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**5 Strategies for Effective Enrollment  
Management In Higher Education**

# Strategies For Effective Enrollment Management

**Dana Suzanne Santoro**



## **Strategies For Effective Enrollment Management:**

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

**Creating Effective Enrollment Management Systems** Don Hossler, 1986      **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

**Prioritizing Enrollment Management** Jason L. Meriwether, 2024 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 *Enrollment Management Strategies at Four-year Open Enrollment Institutions of Higher Education* Dana Suzanne Santoro,2017 Enrollment management plans have been researched and documented for the last fifty years and literature verifies that the use of these plans has only become more relevant in the 21st century Strategies and activities for managing enrollment have been defined and shared for most types of institutions however there is limited research on the best practices in four year open enrollment institutions An institution s admissions policy such as open enrollment may have an impact on the approaches used in strategic enrollment management plans Performing a survey design study on enrollment management strategies and their availability use and effectiveness on achieving enrollment goals has helped to define best practices in developing or refining an enrollment management plan It has also filled a gap in the literature surrounding the best practices of strategies that should be used in these types of institutions **The Role of Student Affairs in Institution-wide Enrollment** Alan Galsky,1991 Faced with a one fourth drop in the number of high school graduates between 1979 and 1995 many colleges and universities are responding by making themselves more attractive to students and their parents instituting procedures to recruit students more effectively and providing a more satisfactory 4 years for the undergraduate experience using an enrollment management concept Following a general introduction by George Keller this monograph presents nine papers addressing various issues associated with enrollment management The papers are The Many Roads to Building a Successful Enrollment Management System Joel M Bagby Enrollment Management in the Private University Gary R Bergman Enrollment Management in the Public University R Fred Zuker Minority Student Recruitment Issues in Managing Enrollments Angela M Robertson The Role of Financial Assistance within an Enrollment Management Model David Pardieck and Kathy Thomas The Role of a Career Center in Enrollment Management Jane Linnenburger and Jim F Vick A Theoretical and Practical Guide to Student Development Programs in Enrollment Management Ray K Zarvell et al The Role of Cocurricular Activities and Residential Life in University Wide Enrollment Management Greg Killoran and Ed King and Student Affairs Enrollment Management and the University Alan Galsky Nearly all papers include references JB [Effective Strategies to Cure Declining Enrollments](#) Dawn La Haye,1997 **Handbook for the College Admissions Profession** Stanley E. Henderson,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

**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 Strategies** Bethany J. Schuttinga, 2011 AACRAO's Basic Guide to Enrollment Management Craig E. Westman, 2005

**Alternative Perspectives in Institutional Planning** Terry T. Ishitani, 2008-04-14 In this volume of *New Directions for Institutional Research* administrators consultants researchers and scholars provide unique innovative approaches to that challenge Some authors introduce program applications and statistical techniques others share case studies The variety of perspectives and depths of focus makes this a timely useful guide for institutional researchers

**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*

**Student Affairs Functions in Higher Education** Audrey L. Rentz, Gerald L. Saddlemire, 1988 *College and University*, 2006

**Key Resources on Student Services** Albert B. Hood, Cathann Arceneaux, 1990-03-09 This is an authoritative annotated guide to key monographs books and journals on the multifaceted field of student services and student development within colleges and universities This book provides a convenient reference to the most significant literature

published since 1980     Planning for Higher Education ,1993     **The Journal of Student Financial Aid** ,1980

*Enhancing Departmental Leadership* John B. Bennett, David J. Figuli, 1993-07-27 This work addresses specifically and concretely the responsibilities and demands made upon the chair After broadly sketching the situation and circumstances facing today's departmental leader the book reviews the various roles and responsibilities of chairs This collection of essays is the first in a series of volumes of the best current thinking about how to be a department or division chairperson It is to be a resource for those new to the position as well as those with substantial experience     **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

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