



The German Education Market: Chances for Canada

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by Katrin Alt and Dr. Vera Christoph

Bavarian American Center
Amerika Haus Munich
Karolinenplatz 3
D - 80333 Munich
Germany

Tel.: +49 – 89 – 55 25 37 17
Fax: +49 – 89 – 55 35 78
e-mail: christoph.amerikahaus@cybernet-ag.de
www.amerikahaus.de

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I. General Information about Germany

I.1. Political Overview

Since the election of 1998, Gerhard Schröder is Chancellor of the Federal Republic of Germany. He leads the coalition of the Social Democratic Party (SPD) and the Green Party. The next election will take place in 2002. Since the reunification of Germany in 1990, there are 16 "Bundesländer" with Berlin as the new German capital (it used to be Bonn).

For further information, please see www.bundesregierung.de, www.bundestag.de, <http://www.odci.gov/cia/publications/factbook/geos/gm.html>, www.germany-tourism.de, www.bayern.de.

I.2. The People¹

Major cities

- Berlin is the capital city.
- Other major cities are Frankfurt, Hamburg, Cologne, Dresden, Leipzig, Stuttgart, Heidelberg and Munich (all of them university cities).

Population / Population Age Breakdown

- In the year 1999, the total population was approximately 82 million.
- In 1999, 30.6% of the population was between the ages of 25 and 45, 25.5% was between 45 and 65, and 16.1% were 65 or older.

Language

- The official language is German.

Ethnicity and Religion

- 91.2% of Germany's population is German. Among the foreigners, the main ethnic group is Turkish (2.5%).
- Religious affiliation: 33.1% of German residents are Protestant, 33.2% are Roman Catholic, 0.09% are Jewish.²

¹ Compare: Federal Statistical Office Germany, www.destatis.de/d_home.htm; information also available in English.

² All figures on religious affiliation are provided by the churches themselves. No exact figures are available for Muslims. Turkish Muslims form the largest group.

II. The German Education System

The major responsibility for the education system and financing education lies with each of the 16 Bundesländer (equivalent to Provinces). Education is primarily public, government controlled and regulated. Therefore, the number of private institutions in Germany is extremely low. Each Bundesland establishes its own regulations, but all Bundesländer negotiate common standards, e.g. through various national boards (e.g. Ständige Kultusministerkonferenz, www.kmk.org). University access is generally not subject to an application process, and is not limited in number. Students don't compete for admission, but simply enroll at an institution. Exceptions exist for subjects such as medicine, veterinary medicine, dentistry, business, psychology, teacher education, et al., where either a certain grade point average is prerequisite for admission, or a national screening process is mandatory.

The German academic year is divided into a winter and a summer semester of 3 – 4 months duration each. Usually, there is a two month break between both semesters. The winter terms starts between October and November, the summer term between April and May and lasting until July. Students will normally use term breaks to finish their course work.

On the level of secondary education, there is a wide variation between the 16 Bundesländer. In Thüringen, for example, the school year starts at the beginning of August, while in Bavaria, the school year does not start before the middle of September. In each Bundesland, there is a break for Christmas, Easter and Whitsun and summer vacations. The long summer holidays last between seven and eight weeks.

The German Education System (portrayed in simplified terms)

AGE	3-6	6-10	10 - 15	10 - 16	10 – 19	19 +
LEVEL	Kindergarten	Primary school	Secondary School	Secondary School	Secondary School	Tertiary Education
SCHOOL TYPE		Grundschule	Hauptschule	Realschule	Fachoberschule / Gymnasium	Fachhochschule / Universität
CERTIFICATE			Hauptschulabschluss / Qualifizierter Hauptschulabschluss	Realschulabschluss, Mittlere Reife	Fachabitur / Abitur	Diplom / Staatsexamen/ Magister
			Berufsschule (vocational training; 3 years)	Berufsschule (vocational training; 3 years)		

Secondary and Tertiary Level Qualification

- 10% of Germans hold a university degree or a Ph.D.
- 37% of Germans achieve Realschulabschluss or Hochschulreife.
- 53% hold a Qualifizierter Hauptschulabschluss or no degree at all.

English is compulsorily taught at all German schools. Pupils studying for the Abitur or the Fachabitur - the only exams qualifying for entrance to universities or universities of applied sciences – need knowledge of another foreign language. Most students choose either French or Latin, only a small number takes Spanish or Russian. With English being so dominant in the German education system, there is high demand for sojourns abroad in English-speaking countries to improve foreign language skills.

Education in Germany is said to be rather theoretical. To balance this fact, academic counselors recommend doing internships, and they often recommend going abroad, for example, for summer jobs. In general, Germans are very open to and interested in international experiences. While summer internships within the European community are easier to arrange, one must clearly state that students encounter many problems, mainly because of visa regulations, if they plan for short-term employment in North America.

Education, even on a university level, is free in Germany. It is paid for by the taxpayer and not by the student, whereas in Canada, tuition is paid by the student. A German student considering to study in Canada will carefully calculate the financial implications. Tuition fees for international students can be three times higher than for Canadian students and might discourage potential international applicants. On the other hand, it is well known that U.S. tuition fees are considerably higher than Canadian fees. In addition, the exchange rate of the CAN\$ vs. EUR is highly attractive compared to the U.S.\$ - EUR exchange rate.

One of the best instruments to enhance international student exchange is to offer financial aid by either establishing university linkage programs or scholarship programs. While linkage programs are very likely to depend on the initiative of faculty members and are often limited to certain departments, scholarship programs can be both nationwide or university-based. One of the best known scholarship programs in Germany is offered by DAAD (see below, IV.3.). DAAD also administers the *Government of Canada Awards*. Another source of financial aid are the short term research grants by the ACSGSC (Association for Canadian Studies in German-Speaking Countries) which is a member of the ICCS (International Council for Canadian Studies). For a list of existing German-Canadian university cooperations, please visit www.kanada.de and www.hochschulkompass.hrk.de.

It might also be worthwhile considering giving financial aid to foreign students while they are in their first year abroad. After one year experience in the host country, foreign students are very likely to continue their education aspiring for a degree.

There is high potential for Canada in the German market. According to our advising center statistics, Canada is less present in the minds of potential students than the U.S. and thus Canadian Education Marketing is a valuable tool. The often heard argument that all relevant information on Canadian Education was available through the Internet, is - according to our experience - only partly true. This information needs explanation and active promotion.

III. The German student body in a nutshell – or: Meeting an average German student

The Federal Ministry of Education of Germany³ estimates that in 2000, there were between 1,746 million and 1,766 million students enrolled at German universities. Between 1991 and 2000, the percentage of female students rose from 39% to 46%.

Only 5% of German students are married (1997: 6%), but 56% live in steady relationships (1997: 48%). It can therefore be assumed that students are mobile and flexible because family commitments are supposedly very little. However, most students work part-time while studying and as housing is extremely limited especially in larger university cities, students don't tend to interrupt their course of studies. This is why there is also high demand for 2 year diploma programs or one-year post-graduate certificates. As a matter of fact, there are no figures available for that field of education as Germans do not longer have student status after graduation and therefore do not appear in statistics.

The average age of a German student is 24.7 years (1997: 25.1).

79% of male students and 42% of female students don't start their university career immediately after achieving Abitur or Fachhochschulreife.

The main reason for male students is the requirement to serve in the German Army (9 months) or alternatively complete their civil service (12 months). Other important aspects are apprenticeships, internships or simply work. In contrast, female students use the time after graduation from school very often for foreign travel and education.

Areas of study⁴

In 2000, the favourite fields of study at German universities were “Law and Economics”. Between 1997 and 2000, there were only very little changes in the choice of subjects.

	2000	1997
Engineering	18 %	19 %
Arts & Sciences	20 %	20 %
Mathematics & Sciences	18 %	18 %
Medicine	6 %	6 %
Social Sciences	15 %	15 %
Law and Economics	23 %	22 %

After graduation from Fachhochschule (University of Applied Science) or University with a Master's degree, 9% of German students continue their education with a Ph.D. program. 15% of all German Ph.-D.-students are enrolled in Sciences and Arts & Sciences.

³ Federal Ministry of Education and Research. *The economic and social situation of students in Germany 2000*, Bonn: 2001, p. 3f.

⁴ *ibid.*

Unfortunately, there are no statistics available that would indicate the field of study which German students choose while enrolled in Canada.

IV. German Students Abroad / German Students in Canada

For this study, we used information collected by the following three sources: The Federal Ministry of Education and Research in Germany (www.bmbf.de), CIC (Citizenship and Immigration Canada; www.cic.gc.ca), and DAAD (German Academic Exchange Service; www.daad.de).

All three institutions provide extremely helpful data which – upon a first look – seem to contradict each other at times or in certain points. In our opinion, this is not the case. As each institution collects data according to its specific research interest, the results also will vary. Brought together in this paper, we believe, they present a manifold overview about the German educational market for Canada.

IV.1. Federal Ministry of Education and Research in Germany

The Federal Ministry of Education and Research in Germany reports⁵ that

- “University” students are most likely to go abroad after their 8th semester. “University of Applied Sciences” students are most likely to go abroad after their 6th semester.
- of the 1,746 to 1,766 million students enrolled in German universities in 2000, about 29% of the German student population gains some international experience while at university. Compared to 1997 (27%), this is an increase of 2% .
- 13% of German students on an advanced level spend part of their studies abroad (1997: 11%).
- 13% of German students do an internship abroad (1997: 12%).
- the most popular destination for German students are the U.S.A.
- in addition, German students improve their foreign language skills abroad (there is no more detailed information available).

In 1998, 44,600 German students studied abroad. Most students went to the United States, followed by Great Britain and Northern Ireland, and other European countries. Canada ranked 9th in the students’ choice.⁶

⁵ *ibid.*, p. 5ff.

⁶ Federal Ministry of Education and Research. *German Students Abroad*, Bonn: 2000, p. 18.

Rank	Country	Percentage
1	United States of America	21.5 %
2	Great Britain and Northern Ireland	21.4 %
3	Austria	12.8 %
4	France	11.6 %
5	Switzerland	10.2 %
6	Netherlands	3.7 %
7	Spain	2.9 %
8	Italy	2.2 %
9	Canada	1.7 %
10	Sweden	1.6 %
11	Other countries	10.4 %

Between 1995 and 1998, there has been a moderate increase in the number of German students attending a Canadian university. (More up-to-date data is not available.) The Federal Ministry of Education and Research reports the following figures in “German Students Abroad”⁷:

Year	German students in Canada
1998	760
1997	757
1996	680
1995	681

IV.2. Citizenship and Immigration Canada – the Berlin perspective

Information about “Citizenship and Immigration Canada” worldwide is available at www.cic.gc.ca.

The visa section of the Canadian Embassy in Berlin, Germany, is responsible for visa applications from Germany and the Netherlands, and partly for Switzerland (Swiss citizens can also turn to the Canadian Embassy in Paris, France). The Visa Section in Berlin reported that 80% of visa were issued for applications from Germany, 10% came from the Netherlands and 10% from Switzerland. Persons who have residence status in either of the above mentioned countries but are neither of German, Dutch or Swiss citizenship, will also have to apply for a visa or a student authorization through the Embassy in Berlin. Please note that visa applications can be handled by each Canadian post world-wide. It is not compulsory to apply for a visa within the country of residence.

The figures below therefore are not reflective of Germany alone as they include applications from the Netherlands and Switzerland, and possibly other countries. (There is no other breakdown of figures available.)

⁷ *ibid.*, p. 16.

The Citizenship and Immigration Canada section of the Berlin Embassy reports that

- in 2000, 1,989 student authorizations were issued. Berlin ranked 7th world-wide and 2nd in Europe. 50% were issued for attendance at Universities or language courses taking place at Universities. 30% were for high-school and 20% for private institutions like language schools or technical schools. During the last years, there has been a remarkable increase in the number of student authorizations issued:

year	Total authorizations issued	Ranking
2000	1,989	7
1999	1,523	9
1998	1,472	9
1997	1,441	7

- in 2000, as few as 1.61% of the student visa applications received in Berlin had to be refused.
Please note that German, Swiss and Dutch citizens do not have to apply for a student authorization unless they plan to stay longer than three months in Canada to attend a language course.

IV.3. DAAD

The DAAD⁸ (German Academic Exchange Service) operates on a national level and provides government funded scholarships to German university students for studying abroad, and vice versa, to foreign students and researchers to study in Germany. It is one of the largest exchange organizations offering a variety of financial aid (from travel grants to tuition scholarships). DAAD also administers the *Government of Canada Awards*.

The DAAD reports, that in 2000, the top 10 countries for studying abroad for students enrolled at a German university were

1. Great Britain
2. France
3. Spain
4. United States of America
5. Italy
6. Russian Federation
7. Portugal
8. Netherlands
9. Ireland
10. Finland

⁸ Compare: www.daad.de, information also available in English.

with Canada being number 16.

In 2000, DAAD supported international academic exchanges with a total amount of 385 million German Marks. 37,451 German students received 178 million Marks to study abroad, 207 million Marks were spent for foreigners to come to Germany for educational purposes. Of the 178 million Marks 4.9 million Marks (that is 8,7 %) were given to German students attending Canadian institutions.

IV.4. Conclusion

The general conclusion to be drawn from the above sources is that there is quite a keen interest among Germans to go to Canada for educational purposes. As it is very hard to track down the decision-making process among students who actually decided for Canada (and against other countries), it seems that once they have learned about offers in Canada, they are also very likely to decide for Canada.

From our two and a half years experience in student advising for Canada, we strongly believe that Canada is – unfortunately - not yet admired for its competitive education, but still for its beautiful nature. The perception among the average German of what Canada has to offer in the educational field is very vague and unclear.⁹ The United States, on the other hand, are given an almost unquestioned “bonus” for value education.

The number of German students attending Canadian institutions, especially on a university level, largely depends on the amount of financial aid available through German and Canadian sources, as well as private sources.

V. Opportunities and Challenges for Canadian Institutions

V.1. Bavarian American Center at Amerika Haus Munich – Requests for Canada

The Bavarian American Center at Amerika Haus Munich receives approximately 10.000 enquiries p.a. on educational opportunities in North America, ranging from high school exchanges, language courses, internships, to undergraduate, graduate and postgraduate studies. Since May 1999, we also provide information on Canada. One fourth of all our enquiries are related to Canada.

⁹ In his publication *Kanada* (Gotha, 1993), Roland VOGELSANG remarks that there is a striking difference between the perception of and reality in Canada. According to Vogelsang, the most important reasons are: 1. Canada is hardly presented in the European media whereas the U.S. is very present. Consequently, Germans tend to have a rather romantic prejudice of Canada, but no real knowledge. 2. After WW II and up to the German reunification, there used to be U.S. soldiers in Germany, especially in the Southern regions. There was / is more contact between the German population and the U.S.-American culture. 3. There are rarely any Canadian symbols in German everyday life. (Hardly any young German knows about Canadian artists or writers. Popular Canadian musicians are commonly identified as “American”.)

Undergraduate Programs

- About 25 % of the students inquire about undergraduate programs.
- Business, engineering, computer science / computer engineering, and multimedia programs are most asked about.
- Students ask for internship opportunities in combination with (or in addition to) a university term.
- There is a high number of German students wanting to apply for the first year of undergraduate studies. However, when they are told that there is no German scholarship unless they have student status in Germany, students tend to postpone their plans.

Graduate Programs

- 35% of the enquiries are about graduate studies, 30% of which are for M.A. programs.
- Students are mainly interested in engineering, business and MBA programs. US MBA programs are still preferred over Canadian MBA programs. Students often underestimate the work experience required (3 years minimum) prior to taking an MBA program.
- Distance education degrees and courses at this level are in high demand. Students are unaware that distance education also involves high tuition fees, and there is some uncertainty as to the recognition of distance education degrees.

Community and Career Colleges

- 5% of enquiries are for programs offered by these institutions.
- Certificate programs and university transfer programs have potential in Germany if they have the following features: reasonable tuition; low or no application fee; late and / or flexible application deadlines; flexibility with English proficiency requirements.

Secondary School, High-School Exchange

- Enquiries for these types of programs attribute to 15% of the total enquiries.
- Pupils tend to show more interest for the U.S.A., but parents see their child being safer in Canada.
- A high school exchange can be organized through an exchange organization or privately. There is hardly any difference in the costs involved.
- Some of the exchange organizations offer scholarships.
- Recently, Canadian school districts have become very active in educational marketing.

Language Institutes – ESL

- About 20% of enquiries are for ESL type programs.

- ESL programs are offered in Germany by universities, private colleges, adult education centers, and by the British Council Language Institute.

Language Institutes – FLS

- Less than 5% of enquiries are for FLS type programs.
- Students who want to study French usually do so in France, one of the neighbour countries of Germany.
- FLS programs are offered in Germany by universities, private colleges, adult education centers, and by the Institut Français.

Top Ten Programs Requested

Business (marketing, public relations, accounting, finance and information systems)
 Engineering (electrical, mechanical, computer, etc.)
 Computer science / Information Technology
 Law, LL.M.
 Teaching
 Forestry
 Medicine
 Mass Communications / Advertising
 Graphic Design
 Biotechnology / Food Sciences

Top Five Levels of Study

Masters
 Bachelors
 Foreign Language Programs (in combination with practicum/internship)
 High-School Exchange
 Doctorate

Frequently Asked Questions

- How much does it cost to study in Canada?
- Which is the top ranking university in Canada?
- Can you recommend a certain program?
- Is this institution recognized by the German government or the future German employer?
- Does my future employer know what a Canadian university degree involves?
- Are Canadian universities better or worse than U.S.-American universities?
- Which universities offer scholarships or other sources of financial aid and how much are they?
- As a transfer student, how many more years do I need to study in Canada for a degree?

- Is the Cambridge Certificate accepted as an alternative to TOEFL scores? Are there any other mandatory tests?
- Am I allowed to work while studying in Canada?
- How can I do an internship in Canada?

V.2. Transfer of credits

Academic results obtained at a Canadian university will not be automatically recognized by the German home university. The student needs to consult with his / her supervisor in Germany and “convince” the department to accept the credits. As German students are well aware of this fact, they sometimes are only interested in auditing a course in Canada.

V.3. University linkage programs between Canada and Germany

In times of tight government funds, an increase in expenditures for government funded scholarships is rarely to be expected. The number of German students going to Canada, for example, on DAAD scholarships is therefore unlikely to increase significantly in the near future.

It seems to us that individual university linkage programs are a very promising tool to intensify exchanges. Although bureaucratic procedures on both sides should not be underestimated, one of the advantages clearly is the direct contact between two institutions, two departments, or two professors at best. German universities are only beginning to develop student services, but with individual university linkage programs, these opportunities can be communicated to students via the international offices, or the specific departments, or the individual professors. This allows for a better marketing of the program, and thus for continuity of the program. Students will be motivated to apply, if they learn about an exchange program directly from a fellow (returnee) student, and receive support from faculty members of their home university who are directly involved in the linkage program.

While German students, in general, have good foreign language skills, Canadian students seem to be somewhat reluctant to come to Germany for a lack of German language skills. In recent years, more and more German institutions have developed curricula partly taught in English.

Speaking of establishing university linkage programs, the Canadian and German side has, of course, to settle the difficult question of tuition fees, credit transfer, etc. We would like to emphasize that not only German universities, but also German universities of applied sciences – which are still less known in the international educational community - can be strong partners in exchanges. The DAAD branch office in New York (www.daad.org) has a wealth of experience in university linkage programs.

V.4. Secondary and Language Schools

German students are well aware that it is possible to contact the Canadian Secondary or Language Schools directly. There is no real need for having the course booked by a German agent. Germans do know about the possibility of saving money by avoiding paying commission. However, if a secondary or a language school does wish to cooperate with a German agent, please see attachments included. We provided two lists of contact information, one of them showing German exchange organizations with partners in the U.S.A. and one with partners in Canada. Please note that exchange organizations can be contacted by both Secondary and Language Schools. Please be aware that further details or contracts must be negotiated with the exchange organizations directly. Our Centre cannot give any special recommendations.

VI. Immigration Issues

As mentioned above, German applications for student authorizations are hardly refused (only 1.61 % in 2000). However, there are a few points that could be improved:

- Students need to become aware that they have to apply for a student authorization, and that the collection of the necessary documents and the visa processing take time. Students need to receive information whether a student authorization is mandatory for their stay. This could be communicated to international applicants with the application materials sent by the Canadian institution.
- CIC recommends to apply for a student visa at the Canadian Embassy in Germany about six months prior to departure. Usually, in Germany a complete application can be processed within two to three months.
- One of the problems encountered by German students at times is that the Canadian university sends the letter of acceptance, which is essential for the visa application processing, very late.
- German students are requested by CIC to present a criminal record (Polizeiliches Führungszeugnis) which is centrally processed by German authorities. Students underestimate the time until they obtain their Polizeiliches Führungszeugnis.
- Sometimes students face problems in obtaining the visa application forms. It is helpful to refer students to the correct address / website.

VII. Bavarian American Center: Services and resources

VII.1. History

The Bavarian American Center at Amerika Haus Munich (www.amerikahaus.de) used to be a US-funded cultural institution, originally founded in October 1945 as an “American reading room”, later with a public library and a cultural program ranging from theater plays in English to lectures on current US-American issues. The center was closed in July 1997 by the American government and was re-opened by the State of Bavaria in

1998. While the format of our offers to the public has remained almost the same, the center now is no longer exclusively devoted to the U.S., but to Canada as well.

The Canadian Government supports our work with a generous grant, and thus helped to build up a reference library on education, history, and society in Canada which is accessible to the general public. According to our knowledge, we are the only non-profit institution offering this service in Germany. The Canadian Embassy in Berlin and the Consulates in Munich, Düsseldorf, Stuttgart and Hamburg regularly refer interested students to our institution for further research and information.

VII.2. Location

- The Bavarian American Center is located in the heart of the city within walking distance (10 minutes) of the central train station. It is easily accessible by public transport.
- The Advising Center itself is located on the first floor of a three story building.
- All three larger universities (Ludwig-Maximilians-University, Technical University, Munich University of Applied Science) are situated in the neighborhood. There is a student population of about 100,000 in Munich.
- The Center is set up in a customer friendly atmosphere.

VII.3. Services

- The BAC is open to the public on Monday to Friday from 1 p.m. to 5 p.m., on Wednesday from 1 p.m. to 8 p.m.
- A member of the BAC staff can usually be reached by phone Monday to Friday from 9 a.m. to 5 p.m., on Wednesday from 9 a.m. to 8 p.m.
- All staff members are well experienced and trained, and hold a German university degree (M.A. or Ph.D.) in either American or Canadian studies.
- Opposite to the universities, we don't set up individual appointments. Students can visit the center at any time during our opening hours. This helps to avoid long waiting lines outside our office, and facilitates communication among students.
- Enquiries by mail or e-mail will normally be answered within one to two working days.
- We receive about 200 enquiries per week, one fourth of them concerning Canada. According to our experience, it is good to offer information on both, the U.S. and Canada, in one place. Our visitors are happily surprised to be able to compare various offers and programs.
- If necessary, the BAC will proctor tests for North American institutions. This service is rarely available in Germany elsewhere.
- There are three multimedia computers for public use (internet access, various test preparation kits, college search programs), a TV set, and a VCR (e.g. for promotional videos).

- The resource area has shelves, displaying promotional material of Canadian study institutions. Students can compare Canadian universities by browsing through university directories.
- Various field of study collections are available.
- Students are encouraged to browse through information material independently, but there is always at least one member of the staff available to answer questions and to give explanations and advice.
- Every month, an information session titled "Study in Canada" takes place. During 90 minutes, basic information about the 'Canadian education system', the 'application procedure' and 'financing your education' is given. Students then have 30 minutes to ask individual questions.
- At least once a year, an ESL and a FLS information session takes place. In co-operation with the German-Canadian Society, we offer an information session about internships in Canada.
- Twice a month, non-profit exchange organizations selected by the Board of the BAC introduce their North American high school exchange programs.
- Once a year, a large youth exchange fair presented by 25 organizations attracts about 250 high school students. Although most programs concentrate on the U.S., Canada is becoming more and more attractive to organizations as well as to students.

VII.4. Outreach Activities

- The Bavarian American Center closely co-operates with the 9 Bavarian state universities and 18 Universities of Applied Sciences, other educational institutions such as DAAD or the Munich International School, the regional offices of employment, the Canadian Consulate and the American Consulate General in Munich, and the Embassies of both countries.
- In co-operation with the Canadian Embassy, the center provides one day workshops for international offices of universities and universities of applied sciences once a year. International offices of German universities act as multipliers and are very often the first point of contact for students wanting to go abroad. The BAC tries "to train the trainer".
- The information session "Study in Canada" goes "on tour". When a German university outside Munich is interested in hosting such a event, one staff member will travel there and give the lecture, if time and money allows.
- The Center creates leaflets to make sure that students who are not able to visit the BAC in person can nevertheless obtain the information by mail, fax or e-mail. For example, we created a list of high school exchange organizations, a list of Canadian LL.M-programs including the relevant contact information, or a list of scholarship opportunities.
- We also provide extensive links for further research on our website.

VII.5. How to best utilize the BAC

- The BAC is a non-profit cultural institution. We strongly believe that for professional reasons the information provided in our center should be objective and non-biased.
- We do not function as agents, and do not recommend any specific school or institution.
- We keep one reference copy of all materials sent to us to ensure that students have access to a variety of offers.
- Please send at least one copy of your recent promotional material including application forms and subject specific brochures to our Center. For storage reasons, please refrain from bulk shipments (a reasonable amount of 30 copies of a leaflet / twice per year will be sufficient).
- Please inform us about on your institution's new courses, programs, scholarship programs for international students, or any other items of interest useful in counselling German students. Our preferred method of contact is via e-mail (christoph.amerikahaus@cybernet-ag.de) or snail mail.
- There is the possibility to give an information session on your institution at our Center. Your presentation should include general information on Canadian education and information about your institution. If you plan to visit Germany and would like to give a lecture at BAC, please let us know as early as possible.

VII.6. Promotional activities

- The best time to reach university-level students is while universities are in session. Therefore, spring break and the summer months (July, August, mid-September) are not ideal for promotional activities. The BAC can assist with checking these times for you.
- At / during public holidays and local festivals, like the famous Oktoberfest, it is difficult to attract a larger audience.

VIII. Conclusion

Canadian institutions offer a high and competitive standard in education, reasonable fees if compared to the United States, one of the highest standards in modern technology, a safe environment and a high quality in living. It seems to us that the lack of what we would call “visibility”, is the greatest impediment for Canadian education. Of course, there are multiple reasons for that, reasons which lie both on the German and the Canadian side. While we cannot analyze them in great depth in this paper, we nevertheless would like to underline that from two and a half years of experience in promoting Canadian education, we are strongly convinced that there is a high potential in the German market.

The educational market in Germany is quite diverse. We think that it is very important to choose the right partners, and to be well-informed about the performance of these partners. For example, there is a boom in high school exchanges, but not all high school exchange organizations are recommendable. To take another example, there are German institutions which are more interested in and energetic about university linkage programs than others, and there are German Bundesländer which support (or can afford to support) exchanges more than others.

We are not in the position to recommend any strategy or partners in Germany, because we are primarily dealing with students, and are not involved in the decision-making process of German institutions. However, we would assume it is worthwhile “knocking on their doors”.

VIII.1. Student Services

Dealing with students, and having studied abroad ourselves, we find the intercultural aspect involved with a stay in a foreign country extremely important. Student services provided by Canadian institutions could be an interesting argument for Canada.

While foreign student advisers know too well that foreign students will suffer from homesickness and depression at one time or another, it is very hard for the student to admit to this fact although it is perfectly natural. Therefore, it is of great importance for every institution to have qualified personnel available to help foreign students in this situation, and to get in contact with the students when they first arrive. The host institutions should also help international students to quickly develop a network (international student center, tutors, clubs¹⁰, etc.) to avoid loneliness and frustration. Housing is another important aspect for international students. Perhaps a certain number of rooms could be set aside for foreign students as they often miss the application deadlines for housing because they have not yet received their letter of acceptance. Health insurance regulations are another important factor. German students are required to have health insurance in Germany. In order not to lose their benefits later, they usually have to continue to pay for their German health insurance even when abroad. At the same time, at most Canadian institutions a separate Canadian health insurance is mandatory. Considering the usually small student budgets, students certainly would welcome only having to pay once for health insurance. Of course, health insurance coverage requirements by Canadian law would have to be met by the German health insurance.

¹⁰ A little German idiosyncrasy: Establishing a “German club” will probably not work out. Germans like to mingle with Canadians and international students, and not their own kind, and usually are very proud to speak the foreign language.

VIII.2. Earning money and practical experience

We are aware that the following suggestions would need an alteration in legal regulations.

A student visa enables foreign students only to work on-campus. Jobs at university are rare and often are already assigned before international students arrive. If they were able to gain some practical experience off campus, they could earn a little additional pocket money, get an insight into the non-academic world, and contribute to international exchanges in a practical manner. Of course, the work permission would need to be restricted to students in good academic standing, and be limited to a certain number of hours per week (for example 10 hours / per week) to guarantee that academics remain the major purpose of the student.

Another possibility would be a work permission for a limited time after the student has satisfactorily fulfilled one academic year.

VIII.3. Outlook

Germany can be said to be a wealthy country, ranking 2nd or 3rd among the worlds' economies (gross national product). While the financial situation of students and parents will vary immensely, Germany, in general, can be considered a "buyers' market". A study by the Institute of International Education, New York, shows that the primary source of funding for all international students in the United States in 1999/2000 were personal and family funds (67.1 %). U.S. Colleges or universities provided 18.9% of the financial sources for international students (8.2% on the undergraduate level, 37.7% on the graduate level).¹¹

It is commonly agreed that in a globalized world, international education will become ever more important. Students of all ages have become more flexible and mobile, and program offers have to be designed accordingly. Combined programs, for example "language course and internship", "study program and work experience", a half year high school exchange rather than one full year, will meet the requirements of a changing world better.

We are convinced that if Canada, and Canadian education especially, becomes more visible in Germany, students will not be hesitant to opt for Canada.

If we can be of any further help, please don't hesitate to contact us.
Thank you for your interest.

Katrin Alt and Vera Christoph

¹¹ Compare: www.opendoorsweb.org

Exchange Organizations with contacts to Canada

Name / address of exchange organization	Phone / Fax e-mail / homepage	Length of program in months			Priv. High schools	Financial aid
Advised Studies Sprachreisen GmbH Germany Wiesnerstr.5 44141 Dortmund	Tel. (0231) 42 42 88 Fax (0231) 41 14 51 e-mail: advised-studies@t-online.de www.advised-studies.de	10	5	4, 8, 12 we.	X	
AFS Interkulturelle Begegnungen e.V. Friedensallee 48 22765 Hamburg or: Postfach 50 01 42 22701 Hamburg	Tel. (040) 39 92 22 – 0 Fax (040) 39 92 22 – 99 e-mail: info@afs.de www.afs.de	10				
AIYSEP - American International Youth Student Exchange Program Manfred-von-Richthofen-Strasse 6, III. OG 12101 Berlin-Tempelhof	Tel. (030) 78 89 97 12 Fax (030) 78 89 97 13 e-mail: aiysep.Germany@aol.com www.aiysep.org	10	5	Sum mer	X	
ASPECT Internationale Sprachschule GmbH Kaiser-Friedrich-Ring 49 65185 Wiesbaden	Tel. 01 80 1 – 97 98 99 Fax: (0611) 89 08 585 e-mail: info@aspect-deutschland.de www.aspect-deutschland.de	10	5			
AYUSA International e.V. (in Planung) Ringstr. 69 12205 Berlin	Tel. (030) 84 39 39 – 0 Fax (030) 84 39 39 39 e-mail: info@ayusa.de www.ayusa.de	10	5		x	
Bayerischer Jugendring Abt. Internationaler Jugendaustausch Herzog-Heinrich-Str. 7 80336 München or: Postfach 20 05 18 80005 München (for applicants residing in Bavaria)	Tel. (089) 5 14 58 – 0 Fax (089) 5 14 58 – 88 e-mail: abteilung.international@bjr.de www.bjr.de			3		
Carl Duisberg Centren gem. GmbH Hansaring 49 – 51 50670 Köln	Tel. (05 11) 1 62 62 41 Fax (05 11) 1 62 62 56 e-mail: highschool@cdc.de www.cdc.de	10	5		X	

Civitas mundi Begegnung mit Kulturen e.V. Willmandamm 13 10827 Berlin	Tel. (030) 78 70 68 12 Fax (030) 78 70 68 20 e-mail: info@civitas-mundi.de www.civitas-mundi.de	10	5		X	
Council on International Educational Exchange e.V. Oranienburger Str. 13 – 14 10178 Berlin	Tel. (030) 28 48 59 76 Fax (030) 28 09 61 80 e-mail: HighSchool@CouncilExchanges.de www.councilexchanges.org	10	5	3	X	
Dr. Frank Sprachen und Reisen GmbH Kleiner Markt 11 64646 Heppenheim	Tel. (0 62 52) 93 32 - 0 Fax (0 62 52) 93 32 60 e-mail: info@dfs.de www.dfs.de	10	5		X	
Educational Exchange International e.V. Sedanstr. 31 – 33 50668 Köln	Tel. (02 21) 7 39 19 58 / 68 Fax: (02 21) 7 39 19 19 e-mail: info@eei.de www.eei.de	10	5			
EF Education (Deutschland) GmbH Markgrafenstr. 58 10117 Berlin	Tel. (030) 20 34 73 00 Fax (030) 20 34 73 01 e-mail: highschoolyear.de@ef.com www.ef.com	10	5		X	
EUROVACANCES YOUTH EXCHANGE GmbH Gemeinnützige Organisation für internationalen Schüler- und Studentenaustausch Rothenbaumchaussee 5 20148 Hamburg	Tel. (040) 44 70 70 – 0 Fax (040) 44 66 96 e-mail: eurovacances@eurovacances.de www.eurovacances.de	10	5			X
fee Sprachreisen GmbH Leibnizstr.3 70193 Stuttgart	Tel. (07 11) 63 80 48 Fax (07 11) 6 36 53 78 e-mail: info@fee-sprachreisen.de www.fee-sprachreisen.de	10	5		X	
GIVE Gesellschaft für internationale Verständigung mbH In der Neckarhelle 127a 69118 Heidelberg	Tel. (0 62 21) 3 89 35 – 0 Fax (0 62 21) 3 89 35 10 e-mail: give@language.de www.language.de/give/	10				X
GLS Sprachzentrum Kolonnenstr. 26 10829 Berlin (Schöneberg)	Tel. (030) 78 00 89 – 12 Fax (030) 7 87 41 91 e-mail: info@gls-berlin.com www.gls-berlin.com	10	5		X	
House of English Sprachreisen GmbH Hölderlinplatz 2a 70193 Stuttgart	Tel. (07 11) 63 10 89 Fax (07 11) 63 14 37	10	5		X	
IESP international Exchange and Study Program e.V. Dürenstr. 3 53173 Bonn (neue Rufnr. 0228 – 3 77 11 68)	Tel. (0228) 3 68 99 – 0 Fax (0228) 3 68 99 – 99 e-mail: info@iesp-Germany.org www.iesp-Germany.org	12	6			X
Into Schüleraustausch GmbH Ostlandstr.14 50858 Köln	Tel. (0 22 34) 9 46 36 – 0 Fax (0 22 34) 9 46 36 23 e-mail: germany@into.edu www.into.edu	10	5		X	X
Ist Internationale Sprach- und Studienreisen GmbH Stiftsmühle 6 69080 Heidelberg (in cooperation with CIEE)	Tel. (0 62 21) 89 00 – 100 Fax (0 62 21) 89 00 – 200 e-mail: iSt@sprachreisen.de www.sprachreisen.de	10	5 only priv.		X	X
i-way Verein für individuelle deutsch-amerikanische Bildungsprogramme e.V. Gleueler Str. 272 50935 Köln	Tel. (0221) 46 39 47 Fax (0221) 46 42 14 e-mail: info@i-way-ev.de	10	5		X	
Kompass Sprachreisen GmbH Limburgstr. 11b 40235 Düsseldorf	Tel. (02 11) 69 91 3 – 0 Fax (02 11) 69 91 3 – 22 e-mail: info@kompass-sprachreisen.de www.kompass-sprachreisen.de	10	5	3		
Kultur life GmbH Kulturaustausch international Jungfernstieg 14 24103 Kiel	Tel. (04 31) 9 30 08 Fax (04 31) 9 30 09 e-mail: info@kultur-life.de www.kultur-life.de	10 10 E/F	5			

Open Door Student Exchange e.V. Mechtildisstr. 16 50678 Köln (in cooperation with CIEE)	Tel. (0221) 3 31 99 56 Fax (0221) 3 31 99 58 e-mail: info@opendoor.de www.opendoor.de	10	5		X	
Partnership International e.V. Hansaring 85 50670 Köln	Tel. (02 21) 9 13 97 33 Fax (02 21) 9 13 97 34 e-mail: office@partnership.de www.partnership.de			2-3 We.		
Rotary International Jugendaustauschstelle für Nordamerika Herrn Friedrich Neddermeier Twiskenweg 38 26129 Oldenburg	Tel. (04 41) 5 19 96 Fax (04 41) 5 39 74 e-mail: ryege.ned@t-online.de www.rotary.de/jugenddienst	10				
STEP In School Programmes GmbH Student Travel & Education Programmes Augustastr.1 53173 Bonn	Tel. (0228) 9 56 95 – 30 Fax (0228) 9 56 95 – 39 e-mail: school@step-in.de www.step-in.de	10	5	4, 6	X	
STS Sprachreisen GmbH Mönckebergstr. 5 20095 Hamburg	Tel. (040) 30 39 99 23 Oder: 0800 – 1 12 24 26 Fax (040) 30 39 99 08 e-mail: highschool.germany@sts.de www.sts-education.com	10	5			
TASTE TEEN-AGE STUDENT EXCHANGE PROGRAMM HIGH SCHOOL AUFENTHALTE Kurt-Schumacher-Str. 32 30159 Hannover	Tel. (05 11) 32 99 77 oder (05 11) 32 99 88 Fax (05 11) 32 95 15 e-mail: t@astenet.de www.tastenet.de	10	5		X	X
team! Sprachen & Reisen GmbH Bärbroich 35 51429 Bergisch Gladbach	Tel. (0 22 07) 91 13 90 Fax (0 22 07) 91 13 87 e-mail: team@language.de www.language.de/team/	10	5 only priv.		X	
Terre des Langues e.V. Sprachreisen Ludwigstr. 6 93047 Regensburg	Tel. (0941) 56 56 02 Fax (0941) 56 56 04 e-mail: Terre-des-Langues@t-online.de	10	5	3	X	
Treff International Exchange e.V. Negelerstr.25 72764 Reutlingen	Tel. (07121) 24 07 47 Fax (07121) 27 04 10 e-mail: treff-sprachreisen@t-online.de www.treff-sprachreisen.de	10	5			
Deutsches Youth for Understanding Komitee e.V. (YFU) Averhoffstr. 10 22085 Hamburg or: Postfach 76 21 67 22069 Hamburg	Tel. (040) 22 70 02 – 0 Fax (040) 22 70 02 – 27 e-mail. info@yfu.de www.yfu.de	10				X

Exchange Organizations with contacts to the U.S.A.

name / address of exchange organization	phone / fax / e-mail	Lenght of program in months			Priv. High Schools	Financial aid
Adventures in Real Communication (ARC) Flotowstrasse 7 38106 Braunschweig	Tel. (05 31) 34 23 61 Fax (05 31) 34 06 53 e-mail: rfolk@t-online.de	10	5		X	
Advised Studies Sprachreisen GmbH Wiesnerstr. 5 44141 Dortmund	Tel. (02 31) 42 42 88 Fax (02 31) 41 14 51 e-mail: advised-studies@t-online.de www.advised-studies.de	10	5		X	(X)
AFS Interkulturelle Begegnungen e.V. Friedensallee 48 22765 Hamburg or: Postfach 50 01 42 22701 Hamburg	Tel. (040) 39 92 22 – 0 Fax (040) 39 92 22 – 99 e-mail: info@afs.de www.afs.de	10				X
AIYSEP - American International Youth Student Exchange Program Manfred-von-Richthofen-Strasse 6, III. OG 12101 Berlin-Tempelhof or: Kurfürstenallee 72 53177 Bonn	Tel. (0 30) 78 89 97 12 Fax (0 30) 78 89 97 13 Aiysep.germany@aol.com www.aiysep.org	10	5	Summ er: 4,6,8 we.		
AMS Tours GmbH Sprach- und Reisedienst Nachtigallenweg 28 74906 Bad Rappenau	Tel. (0 72 64) 9 17 40 Fax (0 72 64) 78 61 e-mail: ams-tours@t-online.de www.ams-tours.de	10	5		X	
ASPECT Internationale Sprachschulen GmbH Kaiser-Friedrich-Ring 49 65185 Wiesbaden	Tel. 01 80 1 – 97 98 99 Fax (06 11) 89 08 5 85 e-mail: info@aspect-deutschland.de www.aspect-deutschland.de	10	5		X	
ASSIST American Secondary Schools for International Students Siegfriedstrasse 21 40549 Düsseldorf or: Postfach 11 02 14 40502 Düsseldorf	Tel. (02 11) 9 55 96 38 Fax (02 11) 9 55 97 89 e-mail: ASSIST@web.de www.assist-online.net	10			X	X
AYUSA International e.V. Ringstr. 69 12205 Berlin	Tel. (030) 84 39 39 – 0 Fax (030) 84 39 39 39 e-mail: info@ayusa.de www.ayusa.de	10	5		X	X

Bayerischer Jugendring Abt. Internationaler Jugendaustausch Herzog-Heinrich-Str. 7 80336 München or: Postfach 20 05 18 80005 München (for applicants residing in Bavaria)	Tel. (089) 5 14 58 – 0 Fax (089) 5 14 58 – 88 e-mail: abteilung.international@bjr.de www.bjr.de			2,5		
B.E.S.T. (Better Exchange for Student Teenagers) Kuseler Weg 41 40229 Düsseldorf or: Postfach 15 01 22 40078 Düsseldorf	Tel. (02 11) 28 01 18 – 0 Fax (02 11) 21 98 66 e-mail: bestexchange@juno.com www.beststudentexchange.com	10	5			
CAMPS GmbH Gesellschaft für Ferien- und Ausbildungsprogramme mbH Daimlerstr.17 25337 Elmshorn or: Postfach 81 24 25381 Elmshorn (in cooperation with CIEE)	Tel. (0 41 21) 47 29 90 Fax (0 41 21) 47 29 97 e-mail: info@camp.de www.camps.de	10	5		X	
Carl Duisberg Centren gem. GmbH Hansaring 49-51 50670 Köln	Tel. (02 21) 16 26 – 2 41 / 2 48 Fax (02 21) 16 26 – 2 56 e-mail: highschool@cdc.de www.cdc.de	10	5		X	X
Council on International Educational Exchange e.V. (CIEE) Oranienburger Str.13-14 10178 Berlin	Tel. (030) 28 48 59 – 76 Fax (030) 28 09 61 80 e-mail: HighSchool@CouncilExchanges.de www.councilexchanges.org	10	5			
Civitas mundi Begegnung mit Kulturen e.V. Willmandamm 13 10827 Berlin	Tel. (030) 78 70 68 – 12 Fax (030) 78 70 68 – 20 e-mail: info@civitas-mundi.de www.civitas-mundi.de	10	5		Upon request	
Deutsches Youth For Understanding Komitee e.V. (YFU) Averhoffstr. 10 22085 Hamburg or Postfach 76 21 67 22069 Hamburg	Tel. (040) 22 70 02 – 0 Fax (040) 22 70 02 – 27 e-mail: info@yfu.de www.yfu.de	10				X
Dr. Frank Sprachen und Reisen GmbH Kleiner Markt 11 64646 Heppenheim	Tel. (0 62 52) 93 32 – 0 Fax (0 62 52) 93 32 60 e-mail: info@dfsr.de www.dfsr.de	10	5		X	
Educational Exchange International e.V. (EEI) Sedanstr. 31-33 50668 Köln	Tel. (02 21) 7 39 19 58/-68 Fax (02 21) 7 39 19 19 e-mail: info@eei.de www.eei.de	10	5		Upon request	X
EF Education (Deutschland) GmbH Markgrafenstr. 58 10117 Berlin	Tel. (030) 20 34 73 00 Fax (030) 20 34 73 01 e-mail: highschoolyear.de@ef.com www.ef.com	10	5		X	X
ESI Sprach- und Studienreisen GmbH Grundstr.25 74889 Sinsheim	Tel. (0 72 68) 91 13 40 Fax (0 72 68) 91 13 42 Isi-sprachreisen@t-online.de www.isi-sprachreisen.com	10	5			
EUROVACANCES YOUTH EXCHANGE GmbH Gemeinnützige Organisation für internationalen Schüler- und Studentenaustausch Rothenbaumchaussee 5 20148 Hamburg	Tel. (040) 44 70 70 - 0 Fax (040) 44 66 96 e-mail: eurovacances@eurovacances.de www.eurovacances.de	10	5		X	X
EXPERIMENT e.V. Vereinigung für praktisches Zusammenleben der Völker Friesdorfer Strasse 194 a 53175 Bonn	Tel. (02 28) 95 72 2 –15 / - 0 Fax (02 28) 35 82 82 e-mail: highschool.exp-ge@t-online.de www.experiment.org/Germany	10	5			

fee Sprachreisen GmbH Leibnizstr. 3 70193 Stuttgart	Tel. (07 11) 63 80 48 Fax (07 11) 6 36 53 78 e-mail: info@fee-sprachreisen.de www.fee-sprachreisen.de	10	5		X	
Foreign Link around the Globe – FLAG - Wiesengrund 4 53819 Neunkirchen	Tel. (0 22 47) 26 59 Fax (0 22 47) 8 98 15	10	5			
Gemeinnützige Gesellschaft für Internationale Sprachstudien und Kulturaustausch (GGS) e.V. Hölderlinstr. 55 70193 Stuttgart	Tel. / Fax (07 11) 63 21 25	10	5			X
GIIJK Gesellschaft für Internationale Jugendkontakte mbH Baunscheidtstr. 11 53113 Bonn	Tel. (02 28) 95 73 0 - 0 Fax (02 28) 95 73 0 – 10 e-mail: gijk@gijk.de www.gijk.de	10	5		X	X
GIVE Gesellschaft für Internationale Verständigung mbH In der Neckarhelle 127a 69118 Heidelberg	Tel. (0 62 21) 3 89 35 – 0 Fax (0 62 21) 3 89 35 10 e-mail: give@language.de www.language.de/give/	10	5	3		X
Global Cultural Exchange Theodor-Heuss-Strasse 17 67663 Kaiserslautern	Tel. (06 31) 2 85 53 Fax (06 31) 2 85 53 e-mail: larry_zani@compuserve.com	10	5			
GLS Sprachzentrum Kolonnenstr. 26 10829 Berlin (Schöneberg)	Tel. (030) 78 00 89 – 12 Fax (030) 7 87 41 91 e-mail: info@gls-berlin.com www.gls-berlin.com	10	5		X	
House of English Sprachreisen GmbH Hölderlinplatz 2a 70193 Stuttgart	Tel. (07 11) 63 10 89 Fax (07 11) 63 14 37	10	5		X	
ICXchange-Deutschland International Cultural eXchange – Deutschland, Gesellschaft für internationalen Kulturaustausch e.V. Bahnhofstr. 16-18 26122 Oldenburg	Tel. (04 41) 9 23 98 – 0 Fax (04 41) 9 23 98 – 99 e-mail: icx@icxchange.de www.icxchange.de	10	5-6			X
iESP International Exchange and Study Program e.V. Dürenstrasse 3 53173 Bonn (new phone: 0228 – 377 11 68)	Tel. (02 28) 3 68 99 – 0 Fax (02 28) 3 68 99 – 99 e-mail: info@iesp-Germany.org www.iesp-Germany.org	10	5		X	X
International Culture Education & Partner Schloßgasse 17 79112 Freiburg-Opfingen	Tel. (0 76 64) 50 13 14 Fax (0 76 64) 50 13 15 e-mail: ice@schulaufenthalte.de www.schulaufenthalte.de	10	5	3		
Into Schüleraustausch GmbH Ostlandstr.14 50858 Köln	Tel. (0 22 34) 9 46 36 - 0 Fax (0 22 34) 9 46 36 23 e-mail: germany@into.edu www.into.edu	10	5	3	X	X
ISKA-Sprachreisen GmbH Hausener Weg 61 60489 Frankfurt/Main	Tel. (069) 9 78 47 20 Fax (069) 78 30 29 e-mail: ISKA-Sprachreisen@t-online.de www.iska.de	10	5			
ISt Internationale Sprach- und Studienreisen GmbH Stiftsmühle 69080 Heidelberg (in cooperation with CIEE)	Tel. (0 62 21) 89 00 – 120 Fax (0 62 21) 89 00 - 200 e-mail: iSt@sprachreisen.de www.sprachreisen.de	10	5		X	X
i-WAY – Verein für individuelle deutsch – amerikanische Bildungsprogramme e.V. Gleueler Straße 272 50935 Köln	Tel. (02 21) 46 39 47 Fax (02 21) 46 42 14 e-mail: info@i-way-ev.de	10	5		X Only	X
Kompass Sprachreisen GmbH Limburgstr.11b 40235 Düsseldorf	Tel. (02 11) 69 91 30 Fax (02 11) 6 99 13 22 e-mail: info@kompass-sprachreisen.de www.kompass-sprachreisen.de	10	5			X
Kultur life GmbH Kulturaustausch international Jungfernstieg 14 24103 Kiel	Tel. (04 31) 9 30 08 Fax (04 31) 9 30 09 e-mail: info@kultur-life.de www.kultur-life.de	10	5		X	

LSI Language Studies International GmbH Zeil 107 60313 Frankfurt/Main	Tel. (069) 20 30 9 Fax (069) 29 63 39 e-mail: fra@LSI.edu http://de.LSI.edu	10	5		X	
MAP MUNICH ACADEMIC PROGRAM Map Sprachreisen GmbH Türkenstrasse 104 80799 München	Tel. (089) 35 73 79 77 Fax (089) 35 73 79 78 e-mail: highschool@map-sprachreisen.com www.map-sprachreisen.com	10	5		X	X
Oberschulamts Stuttgart - Internationaler Schüleraustausch - Postfach 10 36 42 70031 Stuttgart (for applicants residing in Baden-Württemberg)	Tel. (07 11) 66 70 – 215 / - 291 Fax (07 11) 66 70 – 477			3		
OPEN DOOR Student Exchange e.V. Mechtildisstr.16 50678 Köln (in cooperation with CIEE)	Tel. (02 21) 3 31 99 56 Fax (02 21) 3 31 99 58 e-mail: info@opendoor.de www.opendoor.de	10	5		Upon request	X
Partnership International e.V. Hansaring 85 50670 Köln	Tel. (02 21) 9 13 97 33 Fax (02 21) 9 13 97 34 e-mail: office@partnership.de www.partnership.de	10	5	3		X
Reflections International, Inc. Deutsche Vertretung – Christian Fritsch Ergster Weg 30 58093 Hagen	Tel. (0 23 34) 5 34 80 Fax (0 23 34) 5 34 80 e-mail: fritschri@aol.com	10	5		X	
SHARE International Exchange Programs Vidumstr. 2 49492 Westerkappeln	Tel. (0 54 04) 96 08 12 Fax (0 54 04) 96 08 11 e-mail: info@aartravel.com	10	5			
STEP IN School Programmes GmbH Student Travel and Education Programmes International Augustastrasse 1 53173 Bonn	Tel. (02 28) 9 56 95 – 30 Fax (02 28) 9 56 95 – 39 e-mail: school@step-in.de www.step-in.de	10	5		X	
STS Sprachreisen GmbH Mönckebergstr. 5 20095 Hamburg	Tel. (040) 30 39 99 23 0800 – 1 12 24 26 Fax (040) 30 39 99 08 e-mail: highschool.germany@sts.de www.sts-education.com	10	5			X
TASTE TEEN-AGE STUDENT EXCHANGE PROGRAMM HIGH SCHOOL AUFENTHALTE Kurt-Schumacher-Str. 32 30159 Hannover	Tel. (05 11) 32 99 77 / oder – 88 Fax (05 11) 32 95 15 e-mail: t@stenet.de www.tastenet.de	10	5		Upon request	X
team! Sprachen & Reisen GmbH Bärbroich 35 51429 Bergisch Gladbach	Tel. (0 22 07) 91 13 90 Fax (0 22 07) 91 13 87 e-mail: team@language.de www.language.de/team/	10	5		X	X
Terre des Langues e.V. Sprachreisen Ludwigstr.6 93047 Regensburg	Tel. (09 41) 56 56 02 Fax (09 41) 56 56 04 e-mail: Terre-des-Langues@t-online.de	10	5	3	X	
TREFF International Exchange e.V. Negelerstr. 25 72764 Reutlingen	Tel. (0 71 21) 24 07 47 Fax (0 71 21) 27 04 10 e-mail: treff-sprachreisen@t-online.de www.treff-sprachreisen.de	10	5		X	X
Verein für Internationale Begegnung e.V. (VIB) (in cooperation with Step In) Augustastrasse 1 53173 Bonn	Tel. (02 28) 9 56 95 45 Fax (02 28) 9 56 95 49 e-mail: info@vib.de www.vib.de	10	5			x
Xenos Leadership Exchange im YOUNG-LIFE-BERLIN e.V. Eschershauser Weg 19 i 14163 Berlin (Zehlendorf) (for applicants residing in Berlin)	Tel. (030) 25 29 55 44 Fax (030) 25 29 55 49 e-mail: austausch@young-life-berlin.de	10				X