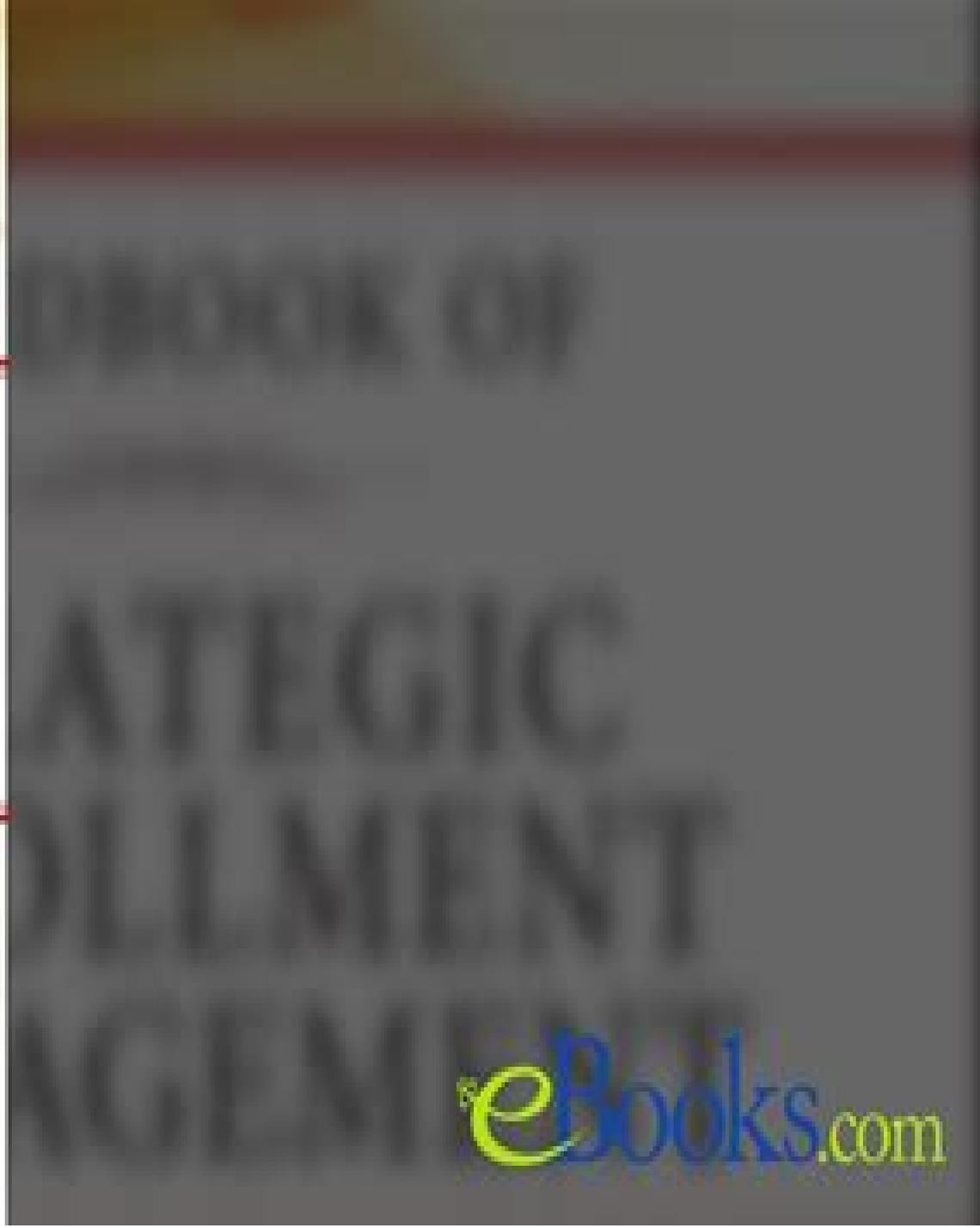




HANDBOOK OF

STRATEGIC
ENROLLMENT
MANAGEMENT

DON HOSSLER BOB BONTRAGER
AND ASSOCIATES



Handbook Of Strategic Enrollment Management By Don Hossler

Deirdre McDonald Greene



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Handbook for the College Admissions Profession Claire C. Swann, 1998-04-23 Through expert essays this handbook covers all aspects of the admissions process from a historical overview to a guide to future trends Both new and experienced admissions officers and educational administrators will find here essential tools for successfully recruiting and enrolling a desirable mix of students for their institutions This handbook has been prepared by the foremost leaders in the college admissions profession under the auspices of the American Association of Registrars and Admissions Officers Topics include the dilemma of quantity versus quality in admissions recruiting understanding enrollment management marketing strategies the role of technology and student body diversity including international students

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 **The College Admissions Officer's Guide** Barbara Lauren,2008 **Journal of College Student Development** ,1988 *Evaluating Student Recruitment and Retention Programs* Don Hossler,1991 *College and University Business Administration* Deirdre McDonald Greene,1992 Bibliographic Guide to Education 1992 G. K. Hall and Co. Staff,1993-06 *Subject Guide to Books in Print* ,1975 *NACADA Journal* ,1998 *College and University* ,2006 *Admissions Recruitment Effectiveness in Private Four-year Colleges and Universities* Wendy L. Gans,1993 **NACAC Bulletin** ,1988 *Encyclopedia of Education: AACSB-Commerce* James W. Guthrie,2003 **Winning Strategies in Challenging Times for Advancing Small Colleges** Wesley Kenneth Willmer,1993 This volume contains nine papers on advancement issues and strategies for small colleges in the context of this decade s economic and social challenges Chapter 1 Setting the Stage Wesley K Willmer reports on a study of the advancement programs of smaller colleges in 1990 91 the third in a series of studies beginning in 1977 78 Chapter 2 Executive Management Coordinating the Process Wesley K Willmer lays out benchmarks gleaned from a 1990 91 study of advancement functions and operations advancement funding advancement staffing and characteristics of the executive advancement manager It concludes with 10 specific suggestions for success Chapter 3 Development Winning Strategies for Fund raising Success G Blair Dowden describes 10 key strategies which can be tailored to meet individual characteristics of an institution Chapter 4 The Advancement Roles of Small College Presidents Daniel A Felicetti argues that small college presidents may live or die by their institution s advancement success and that they should expect to play at least eight roles in advancement Chapter 5 The Trustees Critical Role in Small College Advancement Robert W Neff considers the vital role of trustees in institutional advancement and describes several specific strategies for trustees Chapter 6 Effective Public Relations and Communications Strategies Carol P Halstead outlines 16 steps for developing a successful public relations program Chapter 7 Alumni Fanning the Commitment Fire Charles G Rodriquez suggests alternative approaches for serving and using alumni Chapter 8 Cost effective Enrollment Management A Cornerstone of Institutional Advancement Steven J Henderson applies lessons learned in the past decade as strategies for the future Chapter 9 Glancing Back Briefly to Move Forward Confidently Wesley K Willmer and Adam J Morris takes a longitudinal look at institutional advancement through review of three surveys from 1977 78 1983 84 and 1990 91 The book includes a list of survey respondents and a copy of the survey instrument References are listed for some individual papers and a general bibliography contains 133 references JB *Meeting Economic and Social Challenges* Western Interstate Commission for Higher Education,1992 The project has been an examination of the broad relationship between higher education and the economy and the ways in which higher education in the WICHE states must change in order to be more responsive to the needs of the region in the 1990s and beyond **Community and Junior College Journal** ,1984 Strategic Marketing for Educational

Institutions Philip Kotler, Karen F. A. Fox, 1995 Here is the handbook for academics and practitioners who want to understand what marketing is how it can contribute to their institutions greater effectiveness and how to do it This revised edition like its predecessor provides a solid background in marketing in the context of educational institutions and their essential activities

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