

Collaborative Agreement Initial Enquiry Form

Information to assist enquiries from potential University of Plymouth New Collaborative Partners - please submit the completed form to articulations@plymouth.ac.uk Please also include any additional documents you wish that you feel would be relevant to the inquiry.

When saving this form, please replace “BLANK” with your institution name.

Thank you for expressing interest to collaborate with the University of Plymouth. The initial enquiry form below has been designed to assist Potential New Partners (PNP) and the University of Plymouth (UoP) to identify the suitable areas for collaboration. In addition, the requested information provides important context to support a wider evaluation of the proposal and enables the UoP to gauge strategic alignment between the institutions. The information provided by the PNP will also help the UoP to determine the potential for programme mapping.

A definition of terms is included at the end of this form.

Initial questions to Potential New Partners		Information to be provided by the Potential New Partner		
Name of the PNP, address, main contact person and contact details.		PNP name: Country: Address: Main contact person: Email: Telephone:		
Link to the website (version of the website in English where available).				
How are programmes delivered? On Campus, Online or a Hybrid (If on campus, confirm locations)				
Where did you hear about the University of Plymouth? E.g. Internet Search, Social Media, Website				
PNP is interested to set up following collaboration/agreements with the UoP, please select from the following:				
<input type="checkbox"/> Articulation (complete Sections A & D)	<input type="checkbox"/> Progression (complete Sections A & D)	<input type="checkbox"/> Study Exchange/ Freemover (complete Sections B & D)	<input type="checkbox"/> TNE Partnership (complete Section E)	<input type="checkbox"/> Other (complete Sections C & D)

Section A	
Proposed areas/subjects for collaboration.	
Names of the programmes proposed for collaboration (with award title) at PNP (include links to webpages if possible).	
Awarding body of the programmes if not awarded by the PNP.	
The language of delivery for the proposed programmes at PNP.	
Entry requirements (including English Language where applicable) to study the proposed PNP's programmes.	
Proposed stage/year of entry to UoP: (e.g. Year 1 of undergraduate or postgraduate programmes = Progression; Year 2 or year 3 of undergraduate or postgraduate programmes = Articulation)	
Proposed academic year for students to start with UoP (i.e. September 2026).	

Cohort size of the programmes at PNP proposed for collaboration and potential number of students from each interested to join UoP (e.g. based on a number of students progressing to UK in the last academic year).	
Are the descriptions of the PNP's programmes, module descriptions and grading system information available in English?	Yes/No
Section B	
Proposed areas/subjects for collaboration.	
The language/s of delivery at PNP (specifically in relation to subjects proposed for collaboration).	
Are at least 60 UK credits taught in English per year?	Yes/No
Are PNP's programme and module descriptions available in English (specifically in relation to subjects proposed for collaboration)?	Yes/No
Proposed study cycle for collaboration (e.g. undergraduate or postgraduate).	
Min. number of credits (modules) students will have to complete at UoP (N.B. maximum possible is 60 UK credits per semester).	
Level of students coming from PNP at the time of study abroad experience (e.g. year 1, year 2 etc.).	
Proposed length of study abroad experience (i.e. 1 semester or 1 year).	

Proposed semester for study abroad experience (sem. 1 or/and sem. 2)	
Proposed academic year/semester in UK for collaboration to start (i.e. sem. 1 of 2026/27).	
Proposed maximum number of students per subject area/agreement per semester (if any).	
Does any of the courses require an ATAS (Academic Technology Approval Scheme) certificate? If so, what are the codes?	
Section C	
Provide details of the collaboration arrangements you would like to propose (additional questions might follow).	
Section D	
Required input from UoP (if any, e.g. guest lectures)?	
Other partners in the UK and forms of collaboration.	
Other countries and form of the partnership (Link to webpage noting International collaboration is acceptable)	

Do the PNP agree to draft the agreement using UoP's template?	
PNP to provide any other key dates in establishing the arrangement, e.g. recruitment periods, Ministry of Education deadlines for the partner, etc.	
Any financial arrangement (i.e. agent fee, discount or scholarship) the PNP would like to propose.	
Section E	
Please summarise your proposal and its strategic fit with the vision and aims of UoP.	
Provide details of the collaboration partnership arrangements you would like to propose: 1) Validated, 2) Co-designed, 3) Contracted Out) and proposed start date for partnership to commence (see definitions below).	
Proposed areas/subjects for collaboration and at what level(s) would this be (Undergraduate/Postgraduate)?	

Proposed student cohort size of the programmes proposed for collaboration.	
Can you identify potential research collaborations? If so, please identify what these are and the subject area.	
Do you currently work with any other UK HEI's? If so, could you provide a summary of these existing collaborative partnerships and a description of how these are managed (i.e. how the responsibilities are shared).	
What are your in-country regulatory or accreditation frameworks for collaborative partnerships?	
Summarise your market analysis to date (including competitor analysis), pricing and delivery models.	
Please outline the financial and resourcing proposals that you are envisaging for any collaboration with us.	

Please can you share any strategic growth plans?	
Who are your competitors offering similar programmes? How do you intend to differentiate your offer and/or increase market share?	
Please provide any further supporting information you would like to share as part of your enquiry.	

Definition of terms:

Articulation Agreement is an arrangement with a partner institution (usually overseas) in which UoP recognises specific credit and advanced standing to cohorts of students completing a named programme to allow articulation to appropriate stage of the programmes identified by UoP staff. Typically programme mapping is required.

Progression Agreement is typically used to record progression routes to first years of the UoP's undergraduate or postgraduate programmes for students who have successfully completed an award (undergraduate degree), an international foundation or pre-Master course at another institution/provider. Typically programme mapping is not required.

MoU (Memorandum of Understanding) shall facilitate discussions between the parties on specific educational projects/areas of collaboration of mutual benefit or interest, with a view to establish the basis on which the parties will collaborate.

Study Exchange Agreement is used for an arrangement when a number of students registered at the UoP and the PNP is exchanged between the institutions and enrolled on their respective Exchange programmes for a maximum period (by agreement) of up to 2 semesters.

Freemover Agreement is an arrangement for a cohort of students who are not seeking to receive a degree award from UoP. Freemover students are not classed as exchange students and are required to pay a tuition fee at the University of Plymouth for the modules they study for a maximum period of up to 2 semesters.

Transnational Education (TNE) is a collaborative partnership where the University works with an external partner organisation (outside of the UK) to deliver University of Plymouth awards. The TNE partner will take responsibility for some, if not all of the delivery of the award with the University retaining the responsibility for quality assurance and awarding decisions. The 3 main models of programme delivery associated with partnerships at the University are: 1. Validated, 2. Co-designed, 3. Contracted-out.

What is a validated award?

A UoP award is developed and delivered by a partner. This model is most commonly associated with regional UK partner colleges but can also be used with TNE partners where they have the resourcing and expertise to develop their own provision with guidance and support from the University.

What is a co-designed award?

This approach takes the principle of a validated award which is designed for delivery at the partner, but with a higher level of university involvement in the design process and a shared delivery model. Shared delivery can take the form of Flying Faculty arrangements where UoP staff travel to the partner to undertake some teaching, and/or UoP staff teaching students from the partner institution remotely using a blended learning approach.

What is a contracted-out award?

Sometimes referred to as Franchise arrangements, this is where a partner will deliver an existing University programme within their own institution. For TNE partners this will require a version of the existing UoP programme to be formally approved for delivery, taking into account the local environment and contextualisation of the programme. For many TNE partners this may be the only type of partnership arrangement authorised by their in-country regulatory frameworks. The partnership development process will determine whether UoP staff are required to teach on these programmes, or more simply retain a quality oversight role in moderation.