



Managing for Results

Turning data into actionable insights for strategic performance management

Ad Astra Background

- 25 Years
- 530 Mascots
- Started in space management, expanded to managing the various pillars in the academic enterprise
- 330 Institutions Benchmarked
- 7 New Mexico Partners (University of New Mexico, New Mexico State, Central New Mexico CC, New Mexico Highlands U., Santa Fe CC, San Juan CC, Dona Ana CC)

Big Ideas

The Academic Enterprise is Complex



Challenges for Students

- *#1 Student Reported Challenge:
Course Access*
- Up to 50% of students are not satisfied with class registration

RUFFALO
NOEL LEVITZ

Quality Insights into Highest Priorities



College-going, Import/Export Ratio



Stewardship



Student Success



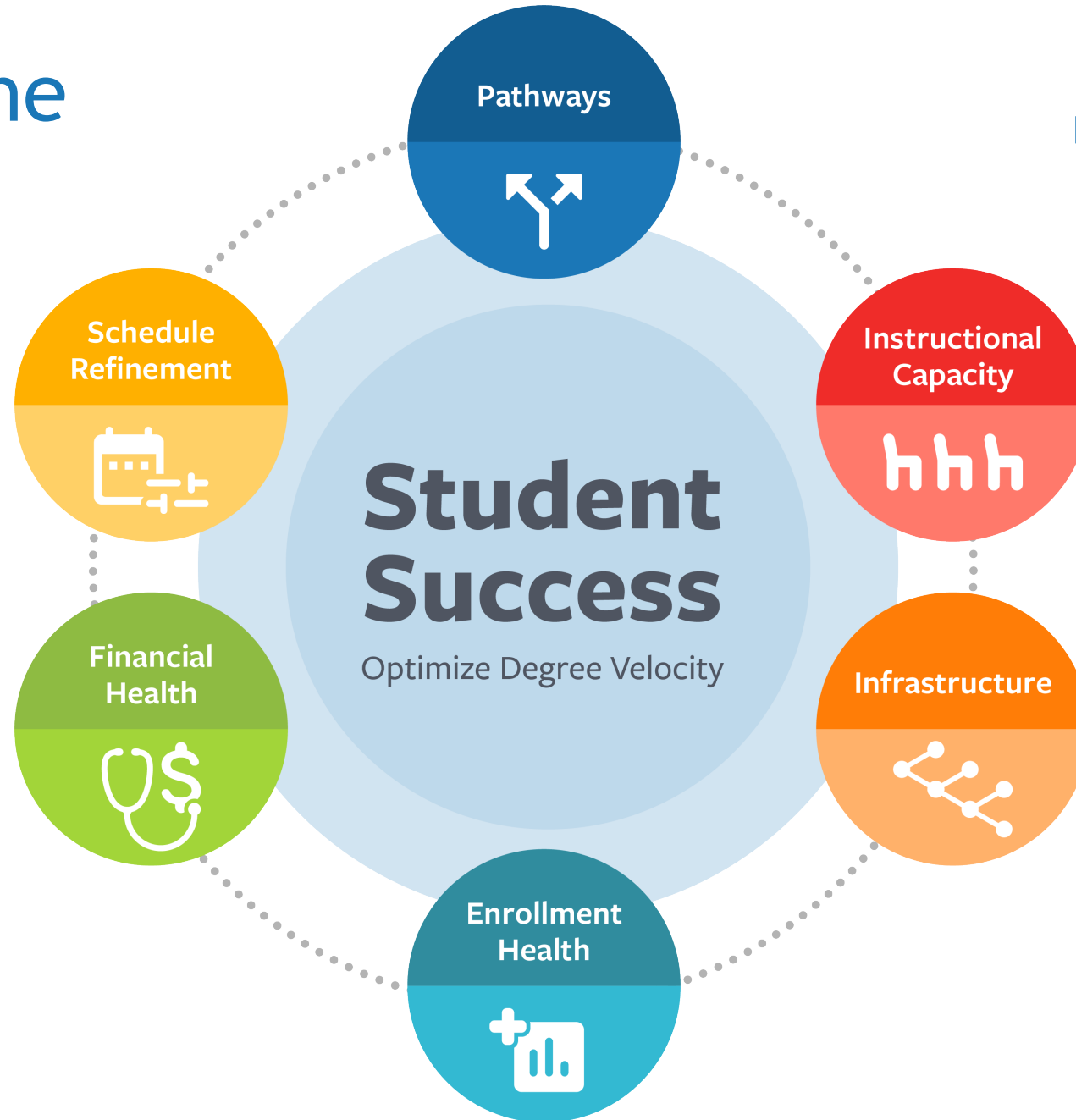
Job Placement



Typical Challenges

- Lack of clarity on measurement for some priorities (e.g., stewardship)
 - Post-hoc results (e.g., retention and graduation rates)
 - Partial student populations (e.g., IPEDS)
 - Data inconsistency
 - Burdon of compliance reporting
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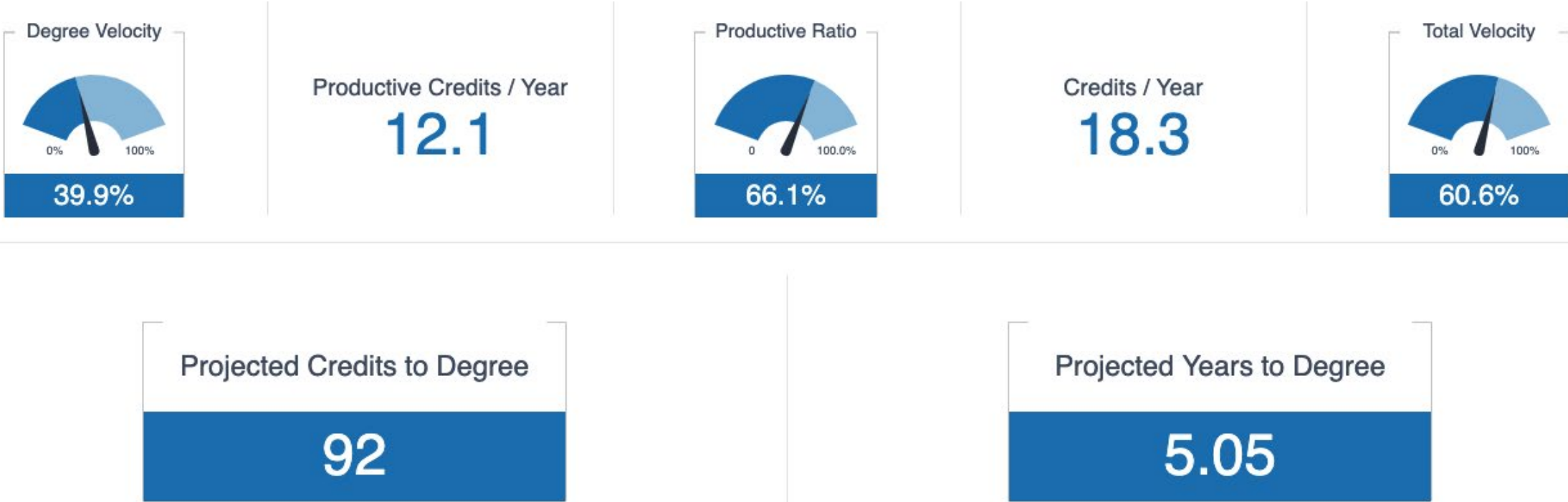
Managing the Academic Enterprise



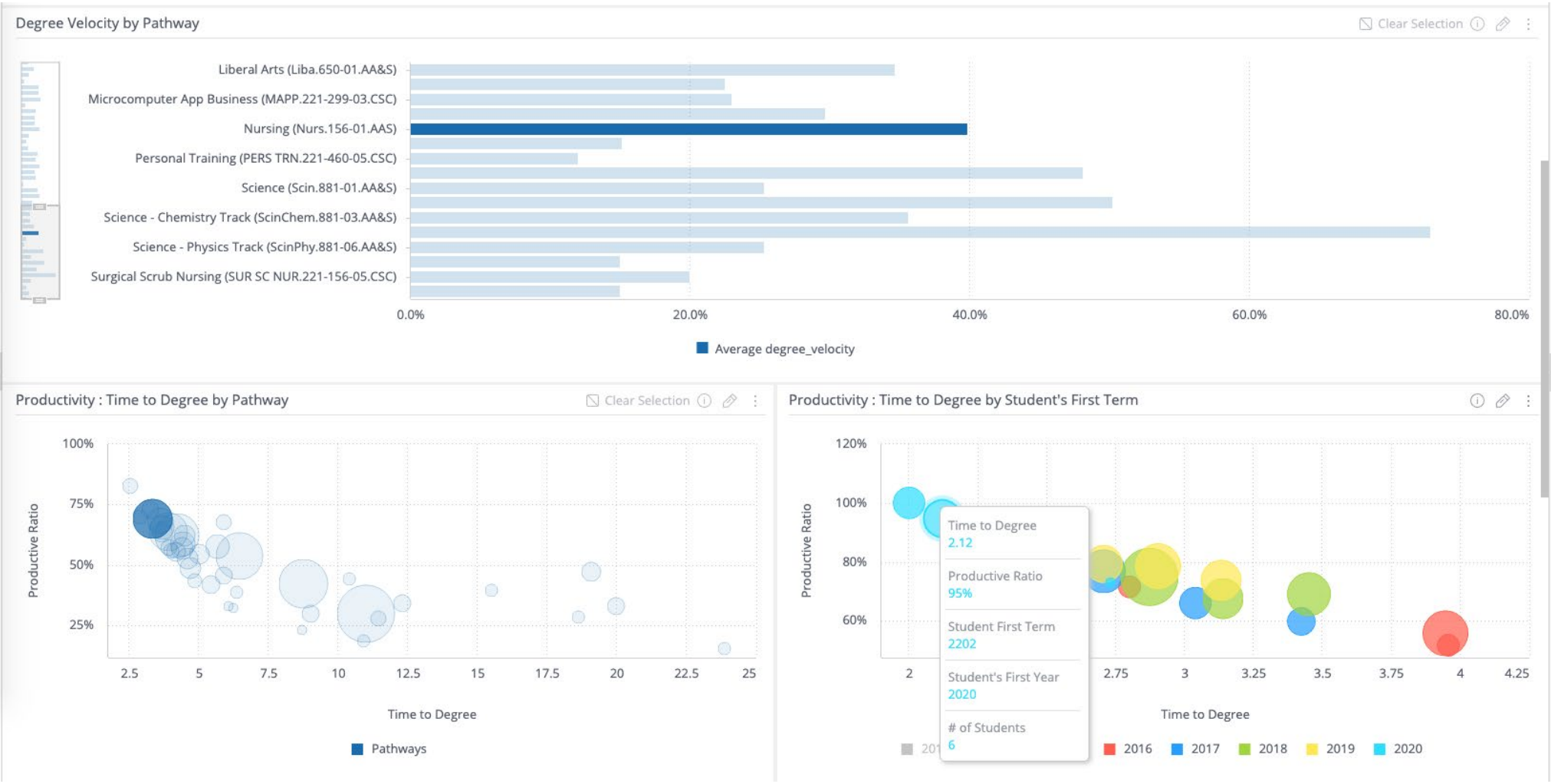
Good planning and resource allocation *improve* Student Success and Financial Health

Accelerate Degree Velocity

2-Year Public Example



Degree Velocity Details

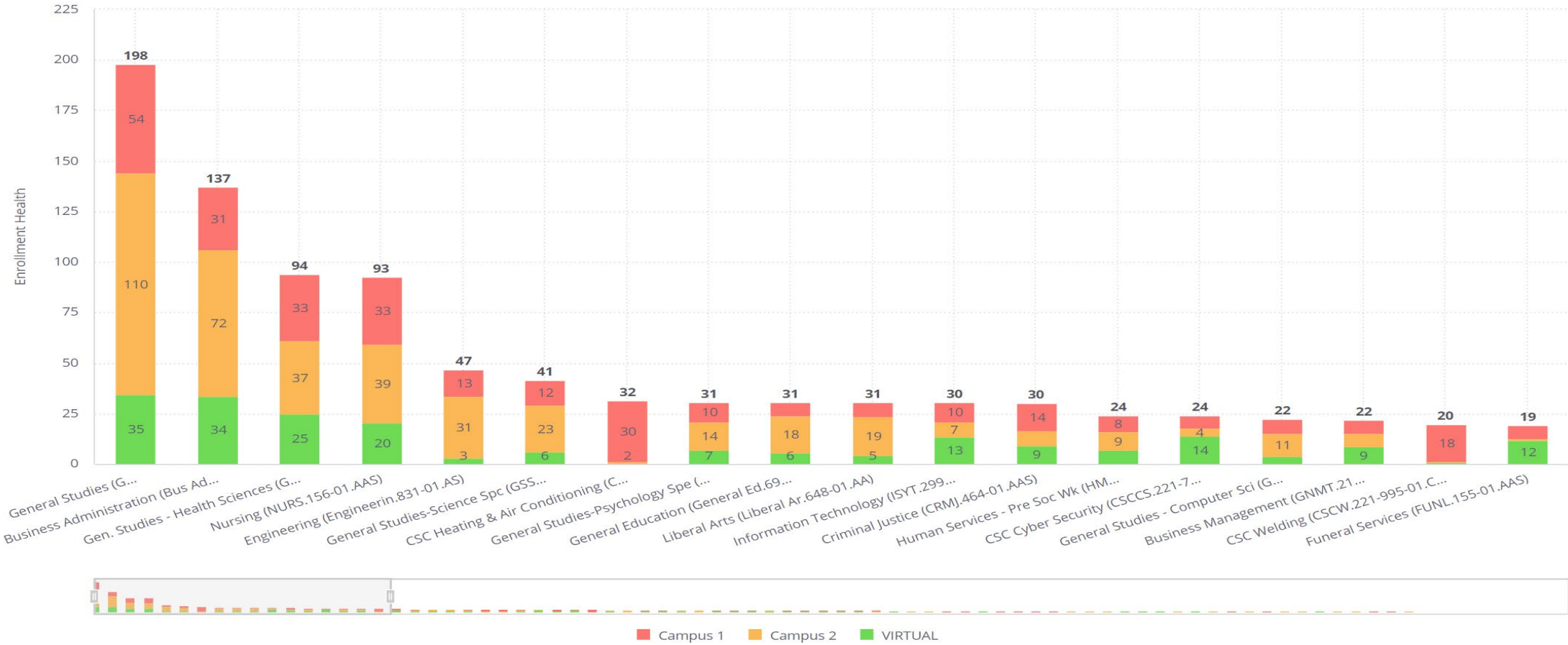


Manage Enrollment Health

Enrollment Health ⓘ

Apply

Cancel



Manage Pathways

Pathway Health by Requirement (Sequence)

CampusCredential	Sequence	Health (Internal)	Health (Total)	Pathways Sharing These Courses	Low Courses	Medium Courses	High Courses
Campus 1 CURR:464-01	1	14	218	23	0	0	1
	2	14	347	58	0	0	1
	3	3	71	37	1	0	3
	4	7	63	26	0	1	1
	5	14	35	7	0	1	0
	6	14	14				
	7	14	15				
	8	7	7				
	9	14	18				
	10	14	18				
	11	14	159	37	0	0	1
	12	14	18	4	1	0	0
	13	7	9	4	2	0	0
	14	7	8	3	2	0	0
	15	14	14	2	1	0	0
	16	14	166	40	0	0	1
	17	7	9	4	2	0	0
	18	14	14	2	1	0	0
	19	14	127	31	0	0	1
	20	4	60	28	0	2	1
	21	7	20	10	1	1	0

Course Health					
Sequence	Subject	Course	Course Group	Health (Internal)	Health (Total)
8	ADJ	111	ADJ 111/245	7	7
		245	ADJ 111/245	7	7

Align Schedules to Students' Needs

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Align Quick Filters

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	COURSE ↑	OFFERED	NEEDED	PLANNED	STATUS
✓	ACCT 2100 - Intro Financial Accounting Spring Semester 2020, M	2 sections 144 seats	2 sections 80 seats	2	Approved
✓	ACCT 2100 - Intro Financial Accounting Spring Semester 2020, O	4 sections 160 seats	2 sections 79 seats	Spring Semester 2020 1145 students	
↓	ACCT 2100 - Intro Financial Accounting Spring Semester 2020, A	16 sections 1425 seats	13 sections 1162 seats		
↑	ACCT 2200 - Intro Managerial Accounting Spring Semester 2020, O	2 sections 80 seats	2 sections 81 seats		
↑	ACCT 2200 - Intro Managerial Accounting Spring Semester 2020, A	11 sections 882 seats	12 sections 1042 seats	12	Scheduled
↓	ACCT 3100 - Intermediate Fin Acctg I Spring Semester 2020, A	5 sections 195 seats	4 sections 156 seats	5	Scheduled
✓	ACCT 3200 - Concepts in Federal Taxation Spring Semester 2020, A	4 sections 195 seats	4 sections 151 seats	4	Evaluate...

Spring Semester 2020
1145 students

NAME	CREDITS	PATHWAY
Danyell Anderson 51891	14	BBA - Accounting Interest
Steve Rancotti 55500	45	BBA - Accounting Interest
Sal Nathan 55700	15	BBA - Accounting Interest
Gerard Candy 56876	40	BBA - Accounting Interest

Student Pathway Progress

Pathway Completion Student History

Fall Semester 2016

- MUSI_1107
19 - ArtGenEd
- COM_2129
Course is not on student pathway.
- ELEC_1T00
Course is not on student pathway.
- HPE_2T00
Course is not on student pathway.

Spring Semester 2018

- GWST_1102
16 - GenEdArea_B2
- ECON_1000
2 - ECON_1000
- MATH_1113
3 - MATH_1111

Close


Manage Financial Health

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Finance Quick Filters × ⌵

Sort Find... × Updated Apr 24, 2020 11:50 PM

MAJOR ↑	ENROLLMENT	HEALTH	REVENUE	COST	MARGIN	% MARGIN
ACCT - BS	273	Medium	\$819,000	\$431,112	\$387,888	47%
AMCS - BA	4	Low	\$12,000	\$13,880	-\$1,880	-16%
ANTH - BA	6	Low	\$18,000	\$20,450	-\$2,450	-14%
BIOCHEM - BS	99	Low	\$297,000	\$324,576	-\$27,576	-9%
BIOL - BA	124	Medium	\$372,000	\$206,428	\$165,572	45%
BIOL - BS	7	Low	\$21,000	\$23,648	-\$2,648	-13%
CCJS - BA	296	Medium	\$888,000	\$297,550	\$590,450	66%
CHEM - BS	4	Low	\$12,000	\$13,880	-\$1,880	-16%



Bringing it Together

Successful State/Institution Partnerships



GRASSROOTS SUPPORT



STATEWIDE DATA FRAMEWORK



COLLABORATION WITH COMMON PRIORITIES AND LEXICON



Questions?

Tom Shaver, Founder & CEO

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