invited speaker).

A paradigm shift in international recruitment: the role of the American International Recruitment Council. (2009, March). *Conference on Smart Engagement: Public Diplomacy for the 21st Century*. U.S. Department of State. Washington DC. (Invited speaker).

Learn how to increase your international student enrollments by working with quality recruitment agents. (2009, April). *Conference of the National Association of Graduate Admissions Professionals (NAGAP)*. New York, NY. (With Harald Kreiner).

Mapping internationalization: web-based data for planning & coordination. (2008, February). *AIEA Annual Conference*. Washington, DC.

Commission-based recruiting: an idea whose time has come. (2008, May). *NAFSA Annual Conference*. Washington, DC.

New models for international student recruiting: moving beyond the 20th century. (2007, November). *National Association of State Universities & Land Grant Colleges (NASULGC) Annual Conference*. New York, NY.

Strategies for comprehensive mapping of international activities. (2007, November). *NASULGC Annual Conference*. New York, NY.

Australian higher education and the changing social compact. (2005). *American Council of Education (ACE) Annual Meeting*. Washington, DC.

Major developments in international education: trade, quality and diversification. (2005). *Washington International Education Conference*. Washington, DC.

Study teaching DownUnder: Australian study abroad opportunities for prospective teachers. (2004). *NAFSA Annual Conference*. Baltimore, MD.

Tapping the global marketplace. (2004). *American Council of Education (ACE) Annual Conference*. Miami, FL.

The Australian quality assurance regime. (2003). *11th Annual Forum on the Globalization of Higher Education*. Washington, DC.

Recent Third-Party Coverage (2008-2014)

The following articles and books from industry and mainstream media reference my work as a practitioner of international education.

Vasudevan, S.K. (2014, January). The truth behind recruitment agents. *Indian Express*.

Smith, B. (2013, December). AIRC: U.S. recruitment landscape on the cusp of change. *The PIE News*.

Redden, E. (2013, December). Making nice. *Inside Higher Ed*.

Redden, E. (2013, December). Transparency and agents. *Inside Higher Ed*.

Waxman-Lenz, M. & Mayers, L.C. (2013, November). Student counselors and agents: building and managing your international network. International Education Advantage, LLC.

Brabner, R. & Galbraith, G. (2013, July). Using international recruitment agents: risks and regulation? *Leadership Foundation for Higher Education*. London.

Thomas, D. (2013, June). US schools get “amber light” for agent use. *The PIE News*.

Blumenstyk, G. (2013, June). New blog will track private equity’s ‘thirst’ for education investments. *Bottom Line Blog. Chronicle of Higher Education*.

Heyl, J.D. & Tullbane, J. (2012). Leadership in international higher education. *The SAGE Handbook of International Higher Education*. SAGE Publications: Thousand Oaks, CA.

Redden, E. (2013, February). The internationalization Agenda. *Inside Higher Ed*.

Fischer, K. (2012, October). Fess up: foreign students are cash cows. *Chronicle of Higher Education*.

Bergman, J. (2012, July). Forged transcripts and fake essays: how unscrupulous agents get Chinese students into U.S. schools. *TIME*.

Baker, A. (2012, June). Rapprochement during NAFSA agency debate. *The PIE News*.

Altbach, P. & Reisberg, L. (2012, June). EducationUSA advisors should not be cavorting with agents! *Inside Higher Ed*.

Fischer, K. (2012, June). On international education, the Obama administration's rhetoric doesn't always match reality. *Chronicle of Higher Education*.

Fischer, K. (2012, June). State Dept. draws criticism over policy on paid recruiters of foreign students. *Chronicle of Higher Education*.

- Baty, P. (2012, June). Federal block on overseas agents 'harms' US colleges. *Times Higher Education* (London).
- Sawahel, W. (2012, May). University leaders worldwide sign sustainability declaration. *University World News*, 223.
- Weller, J.D. (2012, April). Improving the cultural acclimation of international students enrolled in American colleges and universities. Doctoral dissertation. University of Cincinnati.
- Dobson, G. (2011). Being global: making the case for international alumni relations. Council for Advancement and Support of Education: Washington, DC.
- Robison, D. (2011, September). Wanted: science and tech SUNY students—international applicants welcome. WNED Innovation Trail.
- Churchill, M. (2011, June). #NAFSA11. *University of Venus. Inside Higher Education*.
- Fischer, K. (2011, April). Commerce dept. takes greater role in promoting U.S. higher education overseas. *Chronicle of Higher Education*.
- Wildavsky, B. (2011, January). A sharp debate about agents and recruiters. *Chronicle of Higher Education*.
- Cunnane, S. (2011, January). American recruitment body rejects 'naive' calls to 'eliminate' the agents. *Times Higher Education*.
- Fischer, K. (2011, January). As White House pushes study abroad in China, educators question the logistics. *Chronicle of Higher Education*.
- Lane, B. (2011, January). Local ownership threatens IDP expansion plans. *The Australian*.
- Lane, B. (2011, January). Griffith's new global partners. *The Australian*.
- Fischer, K. (2011, January). Consortium wants to help universities get a clearer picture of their global partnerships. *Chronicle of Higher Education*.
- Woodward, S. (2010, September). New York ups the ante on foreign students. *Campus Review* (Australia).
- Fischer, K. (2010, August). In economic downturn, colleges eye international education: cut back or forge ahead? *Chronicle of Higher Education*.
- Fischer, K. (2010, August). Boise State U. eliminates international office to save its services. *Chronicle of Higher Education*.
- Fischer, K. (2010, August). Colleges extend conditional admissions to pull in more international students. *Chronicle of Higher Education*.
- Redden, E. (2010, June). Ethical debates surround U.S. colleges' use of international recruiters. *USA Today*.
- Redden, E. (2010, June). From taboo to hot topic. *Inside Higher Education*.

- Fischer, K. (2010, May). American colleges look to private sector for global recruiting. *Chronicle of Higher Education*.
- Morgan, J. (2010, May). Global market hots up as U.S. gets its act together. *Times Higher Education* (London).
- Clark, N. (2010, March). The use of recruiting agents in the United States. *World Education News & Reviews*.
- Shank, M. (2010, April). Agent Provocateur. *The Huffington Post*.
- Haller, M.D. (2010, January). UC's Mitch Leventhal shows American universities how to go global. *The Sunday Times* (Colombo, Sri Lanka).
- Aleem, Z. (2009, December). The changing world of international recruitment. *AACRAO Transcript*.
- Fischer, K. (2009, December). 8 Agencies are certified to recruit students from abroad. *Chronicle of Higher Education*.
- Lewin, T. (2009, November). China is Sending More Students to US. *New York Times*.
- Dessoff, A. (2009, November/December). Recruiting's brave new world. *NAFSA International Educator*.
- Fischer, K. (2009, September). U. of Cincinnati builds a system to track its place in the world. *Chronicle of Higher Education*.
- Fischer, K. (2009, September). State Department issues guidance on student-recruitment agents. *Chronicle of Higher Education*.
- Fischer, K. (2009, May). Council promotes ethical guidelines for student-recruitment agents. *Chronicle of Higher Education*.
- Baty, P. (2009, August). US is poised to stop worrying and embrace overseas agents. *Times Higher Education* (London).
- Redden, E. (2009, January). Not-So-Secret Agents. *Inside Higher Ed*.
- Haller, M.D. (2009, March). International harvester: UC's Mitch Leventhal is showing American universities how to go global. *Cincinnati Magazine*.
- Author unknown. (2009, January). Universidades dos EUA Recrutam brasileiros. *Gazeta da Serra* (Brazil).
- Redden, E. (2009, January). Accreditation lite for international recruiting agents. *Inside Higher Ed*.
- Author unknown. (2008, December). The Americans are coming: the next big shake-up of the global higher education business. [The Economist](#).
- McMurtrie, B. (2008, November). Foreign students pour back into the U.S. *Chronicle of Higher Education*.

McMurtrie, B. (2008, September). New group aims to apply standards to international-student recruitment agents. *Chronicle of Higher Education*.

Lipsett, A. (2008, September). American universities target British students. *The Guardian* (London).

Interviewer unknown. (2008, September). 30 minute television interview. *Good Morning Sri Lanka*.

Gill, J. (2008, September). Recruitment fight to hot up as US turns to global agents. *Times Higher Education* (London).

Ghosh, S. (2008, August). 40% rule change. *Times of India*.

Lewin, T. (2008, May). Newcomer matched to college, while both pay. *New York Times*.