Large Scale Executive Education: India
UNICON, Mumbai: March 2017
digital Education is Global

71% of students come from outside the US.

12% of students come from India, which makes it the second largest source of edX enrollments.

Source: edX
India Students Enrollments

Gross Enrollment Ratio:
- India: 23%
- China: 31%
- UK: 62%
- US: 90%

Source: FICCI higher education report 2013
key concern **Employability**

**Majority of India’s graduates are not employable**

Almost half the graduates are not employable in any sector, based on the industry standards of employability.

Employable graduates for different industries (percentage):

- IT: 75%
- BPO/CRM: 60%
- Banking and insurance: 55%
- Manufacturing: 50%
- Community services: 45%
- Construction: 45%
- Healthcare: 45%

Graduates’ employability varies significantly across institutions: Of the total number of employable graduates, a significant proportion comes from the country’s top 30% of colleges.

Percentage of employable pool in top 30 percentile campuses and the rest of the campuses:

- Sales and Marketing: 81%
- Teaching: 64%
- Accounting: 59%
- IT Services: 56%
- Analyst: 53%

Source: FICCI higher education report 2013
key concern Employability

*Companies can only select 8-9 out of 100 people - Nasscom*

"Companies are able to select only 8-9 out of 100 people who apply and that's a pretty low selection ratio."
- Kiran Karnik, former President NASSCOM

"... too many of our higher educational institutions are simply not up to the mark... still producing graduates in subjects that the job market no longer requires."
- Excerpt from the Prime Minister's speech at a conference of vice-chancellors of central universities at Rashtrapati Bhawan in February 2013

"Only 5% of India's labour force in the age group 19-24 years is estimated to have acquired formal training."
- Excerpt from the address delivered by S Ramadorai, Advisor to the Prime Minister in National Skill Development Council at the Center for the Advanced Study of India (CASl) University of Pennsylvania

"Employability is one such challenge, which has grappled India. Around eight million students join the workforce but only 10 to 15 lakh get jobs."
- Excerpt from the speech delivered by Jitin Prasada, Minister of State for Human Resource Development at the third National Conference of Vice Chancellors of open universities in September 2013

Source: FICCI higher education report 2013
companies facing **managerial deficit**

*War for talent seen accelerating*

- **88%**
  - 88% of respondents said hiring is the biggest challenge for corporates followed by skill gaps, retention of high potential employees and talent development.

- **82%**
  - 82% of respondents say that they want life-long learning to enhance their managerial capabilities.

- **57%**
  - 57% of respondents said their employers offered tuition reimbursement as an employee benefit.

- **59%**
  - 59% of respondents said courses from reputed global business schools that are industry-relevant and offer peer-to-peer learning, can enhance their managerial capabilities.

*Source: Emeritus CXO Survey, May 2016*
existing providers

1. Indian Universities

2. Indian Universities via Partnerships

3. Global Providers

4. Global Providers via Partnerships
India higher-ed Enrollments - 2020

Large opportunity for eLearning as brick and mortar can’t meet demand from India’s young population

<table>
<thead>
<tr>
<th>Projected Enrollments</th>
<th>2014</th>
<th>2020</th>
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<tbody>
<tr>
<td>Gross Enrollment Ratio</td>
<td>23%</td>
<td>30%*</td>
</tr>
<tr>
<td>Higher Ed Enrollment</td>
<td>30.5 million</td>
<td>40 million</td>
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<tr>
<td>Distance Education</td>
<td>16%</td>
<td>30%</td>
</tr>
<tr>
<td>Distance Education Enrollment</td>
<td>5 million</td>
<td>12 million</td>
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* Source: 30% is Govt of India 12th Plan target for GER & estimates