

**A Practical Guide to Enrollment
and Retention Management
in Higher Education**

Marguerite J. Dennis

A Practical Guide To Enrollment And Retention Management In Higher Education

Arthur James Wells



A Practical Guide To Enrollment And Retention Management In Higher Education:

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

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 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

Resources in Education ,1998

Bulletin of the American Association of Collegiate Registrars ,2005 Includes proceedings of the association s annual

convention *The Cumulative Book Index*, 1999 *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*. **Cumulated Index to the Books**, 1999 *The College Admissions Officer's Guide* Barbara Lauren, 2008 *NACADA Journal*, 1998 *Undergraduate Student Recruitment* Kevin Alexander Pollock, 2001 *Recruitment and Retention of Race Group Students in American Higher Education* C. Dwayne Wilson, Bernard Lubin, Barbara Below, 2008-01-30 Challenges to American college and university affirmative action and racial and ethnic diversity initiatives were resolved by the Supreme Court in its 2003 decisions in the University of Michigan case. Those decisions affirmed as a compelling interest the attainment of racially diverse student bodies in higher education. The Court's decisions and the predicted increases over the next decade in the numbers of race and ethnic group high school graduates have reinforced and in some cases strengthened the resolve of college and university officials that the positive returns from affirmative action and racial diversity are real and worth pursuing. The purpose of this annotated bibliography is to provide a record of the research, scholarship, and programs for recruitment and retention of African American, Alaskan Native, American Indian, Asian American, Latino, and Pacific Islander students at the college and university levels. It is structured to facilitate access by college and university administrators, professionals, consultants, researchers, and students who require information on recruitment and retention to aid in their decision making about strategy-related issues and scientific and creative processes in the area. This bibliography covers more than forty years of literature and contains 969 citations organized into five chapters. *The British National Bibliography* Arthur James Wells, 2000 *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 Krotzeng. Don Hossler. Tailoring enrollment management to institutional needs: advice to campus leaders by John P. Bean. Don Hossler. **A Practical Guide to Strategic Enrollment Management Planning** R. B. Wilkinson, James S. Taylor, Ange Peterson, Maria

de Lourdes Machado-Taylor,2007 Over the past decade strategic enrollment management SEM has become a major force in the organization and practice of higher education With limited financial resources for financial aid institutions must balance the need to attract and admit a freshman class that fits well with the institution and also provide the necessary financial support to allow for diversity in student body This is not a simple task Bob Wilkinson a senior scholar of the Educational Policy Institute along with the late Jim Taylor Ange Peterson and Maria de Lourdes Machado Taylor have pulled together an exceptional guidebook for institutional practitioners and enrollment managers We hope that the readers of this guide will put it to good use Contains 9 figures Thirteen sample worksheets are included This document was published by the Educational Policy Institute EPI

College and University ,2006

Book Review Index Gale Group,Thomson Gale Staff,1999-09

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