NISTS 2021 | NOT-SO-SECRET TRANSFER AGENTS
FEBRUARY 23-25, 2021 | VIRTUAL CONFERENCE

The following presentation was given at the 19th Annual Conference for the National Institute for the Study of Transfer Students. In some cases, photos have been removed to avoid possible copyright infringement. Please cite responsibly and direct questions to the original presenter(s).

Sponsored Session

Making It Work: Constructing Positive Partnerships

Partnerships and Collaboration

This presentation will discuss assessing community college transfer needs, communicating across constituencies at both the community college and the transfer university, and nurturing student interest in transferring to a university upon their graduation. Each of these three arenas are vital for an effective transfer partnership and must be employed in an integrative and consistent manner. Attendees will learn practice models for assessing needs, communicating across constituencies, and nurturing student interest.

Keith Smith, *VP and Dean of the School of Health Sciences*
Tricia Berry, *Associate Dean and Director, Clinical and Practicum Programs*
Michelle Lavelle, *Community College Partnerships*

Purdue Global

"Making It Work -- Constructing Positive Partnerships"

February 25, 2021

PURDUE GLOBAL UNIVERSITY

NISTS
National Institute for the Study of
TRANSFER STUDENTS

Meet Today's Presenters

Dr. Keith Smith
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Dr. Tricia Berry
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Michelle Lavelle
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Who Is Purdue University Global?

Public (within the Purdue University system), Online, Adult Learner

Our Students

Percentage of students who:

Are over the age of 30

60%

Are female

64%

Are military-affiliated

31%

Had neither parent attend college

50%

Have a child or other dependent

58%

Our Institution

Number of faculty approximately

1,550

Number of programs

175

Average class size (undergraduate)/(graduate)

23/18

Number of students enrolled approximately

31,500

Number of degrees awarded in 2019–2020

9,200

Average faculty tenure greater than

8 years

Source: Purdue Global Office of Reporting and Analysis, 2018–2019 academic year, August 2019.

Transfer Credits

You could earn credit for your previously completed college courses.

Prior learning credit may equal a maximum of 75% of your undergraduate degree.

800K

Credits Awarded

Last year we awarded more than 800,000 prior learning credits.

230M

Dollars Saved

That's a student savings of over $230 million.*

44%

Average Savings

Bachelor's graduates with prior learning credits save an average of 44% on tuition.†

*Purdue Global does not guarantee the transferability of credit from any of these sources. See the University Catalog for the Prior Learning Assessment policy.
*Source: Office of Reporting and Analysis, November 2019. 2018–2019 academic year. Savings calculation is based on the number of credits awarded in the period: 838,069 quarter credit hours = $230 million. Savings reflect reductions for Indiana residents, military-related students, and certain employees of preselected corporations, institutions, and organizations engaged in an educational alliance. See University Catalog for Prior Learning Assessment policy.

†Purdue Global online bachelor's degree students who graduated in 2018–2019 and applied eligible prior learning (transfer, experiential, or credit by exam) credits saved an average of $29,000 toward the total degree. Campus tuition and prior learning savings vary by location. Savings based on overall cost of completion without prior learning credit. Calculation based on total prior learning credit times cost per credit in student's program of study. Individual savings will vary. Calculation includes campus and military students. Purdue Global does not guarantee transferability of credit. See University Catalog for the Prior Learning Assessment policy.

What Do They *WANT* In a Transfer Partner? A Needs Assessment Model

It's a mindset as well as a model -- Seek to Serve

1st Base! We need to do our homework -- How are they incentivized re transfer numbers, how are they doing with transfer, what programs have the largest number of transfer, who are their big dog partners, what's the political situation?

2nd Base! Ask!! i.e, ask them, and keep asking them, about what they want in a partner, what are their needs/pain points/wistful wishes in a transfer partner?

3rd Base! Create a simple, transparent, mutually agreed upon partnership agreement and protocol -- featuring clear, user-friendly pathway/mapping docs.

Home Base! And now, deliver, with a capital D! Ala our next two models...

How Can We Best Communicate? A Communication Model

1. **Learn the organizational structure**

1. **Collaborate to set expectations**

1. **Nurture multiple contacts**
   a. Academic leadership
   b. Program leadership
   c. Program faculty and staff
   d. Advising/Transfer advising teams

1. **Establish a routine**
   a. Be consistent
   b. Follow through

How Do We Best Nurture Relationships? A 2 year Nurturing Model

After Submitting SIF

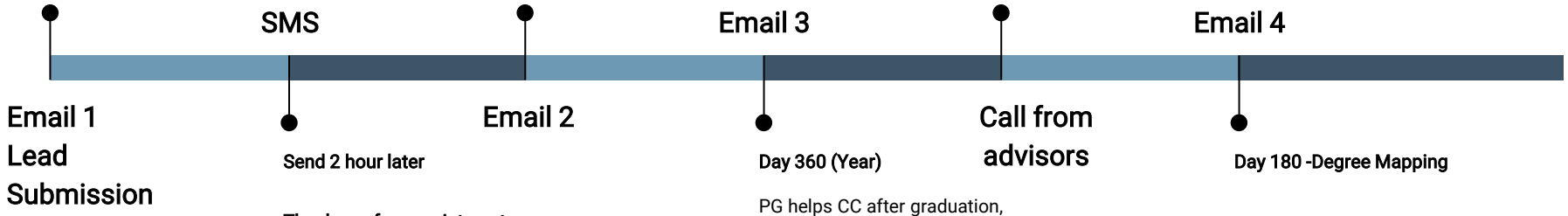
Thank you for signing up

Day 540 (Year and a half)

Ease of credit transfer

Day 190

Advisors asking what student plan is after graduation.



- please don't poach our students
- dedicated community college advising team
- PG and CC Faculty introductions
- transfer guides for advisors & students

60 days prior to graduation

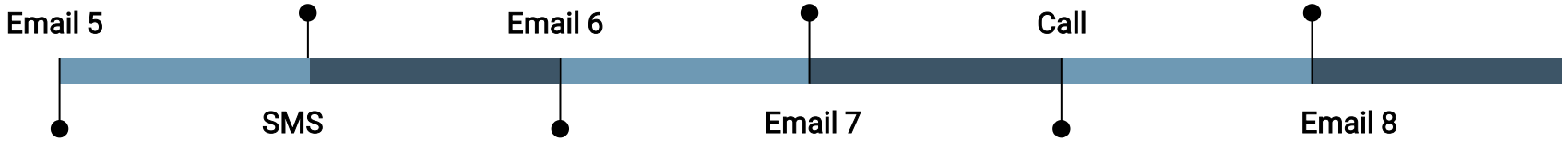
25% Reduction, get your degree faster, talk to enrollment specialist.

Graduation Date

Happy Graduation Email

Post graduation - 25 Days

Career services, Benefits of getting a degree



Day 120 - 4 Months

Credit for work experience

Day 30 - 1 Months

Tuition Reduction

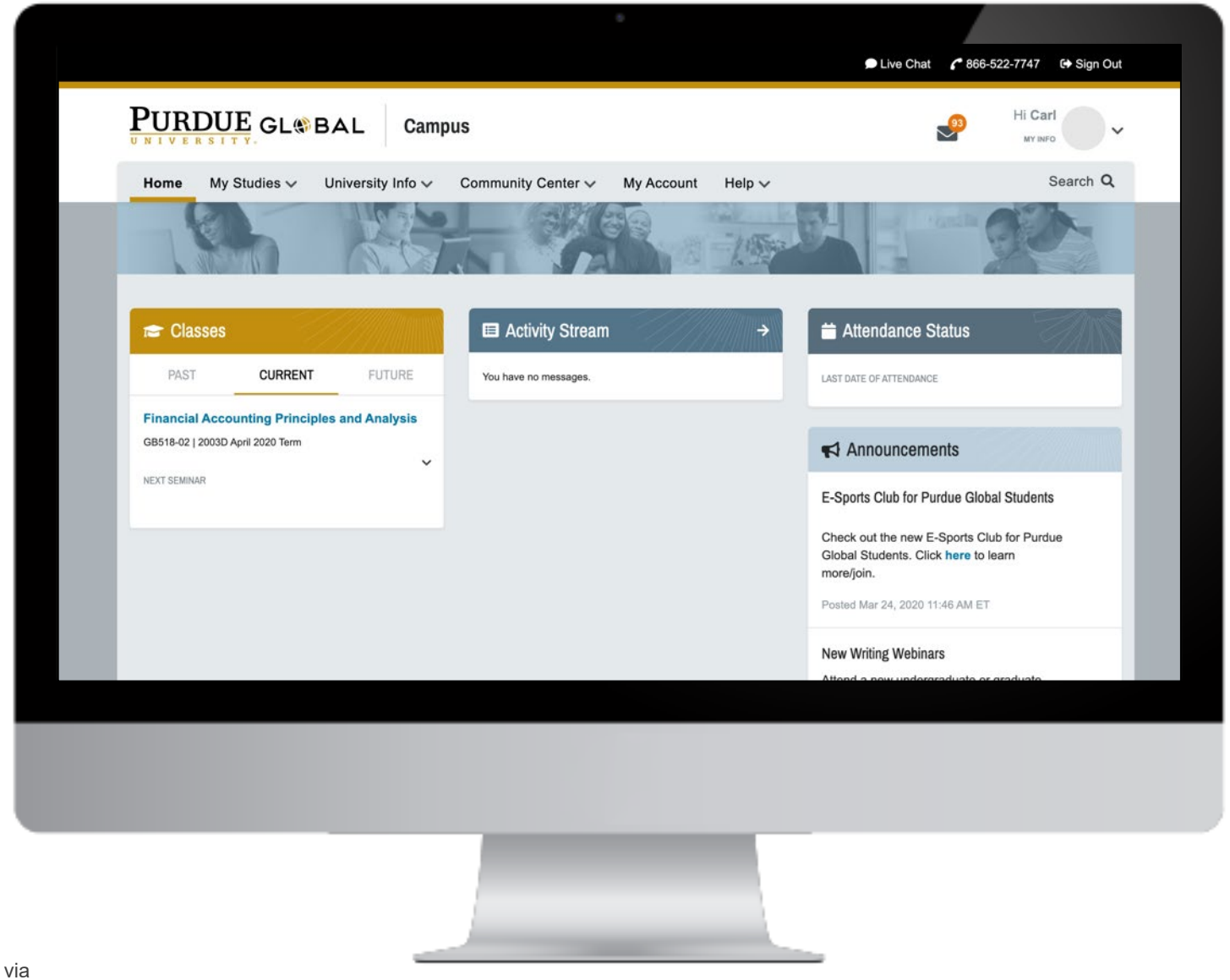
5 Days Post Graduation

Call from advisors asking how the graduation went and what they can do to help along their journey.

Appendix

Why Purdue Global?

- **Accredited***
- **Breadth of program options**
- **Flexible**
- **Access to wide range of resources and support**
- **Frequent start dates**
- **Accelerated path to degree**



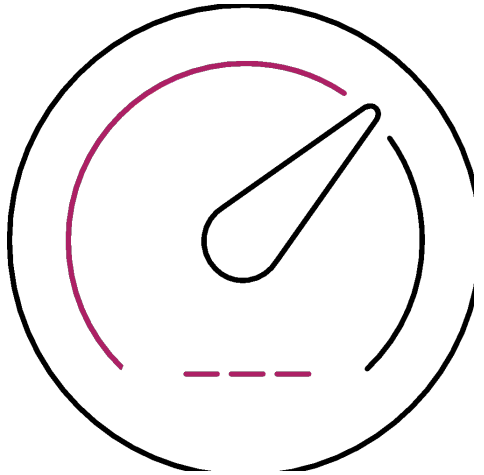
*Purdue University Global is Accredited by The Higher Learning Commission.
This accreditation covers all academic programs, all regional locations, and all programs provided via distance education. For more information, please visit HLCommission.org or call 800-621-7440.

Why Purdue University Global?

Portfolios: Credit For Work and Life Experiences

EL206: Academic Prior Learning Portfolio

LRC100: Documenting Your Experiences for College Credit



Risk-Free Guarantee If your LRC100 portfolio earns credits valued below the $1,500 assessment fee, you will receive a tuition grant equal to the difference toward the next term of your degree (up to the entire $1,500). It's our risk-free guarantee.*

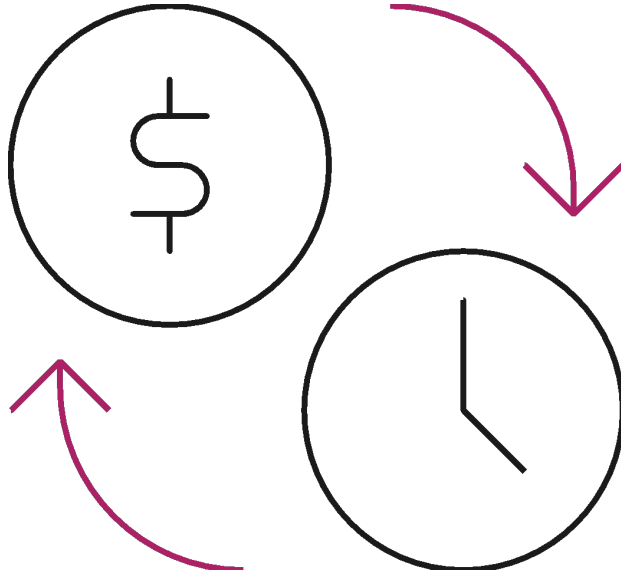
* Students enrolled in Open College's LRC100 course will pay a $1,500 assessment fee when they submit their portfolio for evaluation. Credits are not guaranteed through this process. A minimum 5+ years of work experience is recommended for taking this course to better ensure you have eligible work experience. See the University Catalog for the Prior Learning Assessment policy. Credits awarded apply toward a Purdue Global undergraduate program. Terms and conditions apply. Visit www.PurdueGlobal.edu/Tuition-Financial-Aid/Experiential-Learning-Credit-Grant.pdf.

Why Purdue University Global?

The Purdue Global Commitment

All first-time Purdue University Global undergraduate students are eligible for a 3-week trial without financial obligation.

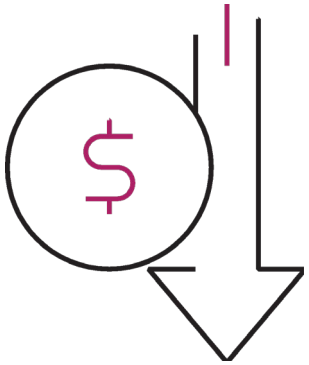
- Enroll in real classes for real credit.
- “Opt out” within first 3 weeks without any financial obligation.*
- Application fee waived.



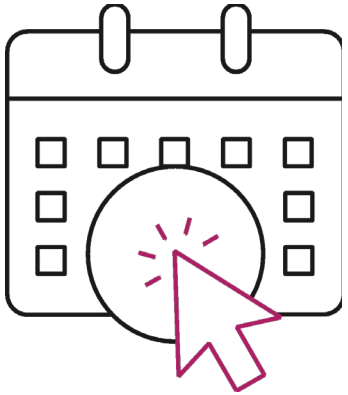
*Classes count toward a degree if satisfactorily completed. No credits are earned if the student withdraws during the introductory period (3 weeks for new qualifying undergraduate students), which begins day one of the first term. Students who choose to continue their studies at Purdue Global will need to meet specific requirements. Graduate programs not included. Additional terms may apply to international and non-U.S. citizen students. For further information, see the **University Catalog**. Application fee waived for educational alliance employees.

Benefits of an Online Education

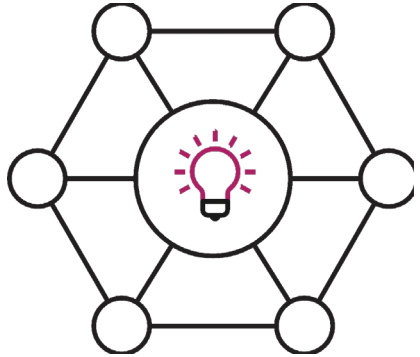
CONVENIENCE OF 100% ONLINE



AFFORDABLE



FITS INTO YOUR SCHEDULE



ACQUIRE IN-DEMAND WORKPLACE SKILLS

Some Purdue Global programs are not 100% online; some programs require you to gain hands-on experience in a real-world work environment. Contact an Admissions Advisor for additional information.

Student Experience

Student Satisfaction With Purdue Global
Students rated their overall experience and whether or not they would choose to attend Purdue Global again.

Percentage Rating Their Overall Experience as “Excellent” or “Good”

First-year
Purdue Global: 93%

Senior
Purdue Global: 93%

Percentage Who Would “Definitely” or “Probably” Attend This Institution Again

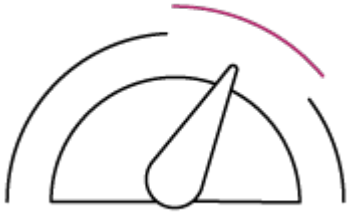
First-year
Purdue Global: 93%

Senior
Purdue Global: 92%

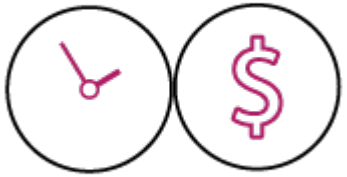
Source: National Survey of Student Engagement, fall 2019.

ExcelTrack™

Focus Your Learning



Complete Your Degree Faster



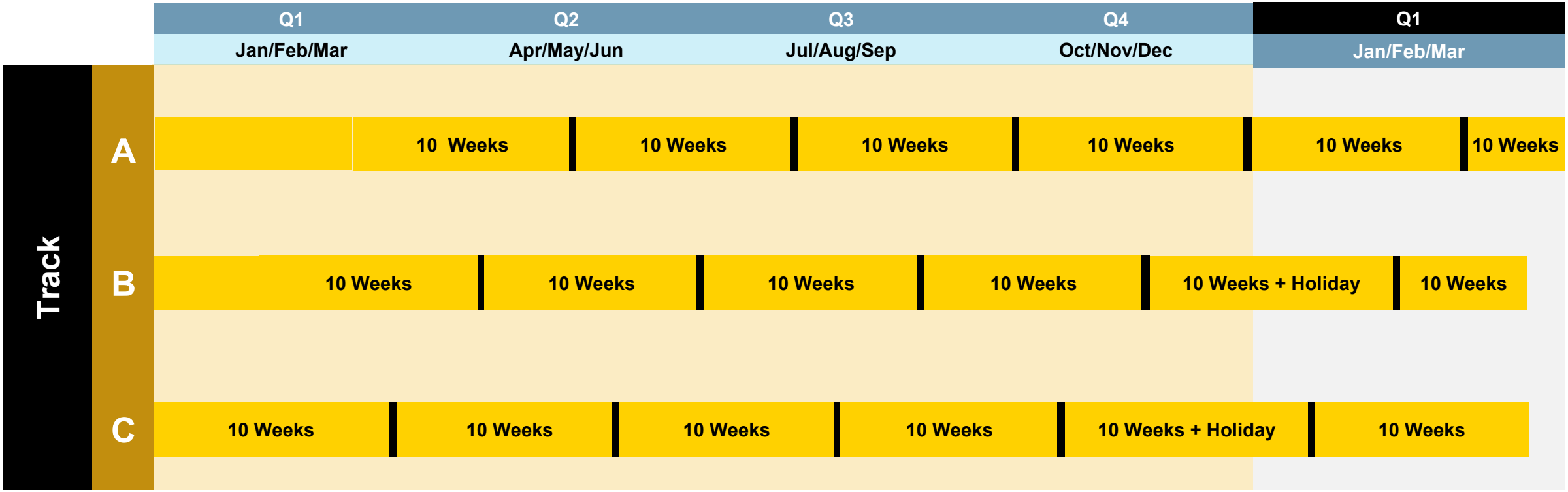
Save Time and Money

Our competency-based **ExcelTrack™** programs help you advance faster based on what you already know, so you can spend your time focused on what's left to learn

ExcelTrack™ is designed to advance your progress based on existing knowledge; however, degree pace and time and cost savings will vary by individual. Students must enroll in a minimum number of credits per term to remain eligible for financial aid. Refer to the Financial Information section of the University Catalog for additional information. Enrollees will pay a per-term resource fee and associated program fees.

Purdue University Global's Academic Calendar

2020/Q1 2021 | 14 Opportunities to Begin Undergraduate Classes



10 Weeks = 1 Term

= Break Week

Note: Some programs have fewer start dates.

THANK YOU

PURDUE
UNIVERSITY
GLOBAL