

Growth Strategies: Strategic Reinvestment in Infrastructure

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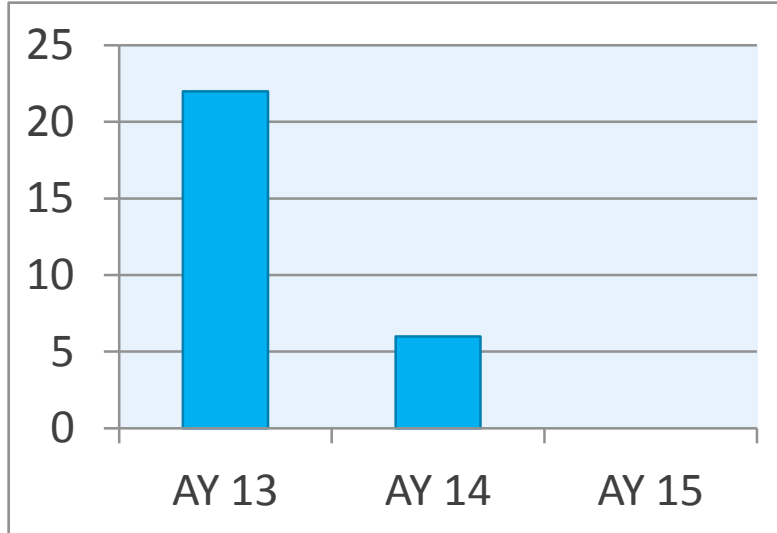
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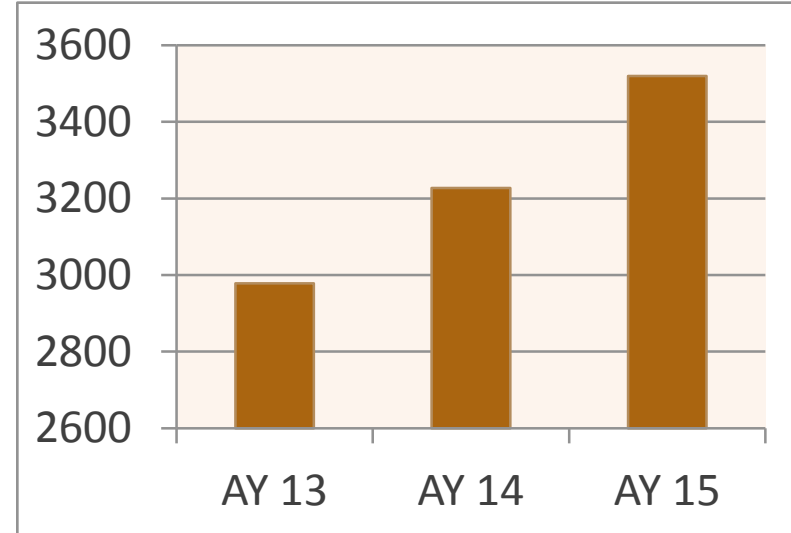


Growth factoids

NEW PROGRAM PROPOSALS



DISTANCE STUDENT NUMBERS

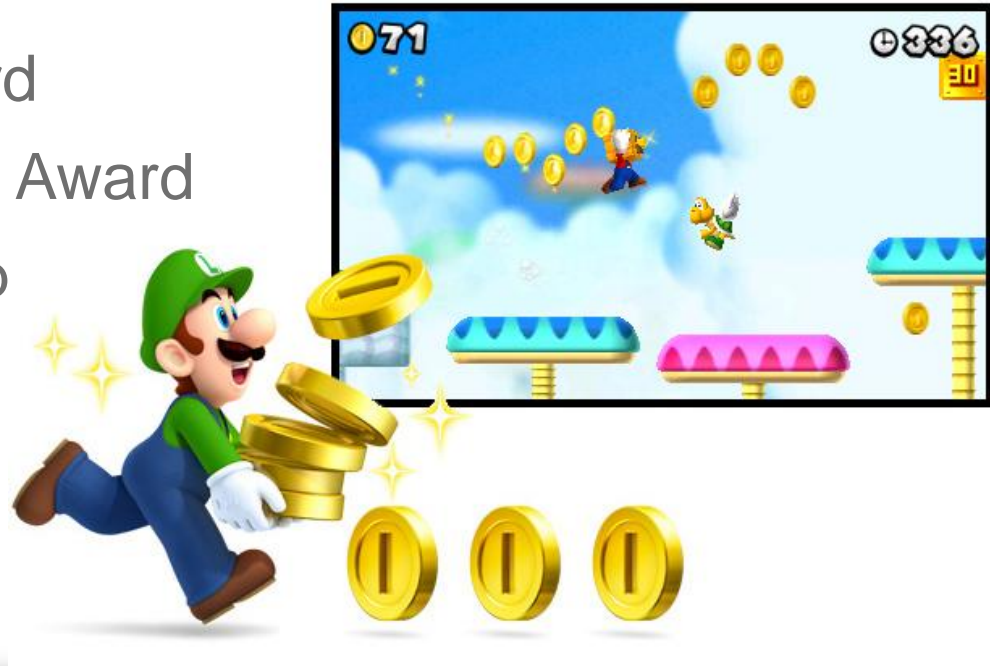


Financial Aid Strategies

Armed Forces Tuition Award

Community College Tuition Award

Former student scholarship



Human Resource Strategies

New positions supporting recruitment and marketing

- Two new staff in recruitment including military specialist
- Media producer for video storytelling



Your turn!

- What barriers to growth do you face on your campus?
- What has been successful in overcoming or bypassing these barriers?
- What hasn't been successful?
- What ideas have been sparked about things you might want to try or explore?



Building campus networks

- \$\$\$
- Marketing partnerships
- Advisory boards and working groups
 - MU Distance Education Advisory Board
 - Distance Education Operations Team
 - Mizzou Online Advisory Council
 - Self-paced course task force



Outcomes

- Growing interest, understanding of distance education
- Increased cooperation; receptiveness
- We are seen as responsive
- Increased trust up and down



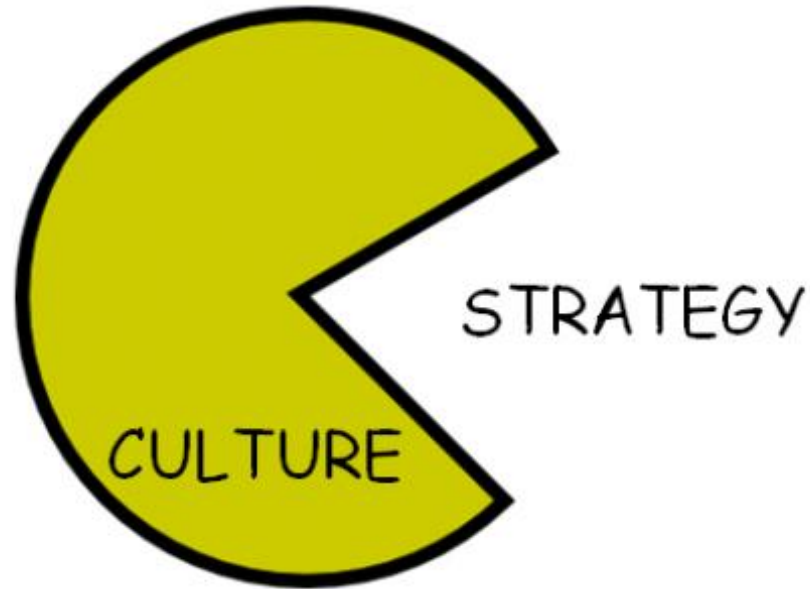
Your turn!

What successful internal partnerships do you have at your institution? What makes them successful?

What partnerships are you hoping to develop? What are the challenges?



Lessons learned





THANK YOU!

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