



NARAYANA
MEDICAL COLLEGE

International Students Cell

Conducted the meeting to discuss

International Student Admission Strategies

on

Saturday, 31st July, 2021 at 4 pm via zoom online portal

Coordinator



Dr. S. Vijayakumar,
International Students Cell,
Narayana Medical College, Nellore, AP

Deputy Coordinator



Dr. Sivakumar Vijayaraghavalu, Ph.D.
International Students Cell,
Mobile - 8925744196; Office - 0861-2355511 extn 2406;
E-mail - drvshiva@narayanamedicalcollege.com

Circular to conduct International Students Cell Meeting via Zoom Online Portal



Call : 0861 - 2355511
Fax : 0861 - 2317962

July 22, 2021

Circular

International Students Cell Committee Members

An online Zoom meeting will be conducted on July 31, 2021 at 4 pm to formulate strategies for International Students Admission for both Undergraduate and Postgraduate Courses during this pandemic in Narayana Medical College, Nellore. All the International students cell committee members are requested to attend the meeting.

Circulate via email

1. Dr. S. Vijayakumar (Coordinator) – drsvijaykumar@narayanamedicalcollege.com
2. Dr. Sivakumar Vijayaraghavalu (Deputy Coordinator) – drvshiva@narayanamedicalcollege.com
3. Dr. Karunakar Kammula (Advisor) – pharmachem@hotmail.com
4. Dr. Gudur Zain (Advisor) – zain2811@gmail.com/zain.guduru@uky.edu
5. Dr. Ramesh Pathi (Advisor) – rameshgc@gmail.com
6. P. Shasha Sathwik (Member) – drrr_100@yahoo.co.in
7. Sreeram Lahari (Member) – sreeramlahari@gmail.com
8. Saginela Jayathi (Member) – saginelajayathi@gmail.com

A handwritten signature in blue ink, appearing to read 'S. Vijayakumar', with a horizontal line underneath.

Dr. S. Vijayakumar

Coordinator

Address : Chinthareddypalem, Nellore - 524 003, Andhra Pradesh, India.

Website : www.narayanamedicalcollege.com | Email : dean@narayanamedicalcollege.com



International Students Cell (ISC) – Members list.

| S. No. | Name | Designation | Mobile No: | Email ID |
|--------|--|--------------------|--------------|---|
| 1 | Dr. S. Vijaya Kumar | Coordinator | 9848549324 | drsvijaykumar@narayanamedicalcollege.com |
| 2 | Dr.SivaKumar Vijayaraghavulu | Deputy Coordinator | 8925744196 | drvshiva@narayanamedicalcollege.com |
| 3 | Dr.Karunakar Kammula | Advisor | - | nzympwr@sbcglobal.net, pharmchem@hotmail.com |
| 4 | Dr.Guduru Zain (University of Kentucky, USA) | Advisor | +16027587459 | zain2811@gmail.com, zain.guduru@uky.edu |
| 5 | Dr. Ramesh Pathi (Lincoln University, Malaysia) | Advisor | 9849559496 | rameshgic@gmail.com |
| 6 | Pulugundla Sasha Sathwik | Student Member | 8978187847 | drr_100@yahoo.co.in |
| 7 | Sreeram Lahari | Student Member | 9063050648 | sreeramlahari@gmail.com |
| 8 | Saginelajayanthi | Student Member | 9491266094 | saginelajayathi@gmail.com |

ISC meeting Attendees

- 1. Dr. S. Vijayakumar, Coordinator, ISC, Narayana Medical College, Nellore, Andhra Pradesh.**
- 2. Dr. Sivakumar Vijayaraghavalu, Deputy Coordinator, ISC, Narayana Medical College, Nellore, Andhra Pradesh.**
- 3. Dr. Gudur Zain, Advisor, Assistant Professor University of Kentucky, Lexington, Kentucky.**
- 4. Dr. Ramesh Pathi, Advisor, Director, International Partnerships & Admissions, Lincoln University, Malaysia.**
- 5. Pulugundla Sasha Sathwik, Member, ISC, Narayana Medical College, Nellore, Andhra Pradesh.**
- 6. Sreeram lahari, Member, ISC, Narayana Medical College, Nellore, Andhra Pradesh.**
- 7. Saginela Jayanthi, Member, ISC, Narayana Medical College, Nellore, Andhra Pradesh.**

The Deputy coordinator convened the meeting with the permission of the ISC coordinator. He commenced the meeting with welcome note as follows -

Good evening and greetings to the members of ISC. The committee is composed of highly accomplished eminent faculties as advisors such as Dr. Gudur Zain; Dr. Ramesh Pathi and Dr. Karnakar Kammula. The student members are P. Shasha Sathwik; Sreeram Lahari and Saginela Jayathi. I, Dr. Sivakumar Vijayaraghavalu, Deputy coordinator of this committee; welcome you all on behalf of Narayana Medical College and our Coordinator of this committee - Dr. S. Vijaykumar.

Let me briefly introduce Dr. Zain to you all. He is currently working as Assistant professor in the University of Kentucky (UK), Lexington, Kentucky. He is — an adult Neurologist, specialized in movement disorders. He has special interest in early diagnosis of Parkinson's disease, surgical treatment options for Parkinson's disease, botulinum toxin injections in dystonia and Medical Education.

He was born and brought up in India, where he did his medical school from Rangaraya Medical College, Kakinada, Andhra Pradesh. Then he moved to US to pursue his further training. He did his Internal medicine residency from Albert Einstein Medical Center, New York. After that he completed the residency in Neurology from Allegheny General Hospital, Pittsburgh. After completing his fellowship (2017) in

movement disorders from Augusta University, USA; he joined Univ. of Kentucky, where in addition to the clinical and research responsibilities, serves as director for Neurology Residency Program.

He has been instrumental in **developing the Clinical Student Exchange Agreement between Narayana** Medical College and University of Kentucky in 2019. We are proud and happy to have you as our advisor in ISC and welcome you to this meeting.

Another very proud and down to earth advisor in our ISC is — Dr. Ramesh Pathi. He has three decades of experience in overseas education. He is the trusted partner of UK high commission in India for student visas. He was honored for his services to UK education and collaborations by **Queen Elizabeth in the year 2012.**

Currently he is the director for **International Partnerships and Admissions**, Lincoln University Malaysia.

He is the CEO, Hyderabad Institute of overseas studies; an organization that helps aspiring students to join top ranking institutions across the globe. He is also CEO for Go-International Careers; another organization that places students for higher education in various countries such as Australia, Canada, Ireland, Malaysia, New Zealand, UK and USA. We are highly honored to have you as advisor in our ISC.

Despite his extreme busy schedule; he allotted time for this meeting at a short notice; which in turn motivated us in the first hand to arrange this meeting. Thank you very much sir.

Dr. Karunakar Kammula another advisor of our cell; is from Pharmacy background and he is currently USA and not available for today's meeting.

In this foot path; I request our students; the future eminent doctors or legends to introduce themselves one after the another to start with **Sathwik, Lahari and then Jayathi**. The students thanked the ISC for giving them the opportunity and introduced themselves. Then the deputy coordinator introduced himself briefly as follows –

I did my research in nanomedicine in the world's top ranking institution Cleveland Clinic, Ohio, USA; for one and half decade. I was successful with an invention and an innovator award and currently working as professor and head of Narayana Translational Research Center, which includes a clinical research division, basic research division and animal house facility.

Our beloved academic coordinator, Dr. S. Vijaykumar, is well known both nationally and internationally; he was the brain behind forming ISC; with this say, we can move on to discussion on strategies that are needed for International student admission in our UG and PG courses. Let's hear our advisors and then our student community can also throw some idea in to it.

Dr. Sivakumar Vijayaraghavalu requested Dr. Gudur Zain and Dr. Ramesh Pathi to advise some strategies that could attract international student population to pursue their medical degree (UG & PG) in our institution.

He further told that international student recruitment is highly competitive; prospective students have range of possible options to choose pan-across the globe. Hence, appropriate strategies are necessary to attract student population and requested the advisors to throw some light on it.

Dr. Zain, greeted all the ISC members and thanked the management and felt it as a great honor to work with Narayana Medical College. He told that he earlier worked with Dr. S. Vijaykumar, our academic coordinator for affiliation to be done between Univ. of Kentucky and our organization. As a strategy it will be better to organize a conference through which the institute can be better known to the world. He told that would be a better strategy to get collaborations and affiliations. He further told that the agreement between — University of Kentucky and Narayana Medical College is basically a student exchange program. Similar MoU's can be signed with other institutions across the globe. Another strategy is to conduct online/offline conferences with eminent international speakers thereby can increase the institute visibility among the student community. Another idea is promoting clinical rotation in foreign (American) universities; thereby they will get different exposure and could be useful later to get residency in US medical institutions.

The deputy coordinator requested Dr. Ramesh Pathi also to share his ideas. Dr. Ramesh told that he is very much honored to be meet Dr. Zain and other members in this platform. He emphasized the importance of partnerships as explained by Dr. Zain. He told that many of the Malaysian Universities are building partnerships and attracting the international students and also offer training for USMLE and

other licensing exams in different countries. He insisted that Narayana Medical College can have more partnerships to attract students and it can act as a springboard for international students; to get degree and go back to their respective countries; and they will be an ambassador for Narayana. Further he compared the fee structure in Western medical universities vs. Malaysian and other Asian countries. He told that cost of education is much cheaper in Asian countries; this can be good selling point and the Malaysian universities are competing with the Western Universities in this scenario and attracts lot of foreign students. This strategy can be adopted by your institution. Further he told that in his University (Lincoln University, Malaysia) the fee structure reduced by 50% for Indian students. Further, they are advertising and attracting American students and students from all over the globe to study in Malaysia. He told they also give them training to clear the USMLE; this strategy has increased the student pool and he told that it could be good selling point and can be implemented in Narayana Medical College also.

Additionally, he enlisted the following – 1. Creating a good website or page exclusively for international students with all the required information. 2. Mail marketing – sending routine email advertisements to international pool of students. 3. Incentives to Alumni for recommending the students to the institution; 4. Effective usage of social media – it can be done in many ways; since technological advancement is at its peak we all should use it. People in the age range of 16 - 25 years are mostly spending their time on mobile phones; so the digital marketing will be highly effective.

Dr. Sivakumar commented in line with Dr. Ramesh quoting a study by Campus Technology, 5% decline in the student enrollment in US the institution lost \$ 250M in an academic year. But this more than money, the diversified student pool and the global ties are more valued. For us also global ties are highly significant because this will develop future collaborations which in turn can promote research and innovation; and the alumni will be an ambassador for the institution.

Dr. Zain, also re-emphasized on the statements of Dr. Sivakumar; as well about Dr. Ramesh Pathi statement on Alumni as ambassadors. Moreover, once a student obtains a medical degree from foreign

institution; the equivalent exit exam should be given in India otherwise the degree may not be of value; so it should be advised to students prior sending abroad.

Dr. Ramesh, insisted that students before joining foreign universities should clear NEET exams, by that without much complications they can write the exit exam in India. Dr. Sivakumar asked any other strategies other than digital marketing; for that Dr. Ramesh told instead of focusing only on American or other Western Universities; the Indian Medical Institutions can also focus on Middle East students; he told that they have lot of enquiries for Malaysian Universities. Further he told that the goal of students from Gulf countries are not to settle down in India. But to use it as a spring board to go to Western countries or to Gulf countries itself. The institution should identify a region or country(ies) and devise strategies accordingly to attract the students. To materialize it; the medical college can get the recognition from different countries; thereby without much of a hassle; post degree students can go back to their respective countries and practice medicine. For, example Lincoln university has recognition from more than 50 different countries. He told that Nepal is attracting many international students using the same strategy. He told that you can focus more on attracting students from Indian sub-continent itself. He further advised that you should have a dedicated team for it and should have an IT based platform.

Dr. Zain told that the concept of diversity and inclusion is becoming ideology worldwide. He narrated his personal experience; when he reached USA from India; he happened to work with professionals from all over the world; it by self is lot of education. This helps me to be a better doctor in a diversified environment.

Dr. Sivakumar thanked both the advisors for their valuable inputs. Dr. Ramesh Pathi added one more suggestion – that the student video about the institution can be strategy that could be play a significant role in attracting the International students. The videos can be about the institution and extracurricular activities. The campus tour on the website highlighting the strength of the university. As far as attracting international students the synergy of many strategies should be followed rather than a monotonous idea and it should be changed with time.

Dr. Sivakumar welcomed any comments from student members – Sathwik, told that he dreamt about joining a medical college and he chose Narayana Medical College for its excellent infrastructure and highly qualified teaching professionals. He told that our college is best place to learn and to get research exposure. He was proudly told that our college is a green campus. It's not only for education; it also promotes extracurricular activities. Dr. Zain appreciated him and greeted him for his future. Dr. Zain further told that if I am a parent or a student willing to join your institution; on par with education, will also think about the safety, whether you institute is a safe place for education. He told that safety should be emphasized to attract international students.

Then another student Saginela Jayathi started shared her comments as follows – I selected this college first of all based on the four main topics – 1. Good Teaching Faculty; 2. Co-curricular activities; 3. Research and 4. Infrastructure. She told that we have very good staff, we are exposed to research in the first year onwards; then on infrastructure – our institution is a 150-acre campus with Gym, play grounds, male and female hostel facilities and other amenities and our staff are publishing articles in international journals and I am very happy to be a student in this institution.

Finally, Sreeram Lahari proudly highlighted the strengths of Narayana Medical College, she added that Narayana Medical College is more safe to study; ragging in any form is strictly prohibited and any such activities are condemned. Hence being a first year student; I feel safe and comfortable and it also one of the reasons for selecting this college. Finally, Dr. Sivakumar concluded the meeting with a vote of thanks. He thanked the advisors for sharing their invaluable time and thanked the organization, coordinator Dr. S. Vijaykumar for giving an opportunity to be a part of this team; as well the student members – the proud representatives of our institution.

| | | |
|---|--|--|
| <p>Dr. Gudur Zain, Advisor, ISC University of Kentucky, USA</p> | <p>Dr. Sivakumar, Deputy coordinator, ISC</p> | <p>Pulugundla Sasha Sathwik, Member, ISC</p> |
|  <p>zgu226</p> |  <p>nmcliveclass4@narayanag...</p> |  <p>Sathwik</p> |
|  <p>189</p> |  <p>Ramesh Pathi</p> |  <p>209</p> |
| <p>Saginela Jayanthi, Member, ISC</p> | <p>Dr. Ramesh Pathi, Advisor, ISC Lincoln University, Malaysia</p> | <p>Sreeram Lahari, Member, ISC</p> |

ISC online meeting via zoom – Screen shot from the recording