

Managing College Enrollments 53 (Higher education series, no 53)

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Managing College Enrollments

Don Hossler



Managing College Enrollments:

Handbook of Strategic Enrollment Management Don Hossler, Bob Bontrager, 2014-09-19 Improve student enrollment outcomes and meet institutional goals through the effective management of student enrollments Published with the American Association for Collegiate Registrars and Admissions Officers AACRAO the Handbook of Strategic Enrollment Management is the comprehensive text on the policies strategies practices that shape postsecondary enrollments This volume combines relevant theories and research with applied chapters on the management of offices such as admissions financial aid and the registrar to provide a comprehensive guide to the complex world of Strategic Enrollment Management SEM SEM focuses on achieving enrollment goals and sustaining institutional revenue and serving the needs of students It provides insights into the ways SEM is practiced across four year institutions community colleges and professional schools More than just an enhanced approach to admissions and financial aid SEM examines the student's entire educational cycle From entry through graduation this volume helps SEM professionals and graduate students interested in enrollment management to anticipate change and balancing the goals of revenue access diversity and prestige The Handbook of Strategic Enrollment Management Provides an overview of the thinking of leading practitioners that comprise SEM organizations including marketing recruitment and admissions tuition pricing financial aid the registrar's role academic advising and retention Includes up to date research on current issues in SEM including college choice financial aid student persistence and the effective use of technology Guides readers creating strategic enrollment organizations that fit the unique history culture and policy context of your campus Strategic enrollment management has become one of the most important administrative areas in postsecondary education and it is being adopted in countries around the globe The Handbook of Strategic Enrollment Management is for anyone in enrollment management admissions financial aid registration and records orientation marketing and institutional research who wish to enhance the health and vitality of his or her institution It is also an excellent text for graduate programs in higher education and student affairs

Strategies for Effective Enrollment Management Frank R. Kemerer, J. Victor Baldridge, Kenneth C. Green, 1982

Enrollment Management Don Hossler, 1984

Enrollment management is discussed with focus on the expanding role of admissions professions and their increasing impact on institutional policymaking Enrollment management influences the size shape and characteristics of a student body by directing student marketing and recruitment as well as pricing and financial aid Attention is also directed to reasons why enrollment managers need to exert a strong influence on academic and career advising academic assistance programs institutional research orientation retention programs and student services Chapters cover the following topics the demand for higher education college choice the effects of pricing and financial aid on attendance recruiting high school graduates retaining students current research on the impact of college on students cognitive and noncognitive growth the impact of different kinds of colleges the outcomes of higher education and the future of enrollment management The following

educational outcomes are considered the significance of higher education over a lifetime economic and noneconomic benefits of higher education and consumptive benefits One chapter was contributed by Terry E Williams Recruiting Graduates Understanding Student Institution Fit A bibliography is included SW **Creating Effective Enrollment Management Systems** Don Hossler,1986 **Understanding Enrollment Management** Donald Hossler,Jerome Lucido,2020-03-19

The Strategic Management of College Enrollments Don Hossler,John P. Bean,1990-11-16 Building comprehensive enrollment management systems understanding and designing information systems by Nick Vesper Case study how information systems support enrollment management by Mariea T Noblitt Enrollment management in action by Barry Abrams Marsha Krotseng Don Hossler Tailoring enrollment management to institutional needs advice to campus leaders by John P Bean Don Hossler **A Practical Guide to Enrollment and Retention Management in Higher Education** Marguerite J. Dennis,1998-09-24 Practical and applicable suggestions are given to the reader on how to write and implement a marketing plan how to design effective publications and the role of advertising in college enrollment The author stresses the importance of financial aid in enrollment and retention management Suggestions are given on how to integrate financial aid into the marketing admissions and retention management programs The elements of an effective financial counseling and debt management program are given The importance of retention management in enrollment management and the elements of a successful retention management program provide the reader with suggestions on how to integrate the two programs The inclusion of over 40 retention management suggestions offers higher education administrators a practical formula for implementing effective retention management programs *Enrollment Management* Perry R. Rettig,2021-07-01 University leaders both senior leadership and boards of trustees are desperately looking for answers to enrollment concerns across the nation This book is written by current practitioners in the field These people live enrollment management every day they know the field They can talk to lay leaders from a practitioner s perspective Readers will enjoy reading a book that helps them to quickly understand enrollment management and how to quickly make a difference *Lessons from the NFL for Managing College Enrollment* Jerome A. Lucido,2013 How colleges determine who is recruited who merits admission who receives student aid and of what variety which classes are offered and when and what kind of assistance is provided to students all comprise a complex system and an emerging field known as enrollment management Outside of the world of higher education administration however the term enrollment management has little meaning But as the United States looks to increase the percentage its population entering and graduating from college this larger process must be more fully understood That colleges manage their enrollments only makes sense After all enrollments make up the bulk of institutional revenue at universities and colleges and students bring the energy diversity and talent that comprise the potential for learning and academic success So it is to be expected that colleges and universities will manage enrollments to meet their particular missions needs and interests What can be said however about the way college enrollments are managed on behalf

of the public and national interest This paper addresses this question by examining institutional enrollment goals and the enrollment decisions and strategies that are used in service to them Further the paper addresses how institutional goals may be directed in greater measure toward the public interest In doing so a framework is provided for better public information and more informed public policy with respect to college enrollment in the United States Specifically this paper begins with a focus on the imbalance in higher education results in relation to the educational attainment needs of the country Next it identifies fundamental conditions to which institutions respond when establishing enrollment goals and highlights the strategies that enrollment managers employ in balancing the competing demands of equality of opportunity with institutional ambitions and revenue requirements The paper establishes that enrollment strategies favor economically advantaged students and identifies public disinvestment poor economic conditions and the highly competitive positional marketplace of higher education as factors that drive enrollment strategies and lead to lopsided educational results for the nation It then takes a novel turn by adapting the unlikely example of the National Football League as a promising model to moderate harmful competition regain public trust and focus on educational results as measures of quality as opposed to the present rankings centered emphasis on characteristics of the incoming student body It s common knowledge that the NFL establishes rules that temper competitive practices that could harm the game of football and its member franchises The intent of these rules is to focus competition on the field of play contain costs and permit small market teams to compete with those teams with greater resources Drawing on this example this paper develops the concept of a league of member institutions to establish mechanisms of public information public policy and institutional goal setting in order to focus attention on educational results and broaden the service of higher education to the nation It also calls on education policymakers and others to provide favorable conditions to allow such cooperation to occur Specifically this paper suggests that American higher education would be more inclusive and results driven if colleges and universities formed a league to establish rules of competition and progress in the public interest The goals of this Higher Education League would be broader participation increased rates of success and reduced costs This paper concludes by suggesting that higher education leaders public policymakers philanthropic foundations corporate entities and others engage in and support the exploration formation and start up of the league Contains 35 endnotes This paper was written with the assistance of Sandy Baum Robert Frank Don Heller Don Hossler David Kalsbeek and William Tierney **Higher Education on the Brink** Alicia B.

Harvey-Smith,2022-02-28 Higher education as we have known it has now and forever dramatically changed and so must the previous models that we once held dear Leaders must take a fresh look at how their institutions design implement and measure practices in strategic enrollment management and expand the model as never before Higher Education on the Brink Reimagining Strategic Enrollment Management in Colleges and Universities combines strategies for enrollment enhancement with significant support for development of alternative revenue streams for overall sustainability and growth It

introduces a new model for launching highly engaged strategic planning processes for colleges and universities With current real world examples the book details how colleges can be guided by integrated strategic planning processes to recalibrate efforts that yield key results The major difference in this work is an exacting focus on organizational culture and each facet that defines it As colleges and universities place new focus on strategically re imagining higher education and their role in it Higher Education on the Brink will serve as a guide for determining what difficult questions need to be asked and how to answer those questions in a manner that will position the college for the future with support from the college community generating increased opportunities for student and operational success

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