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College Recruitment…it’s a FAMILY affair.

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The purpose of this project was to bring attention to different family dynamics and the role that parents and guardians play in the college decision making process. This was done with the departmental goal of enhancing WMU recruitment and admissions efforts. This project is also supportive of the University’s goal to build a foundation for student success.

Outcomes:
1) Provide training opportunities for WMU Admissions staff to help them understand differing family structures, how decisions are influenced, and the interconnectedness needed between families, school and the community to help support the student in their college career.
2) Create a bilingual recruitment brochure for families where Spanish is the primary language spoken.

Families come in all shapes and sizes...

Today’s family structure:
- Nuclear
- Blended
- Extended
- Single parents
- Guardianship
- Same sex parents
- Foster parents

Families come in many shapes, sizes and structures. As such issues like family dynamics, cultural/community influences and parental styles need to be considered in the college recruitment process. In today’s market, few college age students are making a decision about where to go to college and how to pay for it solely on their own (Gardner, 2007). A shift from student centered decision making to family or guardian centered is now a current trend in today’s college admission.

Family Decision Making
The present state of the economy has increased unemployment, flattened household incomes; devalued family wealth; constrained federal/state higher education support thus causing families to be more involved in a student’s college selection process. Families have increasingly shifted from a price awareness to a value based assessment of colleges and universities (Hill, Pardieck, Stack, Vedvik, 2010)

Students and their families will often weigh their options right down to the minutest of details. As a result of highly involved parents/guardians the decisions often come down to not just that of the prospective student but also that of the “co-purchaser”.

College recruitment must be positioned in a “Consumer Approach” that illustrates the following:
- Investment value
- Strengths and Weaknesses
- Affordability
- Manageability
- Engagement/ Social Integration
- Cost Benefit (ROI)
- Present Resources
- Future Resources

Recruiting students with Spanish speaking parents
 Hispanics are now the largest minority group on the nation’s four-year college campuses, according to an analysis of newly available U.S. Census Bureau data (Pew Hispanic Research Center, 2011). For the first time, the number of 18-24 year old Hispanics enrolled in college exceeded 2 million and reached a record 16.5% share of all college enrollments (four-year and two-year combined).

To reach this growing population of prospective WMU students and to support family decision making in non English speaking homes a bilingual recruitment brochure has been proposed through this project. The concept piece would have WMU recruitment information in both English and Spanish.

In addition to printed material, it is recommended that bilingual electronic communication be explored as well; however that was not the focus of this project.

Following the trend: Currently, both Smith College (http://www.smith.edu/admission/esp/parents/) and Wesleyan University (www.wesleyan.edu/admission/en_espanol/) University in New England have webpages that are available in English and Spanish.

(Spanish bilingual recruitment: concept piece)

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References


Sommers, P. and Settle, J., AACRAO College and University The Helicopter Parent Research toward a Typology (Part 2) Vol. 86 No. 1, Summer 2010.