

DATA COPY  
For the articulation binder

**Alliance Memorandum of Understanding**

This Alliance Memorandum of Understanding ("MOU") is between University of Phoenix, Inc. ("University") with its principal place of business at 4025 South Riverpoint Parkway, Phoenix, Arizona 85040 and College of Southern Maryland ("School") located at 8730 Mitchell Road, La Plata, Maryland 20646.

**Benefits Offered by University:**

1. The University will provide a five percent (5%) tuition reduction and a one hundred percent (100%) Prior Learning Assessment ("PLA") reduction to School's employees who enter into a Bachelor Level Program or higher, including certificate programs, and single courses, including professional development courses, who meet the University's admission standards. After the effective date of this MOU and after the date the student identifies as an employee of School, reduced tuition will apply to the then current rates at the time the student enrolls in a course. All students are subject to the University's student policies.
2. The University will provide a five percent (5%) tuition reduction and a one hundred percent (100%) PLA reduction to new students entering into a Bachelor Level Degree Program at University who obtain an Associate's Degree from School after the effective date of this MOU. After the effective date of this MOU and after the date the student has been confirmed as having an Associate's Degree from School, reduced tuition will apply to the then current rates at the time the student enrolls in a course. All students are subject to the University's admission policies.
3. The University will provide a one hundred percent (100%) PLA reduction to students for the assessment of professional training that has not been transcribed as transferrable college level credit towards a degree program offered at the School. The MOU will cover training completed at the school or an affiliated skill or training center as listed on Addendum A, after the effective date of this MOU. If no affiliated skill or training centers are listed on Addendum A, then this provision shall only be effective for the School as listed above. Coursework which is remedial or developmental in nature is not eligible for assessment. All students are subject to the University's prior learning assessment policies.
4. The University shall provide a Course Transfer Guide ("CTG") in a PDF file which will include course-by-course transfer categories for lower division degree applicable college level courses from the School that are eligible for credit towards general education and elective categories at the University. Students shall be subject to the University's transfer policies. Additional general education credits may be needed to fulfill specific degree program requirements.
5. A minimum grade of "C" (2.0) is required to waive a University undergraduate-required course.
6. The University shall provide a sample Program Transfer Guide ("PTG") illustrating how an Associate's Degree may transfer to a Bachelor's Degree offered at University. The School agrees to permit the University to publish the PTG publicly on phoenix.edu.
7. The University will provide a link from the School's internal website to a University website to assist employees with enrollment.
8. The University will provide information to support the School's internal promotion of continuing education.

**School Contributions:**

1. School represents and warrants that it is an Associate-Degree Granting Institution currently accredited by an approved regional or national accrediting body. University may terminate this agreement immediately upon a change in accreditation status and/or if School fails to notify University of a change in accreditation status.
2. The school will make its course catalogue available on an annual basis for University of Phoenix course transfer evaluations. The School agrees to permit the University to publish the Course Transfer Guide publicly on phoenix.edu.
3. Subject to the School's policies, the School will work with the University to communicate the benefits of this MOU and the many educational opportunities available at the University.
4. The School will update Addendum A and provide an updated electronic copy to University within ten (10) business days of a new skill or training center being established or an existing skill or training center being discontinued.

**General Terms and Conditions:**

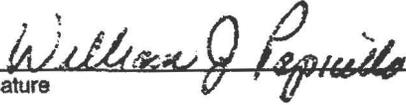
1. This MOU becomes effective on the date both parties have signed the MOU. Either party may terminate this MOU upon thirty (30) days prior written notice. If either party believes that the MOU might violate any law or regulation, adversely affect its accreditation, or any license or exemption issued by a Federal or State educational board or commission, either party may terminate the MOU immediately upon written notice to the other party.
2. The University may use School's name verbally for reference purposes only. The School grants the University the right to use the School's name and logo in writing for purposes of this MOU only.

3. Each party acknowledges that the relationship with the other is that of an independent contractor.
4. Each party agrees to abide by all applicable Federal and State Laws. This MOU shall be governed by and construed in accordance with the Laws of the State of Arizona. Jurisdiction for any claim, dispute, or lawsuit shall be Maricopa County, Arizona.
5. This MOU does not create any rights, title, or interest for any entity other than the University and the School.

COLLEGE OF SOUTHERN MARYLAND

UNIVERSITY OF PHOENIX, INC.

  
Signature

  
Signature

Bradley Gottfried, Ph.D.  
Printed Name

William Pepicello, Ph.D.  
Printed Name

President  
Title

President  
Title

5-30-13  
Date

6/7/13  
Date

**ADDENDUM A  
COLLEGE OF SOUTHERN MARYLAND AFFILIATED SKILL OR TRAINING CENTERS**

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University of Phoenix®  
Workforce Solutions

# **College of Southern Maryland Partnership Recommendation**



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# Executive Summary

Presented by: Shauna Davis, Workforce Solutions Advisor

On behalf of University of Phoenix, thank you for the time that you have taken to discuss your institution's goals and objectives. University of Phoenix is pleased to present a recommendation outlining solutions that we're confident can assist you in meeting your education goals. Throughout this recommendation, you will find an outline of our discussed immediate and long-term initiatives. Our initiatives for the first 90 days include:

## Student Opportunities

- Articulation
- Transfer Pathways
- Seamless Transfer Launch
- Student Communications
- Workforce Development Prior Learning Assessment

Following completion of the first stage of our relationship, we can refocus our efforts on future opportunities for your staff, faculty and associate degreed students. These include:

## Student Opportunities

- Workforce CLEAR Pathway Events

## Staff and Faculty Opportunities

- Postsecondary Pathways to Performance Initiative (P3)
- School of Advanced Studies
- Reporting

On the final pages of this document, you will find an appendix that provides examples for your reference.

To display our commitment to this partnership, University of Phoenix is pleased to extend a five percent (5%) tuition reduction to staff and faculty of College of Southern Maryland who enter into a bachelor's or higher degree program with University of Phoenix. Additionally, students entering into a bachelor's degree program who obtain an associate's degree from College of Southern Maryland will receive a five percent (5%) tuition reduction upon proof of the completed associate's degree. University of Phoenix will also provide a one hundred percent (100%) fee waiver for staff, faculty and associate degreed students on Prior Learning Assessment (PLA) submission. PLA includes the assessment of professional training completed at College of Southern Maryland or an affiliated skill or training center that has not been transcribed as transferrable college level credit towards a degree program offered at College of Southern Maryland.

We are excited to launch our partnership and look forward to serving College of Southern Maryland and your staff, faculty and associate degreed students.

# Partnership Recommendations

## Immediate Partnership Initiatives for Students

### Articulation

University of Phoenix will accept College of Southern Maryland lower-division general education coursework as the same designation that you grant them; thereby allowing your students to maximize the units they acquire at your institution. Through articulation, you are adding value and credibility to your already established courses. Additionally, articulation allows students the opportunity to save time and money while working toward completion of their degree by utilizing the credits already earned at College of Southern Maryland. Following completion of your course evaluation, a Course Transfer Guide (CTG) will be posted on phoenix.edu as well as on your co-branded landing page for new and existing students to reference when enrolling at University of Phoenix to continue their education. Your Course Transfer Guide demonstrates clearly for your advisors and students how their coursework is designated at University of Phoenix allowing for increased flexibility when it comes to credit transfer and application.

Please see Appendix I to see an example of a Course Transfer Guide.

### Transfer Pathways

Using the framework of our Course Transfer Guide, University of Phoenix identifies Transfer Pathways that promote community college completion by bringing clarity to the transfer process. Through the creation of Transfer Pathways, your staff, faculty, and associate degreed students see how transfer credits apply on a program-to-program basis as credits earned from an associate's degree at College of Southern Maryland can be applied when transferring into a University of Phoenix bachelor's degree. This document is customized for each institution holding a current Articulation Agreement and a signed agreement with the University of Phoenix.

#### 2+2 Associate in Arts Transfer Pathway:

Effective for new students applying to University of Phoenix on or after 09/01/2011, students who have earned an Associate of Arts degree from a regionally accredited community college will be able to transfer their AA in its entirety for a block credit transfer, instead of assessing the credits on a course by course basis. This policy is applicable towards programs with our standard 54 credit General Education block. Current programs that are active include:

- Bachelor of Science in Business – all concentrations
- Bachelor of Science in Accounting
- Bachelor of Science in Management
- Bachelor of Science in Criminal Justice Administration
- Bachelor of Science in Organizational Security and Management
- Bachelor of Science in Communication
- Bachelor of Science in Health Administration – all concentrations
- Bachelor of Science in Human Services
- Bachelor of Science in Human Services/Management
- Bachelor of Science in Psychology

Programs with unique general education builds (BSN, BSED for example) are excluded. Because of specific degree requirements we will still need to confirm Math and English pre-requisites and any state-specific content requirements are met individually, but all other Gen Ed and elective content areas will automatically be satisfied with this policy for eligible programs.

Please see Appendix II to see an example of a Transfer Pathway.

#### Seamless Transfer Launch

The “transfer launch” is the date by which University of Phoenix is able to enroll associate degreed students of College of Southern Maryland. When we launch, our enrollment systems will be able to track any new and existing student-alumni of your institution, apply partnership benefits, as applicable, and begin to record student information for reporting purposes to determine Transfer Trends and Outcomes. We understand that it’s important to evaluate the success of our relationship and the educational growth of your alumni. As such, we have the ability to provide comprehensive reporting on the enrollment trends of your students on an annual or semester basis. We can provide active student count and enrollment trends as well as a breakdown of student count by modality (online vs. local campus), degree program, University of Phoenix College, and University of Phoenix region. Our intake teams of advisors, known as Graduation Teams, are dedicated to offering personalized service that creates a heightened student experience that supports the student success foundation established by College of Southern Maryland.

Please see Appendix III to see an example of the reporting we can offer.

#### Student Communications

In an effort to communicate the benefits of our relationship to your students and alumni, University of Phoenix is able to create a portfolio of collateral pieces with minimal effort on your part. By providing your logo in a high-resolution format, we are able to execute customized, co-branded communication pieces including:

- An informational landing page created specifically for community college students with a custom URL for your institution (**phoenix.edu/collegeofsmd**)
- Web copy to be placed on your student-facing website that describes the relationship and links to the landing page, and a University of Phoenix logo file for use on the website
- A “Frequently Asked Questions (FAQ)” document that addresses potential questions about your academic relationship with University of Phoenix for use in an electronic or print format

Please see Appendix IV for examples of our co-branded collateral.

#### Workforce Development Prior Learning Assessment

University of Phoenix is grateful to America’s community colleges for the investment they make in training and educating our Nation’s workforce. To support the student’s attainment of industry-recognized credentials, the University of Phoenix will assess professional training that has not been transcribed as transferrable college level credit towards a degree program offered at your college and/or an affiliated skill or training center through our Prior Learning Assessment (PLA). Coursework which is remedial or developmental in nature is not eligible for assessment, and all students are subject to the University’s prior learning assessment policies.

## Future Opportunities for Students

### Workforce CLEAR Pathway Event

The Workforce CLEAR Pathway Event is focused on bringing clarity to a community college student's career and continuing education paths by designating a night to highlight opportunities available in a specific industry. By focusing on five key components, Community, Learning, Engagement, Access, and Readiness (CLEAR), University of Phoenix supports College of Southern Maryland in informing students and alumni on industry specific educational goals needed for long term academic and profession success.

Please see Appendix V for more information on Workforce CLEAR Pathway Events.

## Future Opportunities for Community College Personnel

### Postsecondary Pathways to Performance Initiative (P3)

The Postsecondary Pathways to Performance Initiative (P3) unites business, academic and diversity leaders in local forums across the United States to determine performance-based outcomes. P3 is a "Blue Ribbon" advisory team committed to exploring and identifying workforce needs with an aim of developing education pathways aligned by industry. Participants take an in-depth view of curriculum covered to conclude and how this meets workforce standards and industry specific skill gaps. The P3 advisory team is comprised of business and higher education academic leaders. By facilitating open communication among stakeholders, the P3 initiative yields innovative education solutions supporting workforce needs.

- Higher Education Participants: Includes our University of Phoenix and community college academic personnel aligned by program (e.g. Workforce Solutions, Campus and Central Administration Academic Affairs, etc.)
- Business Leaders: Workforce Solutions Corporate Partners (i.e. Vice President of Human Resources/ Director of Human Resources/ Chief Learning Officer)
- Diversity: Chapter Leaders

### School of Advanced Studies

University of Phoenix supports College of Southern Maryland staff by offering doctoral programs within the School of Advanced Studies. These programs are designed for organizational leaders who wish to integrate research, theory and practical experience into their professional roles and personal lives. Furthermore, through a strong emphasis on academic excellence, we support our learners' development as scholars who converse with, and contribute to, the larger community of academics and researchers engaged in the study of leadership.

### Reporting

We understand that it's important to evaluate the success of our relationship and the educational growth of your staff and faculty. As such, we have the ability to provide comprehensive reporting on the enrollment trends of your staff and faculty enrolled at University of Phoenix. On a quarterly basis, we can provide active student count and month-over-month enrollment trends as well as a

breakdown of student count by modality (online vs. local campus), program level, degree program, University of Phoenix College, and University of Phoenix region.

Please see Appendix VI of the reporting we can offer.

# Initial Timeline

## Week 1, Days 1-7

- College of Southern Maryland presents signed agreement to UOPX
- College of Southern Maryland delivers a high-resolution logo to UOPX for student communications collateral
- UOPX prepares internal systems to begin Seamless Transfer Launch
- UOPX deploys internal communications to UOPX Student Service Representatives regarding specific College of Southern Maryland benefits
- UOPX begins tracking transfer trends and outcomes for future reporting purposes
- UOPX begins creating Transfer Pathways for College of Southern Maryland

# Post-Launch 30-Day Timeline

## Week 2, Days 8-14

## Week 3, Days 15-21

## Week 4, Days 22-28

- College of Southern Maryland meets with Shauna Davis to review relationship milestones to date
- College of Southern Maryland and Shauna Davis schedule 30-day check-in meetings to discuss ongoing partnership efforts and goals
- UOPX identifies additional solutions to meet College of Southern Maryland educational development needs

## Week 5, Days 29-35

- UOPX completes new Transfer Pathways for College of Southern Maryland.
- UOPX shares completed Transfer Pathways with community college leadership and staff to communicate developments to students
- College of Southern Maryland and UOPX review landing page and completed transfer guides at **[phoenix.edu/collegeofsmd](http://phoenix.edu/collegeofsmd)** and additional communications
- UOPX makes College of Southern Maryland requested changes to collateral, if needed
- UOPX finalizes and delivers final communication package for launch
- College of Southern Maryland implements UOPX content on student-facing website or communications channel to promote UOPX landing page

# Appendix I: College Course Transfer Guide (CTG)



University of Phoenix

## SCOTTSDALE COMMUNITY COLLEGE

### 2011 - 2012 Course Transfer Guide

The following is a list of courses that transfer as:

A liberal arts General Education course, by category

A transcribed nursing course (for BSN students)

A limited physical education elective (students may transfer up to 4 semester credits)

All other courses will transfer as electives that are:

College-level courses (not remedial or developmental) as designated by sending institution

Associate Degree coursework or diploma courses that are identical to Associate Degree courses (applies to select Nationally Accredited and select Regionally Accredited Institutions only)

Course Number	Course Title	Transfer Category	Area of General Education	Credit
ACC105	Payroll, Sales and Property Taxes	General Education	Interdisciplinary/Elective	3.00
ACC110	Understanding and Using Financial Systems	General Education	Interdisciplinary/Elective	3.00
ACC111	Accounting Principles I	General Education	Interdisciplinary/Elective	3.00
ACC112	Accounting Principles II	General Education	Interdisciplinary/Elective	3.00
ACC115	Computerized Accounting	General Education	Interdisciplinary/Elective	2.00
ACC125	Understanding Financial Statements	General Education	Interdisciplinary/Elective	3.00
ACC211	Financial Accounting	General Education	Interdisciplinary/Elective	3.00
ACC212	Managerial Accounting	General Education	Interdisciplinary/Elective	3.00
ACC215	Governmental and Not-For-Profit Accounting	General Education	Interdisciplinary/Elective	3.00
ACC221	Tax Accounting	General Education	Interdisciplinary/Elective	3.00
ACC230	Uses of Accounting Information I	General Education	Interdisciplinary/Elective	3.00
ACC240	Uses of Accounting Information II	General Education	Interdisciplinary/Elective	3.00

# Appendix II: Transfer Pathways



University of Phoenix

## Transfer Pathway for Maricopa Community College District

Associate of Applied Science in Business to  
Bachelor of Science Business/Green & Sustainable Enterprise

MCCD Associate's Degree Courses	UOPX Required Credits	MCCD Applied Credits
<b>English Language Arts</b> ENG 101 or 107 - First Year Composition or ENG 102 or 108 - First Year Composition or COM 225 - Public Speaking or CRE 101 - Critical Reading	12	12 3 Comm Arts 3 Comm Arts 3 Comm Arts 3 Comm Arts
<b>Mathematics</b> MAT 142 or higher (except MAT 150, 151, 152, 156, or 157) MAT 150 - Mathematics for Elementary Teachers I MAT 157 - Mathematics for Elementary Teachers II CIS 105 or BPC 110 (as recommended by Maricopa)	12	12 3 Mathematics 3 Mathematics 3 Mathematics 3 Mathematics
<b>Physical/Biological Science</b> Two courses approved in the Natural Sciences Area (Only one MCCD course eligible for the SG area can be used)	6	6 3 Science/Tech 3 Science/Tech
<b>Humanities</b> Two courses approved in the Humanities/Fine Arts Area (Students encouraged to choose courses from multiple disciplines)	3	6 3 Humanities 3 Humanities
<b>Social Studies</b> HIS 103 or HIS 104, PSY 101, GCU 121, 122, ECN 211, 212, POS 110, ECH 178, CFS 178 or CFS 205 Course from the Electives from CTG	3	6 3 Social Science 3 Social Science
<b>Additional Liberal Arts</b> Any course approved in the Literacy & Critical Inquiry Area CIS 105 - Survey of Computer Information Systems	6	6 3 Liberal Arts 3 Liberal Arts
<b>Interdisciplinary Requirement*</b> ECN 211 ECN 212 GBS 205 GBS 221	18	18 3 Interdisciplinary 3 Interdisciplinary 3 Interdisciplinary 3 Interdisciplinary
<b>Elective Requirement</b> Any course in the Quantitative Method or Business Elective Area (CIS 114DE, CIS 133DA, CIS 150, CIS 162AD, GBS 151, GBS 220, GBS 233, GBS 110, MGT 251, IBS 101, MGT 253, REA 179)	3	3 3 Elective

\*Physical Education activity credits are limited to four (4) credits.

The University's central administration is located at 4515 E. Elwood St., Phoenix, AZ 85040. Online Campus: 3157 E. Elwood St., Phoenix, AZ 85034.  
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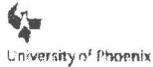
University of Phoenix

University of Phoenix Bachelor's Degree	UOPX Required Credits	MCCD Applied Credits
<b>Bachelor's of Science in Business Required Course of Study</b>	<b>45</b>	<b>15</b>
GEN 200 Foundations for Gen Ed and Professional Success	3	0
ECO 212 Principles of Economics	3	3**
BIS 219 Business Information Systems	3	3**
MGT 216 Organizational Ethics and Social Responsibility	3	3**
ACC 280 Principles of Accounting	3	3**
COM 285 Business Communications	3	3**
MGT 330 Management: Theory, Practice, & Application	3	0
MGT 307 Organizational Behavior and Group Dynamics	3	0
MGT 350 Critical Thinking: Strategies in Decision Making	3	0
RES 341 Research and Evaluation I	3	0
RES 342 Research and Evaluation II	3	0
BUS 415 Business Law	3	0
FIN 370 Finance for Business	3	0
MKT 421 Marketing	3	0
BUS 475 Integrated Business Topics	3	0
<b>Green &amp; Sustainable Enterprise Management Concentration</b>	<b>3</b>	<b>3</b>
BUS 304 Survey of Green and Sustainable Business	3	0
MGT 380 Green and Sustainable Enterprise Management	3	0
BUS 372 Business Sustainability Standards	3	0
MGT 470 Sustainable Enterprise Planning	3	0
Green and Sustainable Enterprise Management Concentration Electives (Choose 2)	6	0
<b>Total Credit Summary</b>	<b>120</b>	<b>57-72</b>
Required Course of Study (BSB Foundation & Concentration)	53	15***
General Education Credits	54	51-54
Total Degree Requirements	120	54-57
<b>Potential Maximum Lower Division Credit Eligibility</b>		<b>72</b>

\*\* Student's transferring from Maricopa Community College District may have options for satisfying these LD courses in the Required Course of Study for the BSB/SEM v24 degree program through a course waiver submission. To be eligible for course waiver approval a course in transfer must be comparable in content, been completed within the 10 years from student's enrollment agreement sign date with UOPX, and have a C grade or higher.

\*\*\* The Associate in Business - General Requirements at Maricopa Community College District is generally obtained by the completion of 62-63 credits. In order to reach the maximum number of 72 LD credits in transfer for the BSB/SEM v24 program at UOPX a student may need to take more credits outside of the prescribed amount for the Associate in Business - General Requirements and petition for course waivers in the Required Course of Study at UOPX.

IMPORTANT: This summary is an estimation of credits only based on the current catalog and degree program requirements. Actual credit may vary based on each individual student's submission. Concentrations are reflected on the transcript only. All courses that apply to an associate's degree transfer to the University of Phoenix with the exception of remedial or vocational courses.



## 2+2 Associate in Arts Transfer Pathway Policy for Oklahoma City Community College

Associate in Arts in Psychology 2011-2012  
Bachelor of Science in Psychology v1

OCCC Associate's Degree Courses	61 Program Credits UOPX Required Credits	61 Credits Applied* OCCC Potential Applied Credits
<b>BS/P Required Course of Study</b>	<b>54</b>	<b>0</b>
GEN 200 Foundations for Gen Ed and Professional Success	3	0
PSY 300 General Psychology	3	0
PSY 310 History and Systems of Psychology	3	0
PSY 355 Motivational Processes in Human Psychology	3	0
PSY 315 Statistical Reasoning in Psychology	3	0
PSY 340 Biological Foundations of Psychology	3	0
PSY 360 Cognitive Psychology	3	0
PSY 375 Life Span Human Development	3	0
PSY 390 Learning and Cognition	3	0
PSY 400 Social Psychology	3	0
PSY 405 Theories of Personality	3	0
PSY 410 Abnormal Psychology	3	0
PSY 435 Industrial/Organizational Psychology	3	0
PSY 450 Diversity and Cultural Factors in Psychology	3	0
PSY 460 Environmental Psychology	3	0
PSY 475 Psychological Tests and Measurements	3	0
PSY 480 Elements of Clinical Psychology	3	0
PSY 490 Capstone Course in Psychology	3	0
<b>Total Credits Summary</b>		
Required Course of Study	54	0
General Education Credits	54	54
Elective Credits	12	7
Total Degree Requirements	120	61
<b>Potential Maximum Lower Division Credit Eligibility</b>		<b>61</b>

### University of Phoenix Associate of Arts 2+2 Transfer Policy

\*Effective for new students applying to University of Phoenix on or after 09/01/2011, students who have earned an Associate of Arts degree from a regionally accredited community college will be able to transfer their AA in its entirety for a block credit transfer. Students utilizing this policy will still need to meet all pre-requisite or state specific content requirements as outlined in the Academic Progression and General Education Requirements policy sections for their chosen program to reach this applied credit total.

**IMPORTANT:** This summary is an estimation of credits only based on the current catalog and degree program requirements. Actual credit may vary based on each individual student's submission. Concentrations are reflected on the transcript only. All courses that apply to an associate's degree transfer to the University of Phoenix with the exception of remedial or vocational courses.

# Appendix III: Transfer Trends and Outcomes Report



## University of Phoenix College Transfer Trends and Outcomes

### Sample Community College

New Students AY11	New Students AY10	New Students AY09	New Students AY08	Current Active Students
569	845	927	853	682

Students Enrolled AY11	Students Enrolled AY10	Students Enrolled AY09	Students Enrolled AY08	Historical Enrollment
2,120	2,375	2,301	1,947	15,291

AY08 - AY11 New Student Top Programs

Rank	Program	Students
1	BSB/M	316
2	BS/P	252
3	BSM	238
4	AAFB	150
5	BSB/ACC	147
6	BSED/E	114
7	BSB/A	108
8	BSB/MKT	106

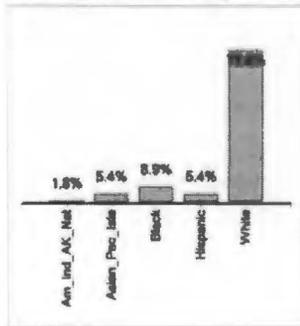
AY08 - AY11 New Students by College

College	Students
Business	1,644
Criminal Justice	179
Education	140
Humanities	117
Information Technology	307
Natural Sciences	202
Nursing	142
Social Sciences	463

AY08 - AY11 New Students by Applied Transfer Credit

Year	Credit Category	Students
AY08	Less than 12 Credits	391
AY08	12 - 24 Credits	186
AY08	25 - 48 Credits	158
AY08	49+ Credits	54
AY08	Associate's Degree	64
AY09	Less than 12 Credits	400
AY09	12 - 24 Credits	243
AY09	25 - 48 Credits	168
AY09	49+ Credits	56
AY09	Associate's Degree	60
AY10	Less than 12 Credits	412
AY10	12 - 24 Credits	192
AY10	25 - 48 Credits	145
AY10	49+ Credits	33
AY10	Associate's Degree	63
AY11	Less than 12 Credits	263
AY11	12 - 24 Credits	143
AY11	25 - 48 Credits	96
AY11	49+ Credits	17
AY11	Associate's Degree	50

AY08 - AY11 New Students by Ethnicity



AY08 - AY11 New Students by Gender



AY08 - AY11 New Students by Modality



Graduates AY11	Graduates AY10	Graduates AY09	Graduates AY08	Historical Graduates
523	427	476	423	7,540

AY08 - AY11 Graduates Top Programs

Rank	Program	Graduates
1	BSB/M	446
2	BSB/ACC	141
3	BSM	141
4	BSB/A	136
5	BSB/MKT	117
6	BSIT	76
7	BS/P	73
8	BSCJA	67

AY08 - AY11 Graduates by College

College	Graduates
Business	1,235
Criminal Justice	71
Education	47
Humanities	34
Information Technology	151
Natural Sciences	75
Nursing	78
Social Sciences	158

\* Current Active Students defined as students who posted positive attendance within the last 30 days  
 \* Academic Year defined as July 1 of the previous year - June 30 of the listed year.

# Appendix IV: Student Communications

**Landing Page:** a page hosted on the University of Phoenix website that provides relevant information about our partnership for College of Southern Maryland staff, faculty and students



**Web Copy:** a page hosted on your website or intranet that provides co-branded information about our partnership for College of Southern Maryland staff, faculty and students

**FAQ Document:** this document describes features of the University of Phoenix partnership for College of Southern Maryland staff, faculty and students, and can be printed or distributed electronically



## Your degree could be your next step.

Elevate your education by transferring your ACCJC Community College credits toward a degree at University of Phoenix. When you enroll in classes at University of Phoenix, you'll be assigned a personalized team of advisors to support you from enrollment to graduation. The faculty hold advanced degrees and work in the fields they teach — so you'll gain practical, real-time knowledge that is focused, challenging and relevant. And as a student, you'll have access to innovative education technologies and work in learning teams alongside other students, many of who are working professionals.

Learn more about this opportunity and these educational benefits at phoenix.edu/communitycollege.

\* While widely available, not all programs are available in all locations or in both online and on-campus formats. Please check with a University Treatment Advisor.



University of Phoenix is an Equal Opportunity Employer. Minorities and women are encouraged to apply. The University of Phoenix is an Equal Opportunity Employer. Minorities and women are encouraged to apply. The University of Phoenix is an Equal Opportunity Employer. Minorities and women are encouraged to apply.

# Appendix V: Workforce CLEAR Pathway Event

Here's how our Industry Workforce CLEAR Pathway Event supports your students:

## Community

Successful integration of a student into the labor force involves the support of many stakeholders in the student's community. Typically held at a large community college venue, the Workforce CLEAR Pathway event brings community college students and staff together with university transfer partners and external stakeholders in the industry to focus on a student's "next steps" after community college completion.

## Learning

Our Workforce CLEAR Pathway event emphasizes lifelong learning relevant to the student's field of interest and presents continuing education options for the 21<sup>st</sup> century student who is so often a working learner.

## Engagement

By focusing our event on a specific body of students and their options for successful transitioning into their industry of interest, we secure maximum engagement. To illustrate, at a Healthcare Workforce CLEAR Pathway Event, all healthcare associate degree students are invited to attend. Event contributors will be universities with healthcare transfer options, healthcare employers sharing insight into the job market, diversity chapters with a focus on the market (i.e. the Hispanic Nurses Association,) and other community stakeholders from the local media and political realm.

## Access

Community colleges provide educational access to diverse students across the United States and the Workforce CLEAR Pathway event aims to support the Access Agenda by opening up the event to the community to demonstrate the connection between education and career success for all students.

## Readiness

Working in tandem with our community college and workforce partners, the Workforce CLEAR Pathway event is able to advance postsecondary career blueprinting efforts that result in students who are career ready.

# Appendix VI: Community College Personnel Reporting

University of Phoenix Student Summary

12/9/2011

XYZ Company

### Total Student Count

**1,788**

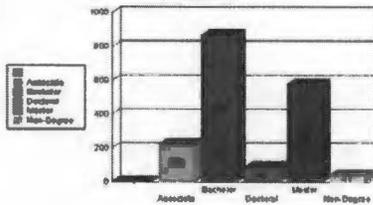
Total students that have posted attendance in class within the last 300 days.  
Student count is based on recognized student employer during time of enrollment.

### Learning Modality

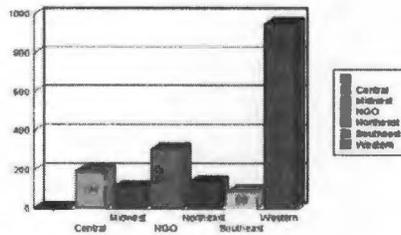
Ground	300
Online	1,422

### Student Count by Program Level

For 11/27/2011



### Student Count by Region



### Top 12 Programs

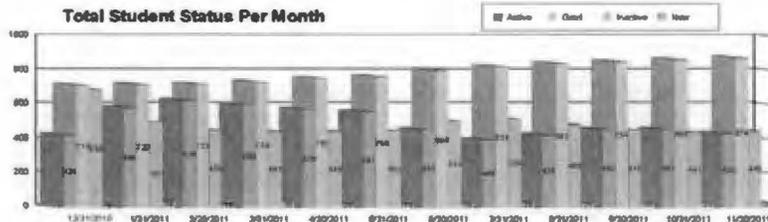
Program	Total
Master of Business Administration	349
Bachelor of Science in Business / Management	219
Bachelor of Science in Management	158
Associate of Arts in Foundations of Business	112
Master of Information Systems	95
Bachelor of Science in Business / Administration	75
Bachelor of Science in Information Technology	68
Bachelor of Science in Business / Integrated Supply Chain an	48
Master of Management	46
Doctor of Management in Organizational Leadership	43
Bachelor of Science in Information Technology / Software Eng	32
Associate of Arts in Business	29
Others	516

### College

College	Total
John Sperling School of Business	1,252
College of Information Systems &	301
School of Advanced Studies	84
College Extension	41
College of Humanities	38
College of Social Sciences	33
College of Criminal Justice & Security	23
College of Education	7
College of Natural Sciences	6
College of Nursing	2

1

### Total Student Status Per Month



New and Active: Represent the number of students that have posted attendance in class within the current month.  
Graduates: Represent students with no attendance within the month and a prior completion date.  
Inactive Students: Represent students that have not posted attendance in class within the current month.



## College of Southern Maryland

New Students AY12	New Students AY11	New Students AY10	New Students AY09	Current Active Students
75	95	120	90	87

Students Enrolled AY12	Students Enrolled AY11	Students Enrolled AY10	Students Enrolled AY09	Historical Enrollment
224	234	230	181	1,170

AY09 - AY12 New Student Top Programs

1	AAFB	35
2	BSN	25
3	BSED/E	20
4	BSB/A	19
5	BS/P	17
6	BSB/M	17
7	BSM	16
8	AAHCA	14

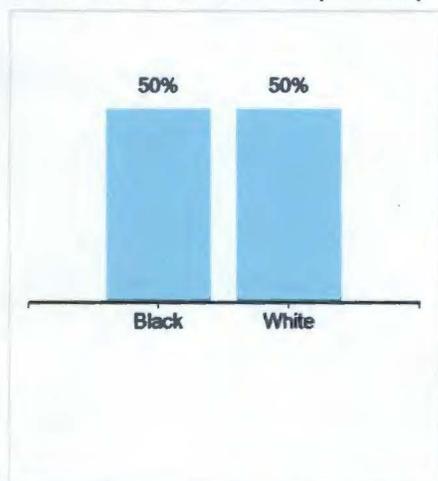
AY09 - AY12 New Students by College

Business	149
Criminal Justice	30
Education	33
Humanities	16
Information Technology	40
Natural Sciences	41
Nursing	26
Social Sciences	45

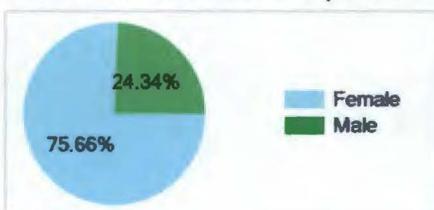
AY09 - AY12 New Students by Applied Transfer Credit

AY09	Less than 12 Credits	46
AY09	12 - 24 Credits	19
AY09	25 - 48 Credits	7
AY09	49+ Credits	5
AY09	Associate's Degree	13
AY10	Less than 12 Credits	55
AY10	12 - 24 Credits	31
AY10	25 - 48 Credits	8
AY10	49+ Credits	5
AY10	Associate's Degree	21
AY11	Less than 12 Credits	43
AY11	12 - 24 Credits	24
AY11	25 - 48 Credits	8
AY11	49+ Credits	1
AY11	Associate's Degree	19
AY12	Less than 12 Credits	30
AY12	12 - 24 Credits	27
AY12	25 - 48 Credits	7
AY12	49+ Credits	1
AY12	Associate's Degree	10

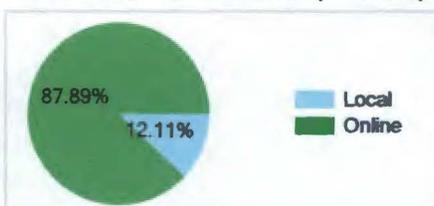
AY09 - AY12 New Students by Ethnicity



AY09 - AY12 New Students by Gender



AY09 - AY12 New Students by Modality



Graduates AY12	Graduates AY11	Graduates AY10	Graduates AY09	Historical Graduates
29	31	33	44	423

*Since data collection began*

AY09 - AY12 Graduates Top Programs

1	BSN	24
2	BSM	19
3	BSB/M	12
4	AAB	7
5	BS/P	7
6	BSCJA	7
7	BSB/A	5
8	BSB/ACC	5

AY09 - AY12 Graduates by College

Business	64
Criminal Justice	10
Education	1
Humanities	4
Information Technology	14
Natural Sciences	7
Nursing	24
Social Sciences	13

\* Current Active Students defined as students who posted positive attendance within the last 30 days  
 \* Academic Year defined as July 1 of the previous year - June 30 of the listed year.