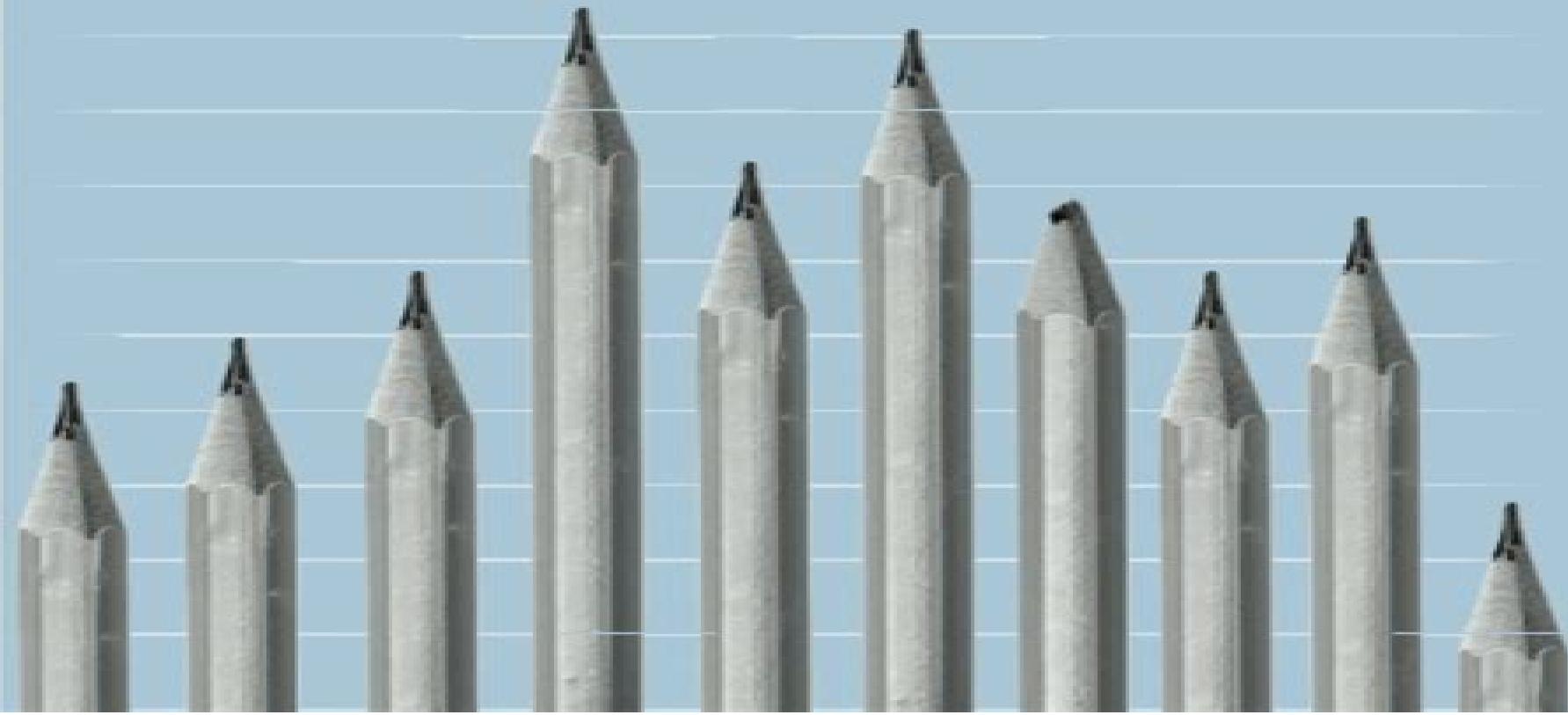


# Breakpoint

THE CHANGING MARKETPLACE  
FOR HIGHER EDUCATION

JON McC GEE



# Breakpoint The Changing Marketplace For Higher Education

**Sandra Featherman**

## **Breakpoint The Changing Marketplace For Higher Education:**

**Breakpoint** Jon McGee,2015-11-15 Higher education is in the midst of an extraordinary moment of demographic economic and cultural transition that has significant implications for how colleges and universities understand their mission their market and their management This book is aimed at creating a practical understanding of key forces changing higher education but it goes further It describes those trends discusses the real life impact of those trends on campuses and then lays out concrete steps required to address them Taking a page from George Keller s classic Academic Strategy management consultant and college administrator Jon McGee uses these economic and demographic trends to inform his strategic approach to managing schools

**The Attack on Higher Education** Ronald G. Musto,2022-01-20 American higher education is under attack today as never before A growing right wing narrative portrays academia as corrupt irrelevant costly and dangerous to both students and the nation Budget cuts attacks on liberal arts and humanities disciplines faculty layoffs and retrenchments technology displacements corporatization and campus closings have accelerated over the past decade In this timely volume Ronald Musto draws on historical precedent Henry VIII s dissolution of British monasteries in the 1530s for his study of the current threats to American higher education He shows how a triad of forces authority separateness and innovation enabled monasteries to succeed and then suddenly and unexpectedly to fail Musto applies this analogy to contemporary academia Despite higher education s vital centrality to American culture and economy a powerful anti liberal narrative is severely damaging its reputation among parents voters and politicians Musto offers a comprehensive account of this narrative from the mid twentieth century to the present as well as a new set of arguments to counter criticisms and rebuild the image of higher education

*Bridging the Gap Between the Abundance of American Higher Education Talent and the Immense Foreign Demand for It* Richard J. Joseph,2022 The gap between the abundance of American higher education talent and the immense foreign demand for it is a gulf of lost opportunities This book explores the nature of this great chasm examines factors underlying it and suggests ways to bridge the gap to realize this potential

Higher Education Lee Waller,Sharon Waller,2022-07-13 The world of education is experiencing a time of unprecedented change In our modern Covid racked world educational institutions and their respective delivery methodologies have been forcibly and forever transformed Most educators realize that these transformations are likely permanent and that procedures and systems of the past will no longer be relevant for the emerging post Covid educational environment The future provides countless challenges and great opportunities Those embracing the transformation will be poised to usher in a new age of educational achievement They will certainly unleash new educational methodologies techniques and strategies These institutions and educators will chart tomorrow s pathway

*Acute Crisis Leadership in Higher Education* Gabriela Cornejo Weaver,Kara M. Rabbitt,Suzanne Wilson Summers,Rhonda Phillips,Kristi N. Hottenstein,Juanita M. Cole,2022-10-25 This book explores higher education leadership during times of extreme pressures and limited changing information Organized

around different functional units in higher education institutions chapters describe the ways in which campus communities were affected by and responded to the early pandemic crisis By unpacking observations of real leaders from American institutions of higher education during the COVID 19 pandemic this book provides lessons learned and takeaway strategies for complex decision making during a crisis This edited collection explores the unique moment when leaders and teams must make implement and adjust plans rapidly to assure delivery of their missions while still addressing the needs of students parents employees and stakeholders Shining a bright light on decision making in the early acute stage of a crisis this book prepares higher education educators to be effective leaders and successful decision makers **Business Practices in Higher Education** Mark A. Kretovics,Erica Eckert,2019-10-08 The new edition of Business Practices in Higher Education offers aspiring higher education and student affairs professionals an understanding of the fundamental business practices of colleges and universities The authors apply business concepts and models and explain how they can be leveraged to improve the overall efficiency and effectiveness of higher education institutions Useful examples from a wide range of institutions including small private college large public universities and community colleges address macro level higher education and student population issues while also addressing micro level issues for individual institutions or students Business practices are critical to the academic student affairs and administrative sides of higher education This book helps readers understand the true nature of higher education and appreciate how the academy effectively incorporates business practices into everyday work lives New in this edition Updated coverage of current practice and research New chapters on accounting strategic planning and fundraising End of chapter questions for discussion

**Reconstructing the “Uni-versity”** Harvey J. Graff,2025-09-14 Slogans myths and isolated anecdotes are inadequate substitutes for documented history and contextual understanding Literature on the history of higher education is dominated by ahistorical and contextually ignorant slogans Seldom acknowledged in discussions of the decline or failure of the modern university is 1 how long it has been going on at least since the 1960s and 2 universities own complicity in this long complicated and contradictory process Myths intertwine inseparably with slogans to echo yet another lost cause Our collective as well as individual pasts provide essential lessons if we know how to read and learn from them More complicated is imagining a plausible better future for universities In Reconstructing the Uni versity From the Ashes of the Mega and Multi versity to the Futures of Higher Education Harvey J Graff bringing experience from over 50 years as a professor provides an accurate history of higher education redefining the issues and terms to establish a new agenda **Dear Parents** Jon McGee,2018-09-14 An intelligent authentic and humorous approach in helping your student select the best college academically personally and financially Todd Rinehart Vice Chancellor for Enrollment University of Denver Written for parents and families of college bound students Jon McGee s Dear Parents is an essential tool you ll need to navigate the complex and often emotional challenge of getting your daughter or son prepared for and through college Organized chronologically the book takes readers through the stages of childhood leading

up to college as well as the process of searching for and selecting a college. From the decisions you make during your child's early years to the process of setting up their dorm room this book provides parents with insights, wisdom and guidance about college college preparation and choosing a college. Letters written by college and educational professionals all with children in mind frame and illuminate each chapter. Drawing on their personal and professional experience these experts offer practical and sympathetic advice about preparing for college. The book concludes with insights about sending children off to college and the appropriate roles for parents as your children experience these important years. Undergirded by research but informed by on the ground insight Dear Parents is designed to both engage and inform while demystifying the daunting and ever changing process of entering college. Jon McGee is the equivalent of your higher education Sherpa. He has brilliantly succeeded in making the complex and nerve racking expedition into college search and selection easier to understand. This book is an indispensable resource for students and families embarking on the journey.

Beck A Taylor President Whitworth University    [Selling Higher Education: Marketing and Advertising America's Colleges and Universities](#) Eric J. Anctil, 2008-09-16

Confronting an era marked by dwindling support and increased competition it is incumbent on administrators and higher education leaders at colleges and universities to broadcast who they are what they do and what makes them valuable. In his direct unvarnished review of marketing higher education Eric J Anctil offers a critical call to action for institutions who wish to continue and thrive in the business of higher education. Topics covered include Market Driven Versus Mission Driven Persuasion and Choice Marketing and Advertising Higher Education Marketing and Advertising the Intangible Market Differentiation Recommendations for Selling Higher Education. To be viable in the modern era today's colleges and universities must strike a balance among delivering sound academic programs conducting and promoting research and engaging with the community as social institutions and places of higher learning while also meeting the contemporary challenges of running large organizations with dwindling public support and greater competition from the for profit education sector. Colleges and universities that are not only aware of this environment but also are savvy in the changing marketplace increase their chances of establishing distinction among their peers. Strong institutional identity requires clearly recognizing one's organizational strengths effectively communicating how one is different in a crowded marketplace and building collaborative partnerships both internally and externally to promote greater awareness and recognition among key stakeholders. Strategic marketing enables one to move from being simply driven by the market to being savvy about it. This monograph is an invaluable guide to that process. This is the second issue in the 34th volume of the Jossey Bass series ASHE Higher Education Report. Each monograph in the series is the definitive analysis of a tough higher education problem based on thorough research of pertinent literature and institutional experiences. Topics are identified by a national survey. Noted practitioners and scholars are then commissioned to write the reports with experts providing critical reviews of each manuscript before publication.

**The Market Imperative** Robert Zemsky, Susan Shaman, 2017-12-22

Thinking about American higher education as an economic market changes everything It is no surprise that college tuition and student debt are on the rise Universities no longer charge tuition to simply cover costs They are market enterprises that charge whatever the market will bear Institutional ambition along with increasing competition for students now shape the economics of higher education In The Market Imperative Robert Zemsky and Susan Shaman argue that too many institutional leaders and policy makers do not understand how deeply the consumer markets they promoted have changed American higher education Instead of functioning as a single integrated industry higher education is in fact a collection of segmented and more or less separate markets These markets have their own distinctive operating constraints and logics especially regarding price But those most responsible for federal higher education policy have made a muck of the enterprise while state policy making has all but disappeared the victim of weak imaginations insufficient funding and an aversion to targeted investment Chapter by chapter this compelling text draws on new data developed by the authors in a Gates Foundation funded project to describe the landscape how the market for higher education distributes students among competing institutions what the job market is looking for how markets differ across the fifty states and how the higher education market determines the kinds of faculty at different kinds of institutions The volume concludes with a three pronged set of policies for making American higher education mission centered as well as market smart Although there is no one size fits all approach for reforming higher education this clearly written book will productively advance understanding of the challenges colleges and universities face by providing a mapping of the configuration of the market for an undergraduate education Higher Education at Risk Sandra Featherman,2023-07-03 Sandra Featherman believes that colleges are in denial about the severity of the threats to the current model of higher education Based on her own experience as a president as a trustee and as a board member who has worked in private and public universities and on interviews with the presidents of major institutions she offers both a trenchant analysis of those threats and clear prescriptions about the painful but necessary decisions that colleges need to make to ensure they remain viable accessible and affordable and deliver a high quality education Sandra Featherman considers higher education to be at a game changing moment When markets don t function well as is the case with today s college marketplace with offerings that cost too much and return too little it opens the door to new types of suppliers who offer new ways of providing what students are looking for particularly the increasing cohort of mature working students In the face of new competitors for profit education companies technology start ups and foreign universities vying for international students trustees and senior level administrators are generally stuck in a traditional ethos and with decision making processes unsuited to these times They know what used to work and find it easier to follow old ways than to make the difficult transition to new ways of delivering education She lays out a strategy that emphasizes the centrality of students and how to provide them with the most effective learning environment that is clear eyed about focusing on the core missions and abandoning practices that constrain or impede them and that requires constant self monitoring to learn from and act upon

what works She offers a blueprint for redesigning institutions for paring away what is unnecessary and cost ineffective and for adopting the best technologies all in the service of developing meaningful degree programs at an affordable price and widening access for under represented groups She ranges over the implications of budget decisions accreditation and MOOCs addresses government regulation and tuition costs presents promising new models and concludes with 11 key recommendations that should be heeded by all higher education administrators and trustees    [The College Devaluation Crisis](#) Jason Wingard,2022-08-02 Employers are stepping in to innovate new approaches to training talent that increasingly operates independently of the higher education sector The value proposition of the college degree long the most guaranteed route to professional preparation for work is no longer keeping pace with rapidly evolving skill needs that derive from technological advancements impacting today s work force If the university system does not engage in responsive restructuring more and more workplaces will bypass them entirely and instead identify alternative sources of training that equip learners with competencies to directly meet dynamic needs The College Devaluation Crisis makes the case that employers and other learning and development entities are emerging to innovate new approaches to training talent that at times relies on the higher education sector but increasingly operates independently in order to satisfy talent needs more agilely and effectively Written primarily for managers the book focuses on case studies from leading companies including Google Ernst Young and General Assembly to illustrate their innovative strategies for talent development across varying levels of individual education age and background The book also addresses professionals on the university side urging readers to consider the question Will higher education pivot and adapt or will it resist change and therefore be replaced

[Film & Video Finder](#) ,1987    [\*\*Reinventing Higher Education\*\*](#) Ben Wildavsky,Andrew P. Kelly,Kevin Carey,2011-04-01 The inspiration for this timely book is the pressing need for fresh ideas and innovations in U S higher education At the heart of the volume is the realization that higher education must evolve in fundamental ways if it is to respond to changing professional economic and technological circumstances and if it is to successfully reach and prepare a vast population of students traditional and nontraditional alike for success in the coming decades This collection of provocative articles by leading scholars writers innovators and university administrators examines the current higher education environment and its chronic resistance to change the rise of for profit universities the potential future role of community colleges in a significantly revised higher education realm and the emergence of online learning as a means to reshape teaching and learning and to reach new consumers of higher education Combining trenchant critiques of current conditions with thought provoking analyses of possible reforms and new directions Reinventing Higher Education is an ambitious exploration of possible future directions for revitalized American colleges and universities    [\*\*The Market Oriented University\*\*](#) John A. Davis,Mark A. Farrell,2016 The next decade will be transformative for the higher education sector Government funding is decreasing Through their marketing activities universities have created the student consumer The student consumer is

prepared to shop around compare prices and value and once purchased expects a return on their investment Disruptive innovations are challenging traditional forms of learning and in many cases are viewed as better alternatives to traditional learning in the classroom Competition from private educational providers is increasing Their cost base is lower and their customer focus is superior In short universities around the world are facing a perfect storm While experts don't expect the higher education sector to collapse under these challenges they do believe that for some institutions the future looks bleak If universities are to avoid closures or mergers they will need to adopt a market oriented approach This timely book urges readers to view students as customers and focuses on how universities need to reinvent themselves in order to stay relevant Striking a difference between market oriented and marketing the authors provide various examples of institutions around the world that are making efforts to reposition themselves Additionally this book delves into the issue of undervalued faculty arguing that education practices are in desperate need of being reimaged due to the abundance of MOOCs and adaptive and experiential learning practices within universities these days Both university and academic leaders alike including presidents provosts deans and faculty will find value in the instructional aspects of this book as they relate to their involvement with institutional advancement agendas as well as providing insight into the changing nature of higher education and the evolving definition of what an academic career now entails

**Subject Guide to Children's Books in Print 1997** Bowker Editorial Staff, R R Bowker Publishing, 1996-09    **The World Year Book of Education ,1971**    **The**

Innovative University Clayton M. Christensen, Henry J. Eyring, 2011-06-24 The Innovative University illustrates how higher education can respond to the forces of disruptive innovation and offers a nuanced and hopeful analysis of where the traditional university and its traditions have come from and how it needs to change for the future Through an examination of Harvard and BYU Idaho as well as other stories of innovation in higher education Clayton Christensen and Henry Eyring decipher how universities can find innovative less costly ways of performing their uniquely valuable functions Offers new ways forward to deal with curriculum faculty issues enrollment retention graduation rates campus facility usage and a host of other urgent issues in higher education Discusses a strategic model to ensure economic vitality at the traditional university Contains novel insights into the kind of change that is necessary to move institutions of higher education forward in innovative ways This book uncovers how the traditional university survives by breaking with tradition but thrives by building on what it's done best    **The Future of Higher Education** Frank Newman, Lara Couturier, Jamie Scurry, 2010-04-30 A powerful look at the risks inherent in the trend toward making higher education a market rather than a regulated public sector The Future of Higher Education reveals the findings of an extensive four year investigation into the major forces that are transforming our American system of higher education The book explores the challenges of intensified competition among institutions globalization of colleges and universities the expansion of the new for profit and virtual institutions and the influence of technology on learning This important resource offers college and university leaders and policy makers an

analysis of the impact of these forces of change and includes suggestions for creating an effective higher education market as well as a call for a renewed focus on the public purposes of higher education     **A Changing Economy for Higher Education** Martin Meyerson, 1968

## Whispering the Secrets of Language: An Emotional Journey through **Breakpoint The Changing Marketplace For Higher Education**

In a digitally-driven world wherever screens reign supreme and instant interaction drowns out the subtleties of language, the profound strategies and mental subtleties concealed within words frequently move unheard. However, located within the pages of **Breakpoint The Changing Marketplace For Higher Education** a captivating literary value pulsating with natural feelings, lies an exceptional journey waiting to be undertaken. Published by a talented wordsmith, that wonderful opus encourages visitors on an introspective trip, gently unraveling the veiled truths and profound influence resonating within the very material of every word. Within the psychological depths of the moving evaluation, we shall embark upon a heartfelt exploration of the book is key themes, dissect their interesting writing type, and yield to the strong resonance it evokes deep within the recesses of readers hearts.

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