

NEW DIRECTIONS FOR STUDENT SERVICES



# The Role Student Aid Plays in Enrollment Management

Michael D. Coomes  
EDITOR

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# Role Student Aid Plays In Enrollment Management

**Holley A. Belch**



### **Role Student Aid Plays In Enrollment Management:**

*The Role Student Aid Plays in Enrollment Management* Michael D. Coomes, 2000-04-19 Student financial aid has always been burdened by a complex interplay of institutional needs and public policy goals. But in the past decade that interplay has been complicated by rising college costs, increased consumerism, and the use of financial aid to meet both student needs and campus enrollment goals. This volume helps to explain the often conflicting relationship between student aid and enrollment management and helps administrators sort out the factors most critical to effective student aid and enrollment policies. The chapters examine the political and cultural context that influences decisions about student aid and enrollment management, the special enrollment management challenges facing independent colleges, and some alternative methods for financing a college education. The authors also provide an extensive review of the research on the impact of student aid on recruitment and retention, offer recommendations for ethical enrollment planning, and furnish a valuable list of resources for enrollment planners, researchers, and policymakers. This is the 89th issue of the quarterly journal *New Directions for Student Services*.

**Handbook of Strategic Enrollment Management** Don Hossler, Bob Bontrager, 2014-10-20 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, and 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 balance 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 in 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      Controversies in Affirmative Action James A. Beckman, 2014-07-23 An engaging and eclectic collection of essays from leading scholars on the subject which looks at affirmative action past and present analyzes its efficacy its legacy and its role in the future of the United States This comprehensive three volume set explores the ways the United States has interpreted affirmative action and probes the effects of the policy from the perspectives of economics law philosophy psychology sociology political science and race relations Expert contributors tackle a host of knotty issues ranging from the history of affirmative action to the theories underpinning it They show how affirmative action has been implemented over the years discuss its legality and constitutionality and speculate about its future Volume one traces the origin and evolution of affirmative action Volume two discusses modern applications and debates and volume three delves into such areas as international practices and critical race theory Standalone essays link cause and effect and past and present as they tackle intriguing and important questions When does affirmative action become reverse discrimination How many decades are too many for a temporary policy to remain in existence Does race or gender based affirmative action violate the equal protection of law guaranteed by the Fourteenth Amendment In raising such issues the work encourages readers to come to their own conclusions about the policy and its future application      **Student Affairs for Academic Administrators** T. Lynn Hogan, 2023-07-03 Co published with In these days when every college or university needs to make the best use of resources Student Affairs for Academic Administrators is intended to help academic administrators make the best use of one vital campus resource student affairs By providing this concise introduction to student affairs as a discipline and a profession the authors of this volume provide a foundation for working together to improve the student experience and enhance learning Since academic administrators typically come up through the faculty ranks they are unlikely to have a good grasp of what their student affairs colleagues bring to the common work of education To provide a better understanding the chapters in this volume cover topics such as The history of student affairs and functions typically associated with student affairs divisions Current thinking and research in student development theory Theoretical constructs underlying contemporary student affairs practice and ways to employ these theories in academic administration Diversity issues and their impact on student outcomes in the collegiate environment After a chapter on how to build successful collaborations between academic affairs and student affairs two final chapters explore specific examples of how such collaborations work in practice Academic honor codes and undergraduate research While written for academic administrators the book also provides valuable insights for those in student affairs seeking to improve understanding and facilitate collaboration with colleagues in academic affairs      **Serving Students with Disabilities** Holley A. Belch, 2011-09-28 This issue examines what student services professionals can do to ensure the success of the growing population of students with disabilities The contributors explore the critical role that community and dignity play in creating a meaningful educational experience for students with disabilities and show how to

help these students gain meaningful access and full participation in campus activities In addition to such common concerns as fulfilling legal requirements and overcoming architectural barriers the contributors also address a full range of important issues such as effective approaches to recruitment and retention strategies for career and academic advising and the impact of financial resources on funding programs and services This is the 91st issue of the quarterly journal *New Directions for Student Services*

**The Finance of Higher Education** Michael B. Paulsen, John C. Smart, 2001 A wide ranging examination of the governmental and institutional policies and practices and essential theories and areas of research that in combination establish the foundation explore and extend the boundaries and expand the base of knowledge in the field of higher education finance

**Higher Education in the United States** James J. F. Forest, Kevin Kinser, 2002-06-21 Surveys the changing landscape of American higher education from academic freedom to virtual universities from campus crime to Pell Grants from the Student Privacy Act to student diversity In the years following World War II college and university enrollment doubled students revolted faculty unionized and community colleges evolved Tuition and technology soared as did the number of first generation minority and women students These changes radically transformed the American system of postsecondary education Today that system is in trouble Its aging professoriate prepares for retirement but low academic salaries can no longer attract the best minds to replace them A flood of corporate dollars funds commercial research but money for basic research the seedbed of American scientific preeminence has dried up Colleges and universities also face heated competition with for profit education providers for students faculty and external financial support along with the costs of providing remedial education to growing numbers of students who are unprepared for postsecondary education

**Higher Education in the United States** provides a comprehensive analysis of these issues and others that scholars and practitioners of higher education study discuss and grapple with on a daily basis

**The Handbook of Institutional Research** Richard D. Howard, Gerald W. McLaughlin, William E. Knight, 2012-06-28 Institutional research is more relevant today than ever before as growing pressures for improved student learning and increased institutional accountability motivate higher education to effectively use ever expanding data and information resources As the most current and comprehensive volume on the topic the Handbook describes the fundamental knowledge techniques and strategies that define institutional research The book contains an overview of the profession and its history examines how institutional research supports executive and academic leadership and governance and discusses the varied ways data from federal state and campus sources are used by research professionals With contributions from leading experts in the field this important resource reviews the analytic tools techniques and methodologies used by institutional researchers in their professional practice and covers a wide range of topics such as conducting institutional research statistical applications comparative analyses quality control systems measuring student faculty and staff opinions and management activities designed to improve organizational effectiveness

**New Directions for Student Services, 1997-2014: Glancing Back,**

**Looking Forward** Elizabeth J. Whitt, John H. Schuh, 2015-10-05 Student affairs has changed greatly in the almost twenty years that the series editors have been managing New Directions for Student Services This volume provides a look back at this period of time from 1997 through 2014 with topical chapters focused on trends in student affairs during the past two decades changes in students and the most effective student affairs responses progress and recommendations for assessment in student affairs and challenges with and skills needed for digital technologies finance and budgets and staff preparation The volume concludes with a look into the future of student affairs practice based in part on the lessons learned from looking at the recent past This is the 151st volume of this Jossey Bass higher education quarterly series An indispensable resource for vice presidents of student affairs deans of students student counselors and other student services professionals New Directions for Student Services offers guidelines and programs for aiding students in their total development emotional social physical and intellectual

**Lifting the Veil on Enrollment Management** Stephen J. Burd, 2024-05-23 A shrewd examination and critique of an industry that exerts a far reaching influence on college admissions in the United States

**Student Services** John H. Schuh, Susan R. Jones, Vasti Torres, 2016-10-24 The bestselling student affairs text updated for today's evolving campus Student Services is the classic comprehensive text for graduate students in student affairs written by top scholars and practitioners in the field Accessible and theoretically grounded this book reflects the realities of contemporary practice in student affairs This new sixth edition has been updated throughout to align with current scholarship and expanded with four new chapters on student development crisis management programming and applications Twenty new authors join the roster of expert contributors bringing new perspective on critical issues such as ethical standards campus culture psychosocial development student retention assessment and evaluation and much more End of chapter questions help reinforce the material presented and unique coverage of critical theoretical perspectives counseling and helping skills advising leadership environmental theories and other useful topics make this book a foundational resource for those preparing for a student affairs career The student affairs staff has the responsibility for a vast array of services and support roles for students on every type of campus This book provides a thorough overview of the field's many facets with invaluable real world insight from leading practitioners Understand the theoretical bases of development learning identity and change Delve into the organizational frameworks vital to any institution Learn the historical context of higher education and the student affairs role Master essential competencies including professionalism supervision crisis management and more As colleges and universities offer more and more services to an increasingly diverse student population the responsibility for these programs falls to student affairs educators The role requires a broad skill set and conceptual grounding in a number of disciplines Student Services provides the most complete overview of the foundations philosophies ethics and theories that guide today's student affairs professional

**Applying Economics to Institutional Research** Robert K. Toutkoushian, 2007-02-02 This volume provides an overview of the many ways that economic concepts models and

methods have been and can be applied to higher education problems encountered in institutional research The chapter authors are uniquely qualified to provide this perspective all are higher education researchers who have received graduate training in economics and have substantial experience working directly in institutional research The chapters in this volume focus on the economist s perspective on education costs and revenues how economics can inform enrollment management efforts and how institutional researchers can use economics to understand labor market issues for faculty This is the 132nd issue of New Directions for Institutional Research a quarterly journal published by Jossey Bass Click to view the entire listing of titles for New Directions for Institutional Research

**Serving the Millennial Generation** Michael D. Coomes, Robert DeBard, 2011-10-14 By 2012 total college enrollment is projected to exceed 15.8 million and a new generation of students and their attitudes beliefs and behaviors will be in the forefront of this enrollment boom Now is the time for student affairs practitioners to consider new learning and service strategies rethink student development theories and modify educational environments This volume provides a foundation for understanding the incoming generation of students and to offer suggestions on how to educate and serve them more effectively This best selling issue is the 106th volume of the Jossey Bass higher education report New Directions for Student Services

*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

*Benchmarking in Institutional Research* Gary D. Levy, Nicolas A. Valcik, 2012-12-21 While the term benchmarking is commonplace nowadays in institutional research and higher education less common is a solid understanding of what it really means and how it has been and can be used effectively This volume begins by defining benchmarking as a strategic and structured approach whereby an organization compares aspects of its processes and or outcomes to those of another organization or set of organizations to identify opportunities for improvement Building on this definition the chapters provide a brief history of the evolution and emergence of benchmarking in general and in higher education in particular The authors apply benchmarking to Enrollment management and student success Institutional effectiveness The potential economic impact of higher education institutions on their host communities They look at the use of national external survey data in institutional benchmarking and selection of peer institutions introduce multivariate statistical methodologies for guiding that selection and consider a novel application of baseball sabermetric methods The volume offers a solid starting point for those new to benchmarking in higher education and provides examples of current best practices and prospective new directions This is the 156th volume of this Jossey Bass series Always timely and comprehensive New Directions for Institutional Research provides planners and administrators in all types of academic institutions with guidelines in such areas as resource coordination information analysis program

evaluation and institutional management

**Encyclopedia of Education Economics and Finance** Dominic J.

Brewer, Lawrence O. Picus, 2014-08-25 Economics can be a lens for understanding the behavior of schools districts states and nations in meeting education needs of their populaces as well as for understanding the individual decisions made by administrators teachers and students Insights from economics help decision makers at the state level understand how to raise and distribute funds for public schools in an equitable manner for both schools and taxpayers Economics also can assist researchers in analyzing effects of school spending and teacher compensation on student outcomes And economics can provide important insights into public debates on issues such as whether to offer vouchers for subsidizing student attendance at private schools This two volume encyclopedia contains over 300 entries by experts in the field that cover these issues and more Features This work of 2 volumes in both print and electronic formats contains 300 350 signed entries by significant figures in the field Entries conclude with cross references and suggestions for further readings to guide students to in depth resources Although organized in A to Z fashion a thematic Reader s Guide in the front matter groups related entries by topic Also in the front matter a chronology provides students with historical perspective on the development of education economics and finance as a field of study The entire work concludes with a Resources appendix and a comprehensive Index In the electronic version the index Reader s Guide and cross references combine to provide effective search and browse capabilities Color by Number Art Munin, 2023-07-03

Many deny that racism remains pervasive in America today How can we open eyes to the continuing disadvantages that keep many people of color from fulfilling their potential and having an equal chance to achieve the American Dream By presenting the impact of racism on the most innocent and powerless members of society children of color in the form of statistics this book aims to change attitudes and perceptions Children have no say about where they are born or what school they attend They have no control over whether or not they get medical treatment when they fall ill They can t avoid exposure if their home is in a community blighted by pollution The questions this book poses are What responsibility do we expect children to take for their life circumstances Do those conditions blight their futures If they aren t responsible who is Are some in society privileged and complicit in denying people of color the advantages and protections from harm most of us take for granted Through the cumulative effect of official statistics rather than the more usual reliance on anecdote by taking a show me the numbers approach this book will open minds start conversations and even prompt readers to take action While the numbers are official they are often hard to find because they are scattered across so many sources Art Munin has not only done the research but shows the reader how to locate data on racial and socio economic disparities and develop her or his own case or classroom project Color by Number takes as its metaphorical point of departure the familiar children s activity of that name Art Munin has painstakingly researched and gathered the numbers and has filled in the spaces to reveal the hidden picture of racism in America from the perspectives of health the environment the law and education This book is intended as a fact based antiracism text for diversity and social



justice courses and as a resource for diversity and social justice educators as they craft their race racism and White privilege curricula Art Munin's multidisciplinary approach drawing on scholarly work from medicine law sociology psychology and education provides the reader with a comprehensive way to understand the pervasiveness of racism **Prioritizing**

**Enrollment Management** Jason L. Meriwether, 2024-09-16 By blending norm challenging robust discussion on enrollment management with practical guidance for administrative and academic leaders this book seeks to tackle long standing issues of recruitment retention persistence and completion in higher education Traditional service delivery and the notion of what we have always done is no longer adequate for a new generation of college students within the evolving landscape of higher education This text will redefine current approaches strategies timelines and infrastructure for encouraging student success communication and delivery of student services in unique campus settings Readers will be challenged to adapt to the shifting paradigm of enrollment management as a constant priority for university leaders who seek to shift create or revise enrollment planning Discussion and recommendations in this book will reveal how a collaborative enrollment model that remains in sync with the academic enterprise can increase recruitment yield improve student success outcomes and impact generation of revenue This text will provide a relevant and practical framework that guides campus policymakers to integrate academic prioritization strategic enrollment planning student services and policies while emphasizing collaboration to achieve long term and measurable outcomes **Cincinnati Magazine**, 2009-08 Cincinnati Magazine taps into the DNA of

the city exploring shopping dining living and culture and giving readers a ringside seat on the issues shaping the region

Working with Asian American College Students Marylu K. McEwen, 2002-04-02 Leading off this volume three undergraduate Asian American students share their experiences in college In subsequent chapters authors highlight the diversity of Asian American college students analyze the model minority myth and the stereotype of the perfidious foreigner and point out the need to consider the racial identity and racial consciousness of Asian American students Various authors propose a model of Asian American student development address issues of Asian Americans who are at educational risk discuss the importance of integration and collaboration between student affairs and Asian American studies programs and offer strategies for developing socially conscious Asian American student leaders Two authors who wrote about Asian American college students in 1987 reflect on the preceding chapters and provide suggestions for more effective work with Asian American students With an extensive list of resources ranging from associations and media to policy reports and landmark scholarly works this volume is a valuable guide to student services practitioners and researchers alike This is the 97th volume in the Jossey Bass quarterly report series New Directions For Student Services

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