CIC Online Course Sharing Consortium

POWERED BY Acadeum

Rapidly Launch New Programs & Certifications

CIC's Online Course Sharing Consortium

Today's Facilitators

Matt Trainum
Vice President
For Networks & Strategic
Partnerships

Amanda Gould
Vice President
Partner Success

Sarah MacDonald, MLN
Director
Partner Innovation

Agenda

1. A Partnership to Attract & Retain the Modern-Day Learner
2. Innovative Curricular Solutions to Help Your Institution
3. Establishing a Competitive Edge Through Collaboration

Online Course Sharing Consortium

POWERED BY Academy

Through the CIC Online Course Sharing Consortium, members can improve student progress while maintaining control of their own curriculum.

YTD 2023

Creating Impact Across CIC-OCSC Member Institutions

CIC-OCSC now boasts over **300 colleges and universities**. With more than **9,000 in-demand courses available** through the consortium, students have increased access to help them along their path to completion.

CIC-OCSC has shared **8,600 open seats** in the last year, creating revenue for both the home and teaching institutions.

CIC Online Course Sharing Consortium
POWERED BY Acadeum

A Partnership to Attract & Retain the Modern -Day Learner

Meeting Expectations

The Modern Day Learner

Learners are imagining degree completion in new, innovative ways.

Expectations have shifted, resulting in the need for flexibility in degree pathways and offerings along the life-long learning continuum.

Curricular Solutions to Expand Academic Capacity

ACADEUM COURSE SHARE

Increase Access to In-Demand Courses & Certifications

ACADEUM PROGRAM SHARE

Maintain a Competitive Edge with Custom Curricular Programs

ACADEUM MARKETPLACE PILOT

Attract Workforce Learners by Bridging Education and Career Pathways

CIC Online Course Sharing Consortium

POWERED BY Academum

Top Course Sharing Use Cases

Student Progress > Handle prerequisites/conditional acceptance, accelerate high achievers or double majors, boost course availability, provide flexibility with online courses, and create options for near-completers/walkers.

Generate Revenue > Respond with stop out recovery, academic probation success plans, and opportunities for grade recovery, recover leaked courses, and bring back transfers.

Academic Innovation > Extend guided pathways, expand summer/winter options, incorporate microcredentialing, access qualified faculty, expand upper-level electives, tap into specialized content, and stay nimble and adaptable.

Efficiency & Quality > Redirect independent studies and teach outs, optimize scheduling and remove bottlenecks, create transfer-friendly policies, and plan for faculty contingencies.

Improve Student Progress During Summer Term

JARVIS CHRISTIAN UNIVERSITY

Coure Sharing Provided:

+ Introduction of a summer term to help retain students facing course conflicts
+ Expand course catalog while ensuring academic rigor and quality
+ Helping students graduate on time, or early to reduce financial aid costs

The Impact

47
Students progressed

$100k
In recovered tuition revenue

180+
Students utilizing course sharing

Acadeum

Maintain a Competitive Edge

FALL 2022

Managing the Enrollment Risk

Institutional leaders cited **enrollment as the most significant risk facing colleges** and universities for the fourth year in a row

Source: *2022 Top Risks Report*

Acadeum

Workforce Demand is Creating New Opportunities

CAN YOUR INSTITUTION PREPARE STUDENTS TO MEET WORKFORCE DEMAND AND CAPTURE NEW ENROLLMENT WITH IN-DEMAND PROGRAM OFFERINGS?

The World Health Organization estimates a projected **shortfall of 10 million healthcare workers** by 2030.

30% of current U.S. job openings in major metropolitan areas are in STEM fields, however, only 11% of the U.S. population has a degree in STEM.

Employment in management occupations is projected to grow 8% over the next decade, resulting in **over 800,00 new jobs.**

CIC Online Course Sharing Consortium

POWERED BY Academy

Launch New Programs with OCSC

CREATE OR ENHANCE ACADEMIC & WORKFORCE-ALIGNED PROGRAMS, MAJORS, & CONCENTRATIONS

The Power of a Network

By Higher Ed, For Higher Ed

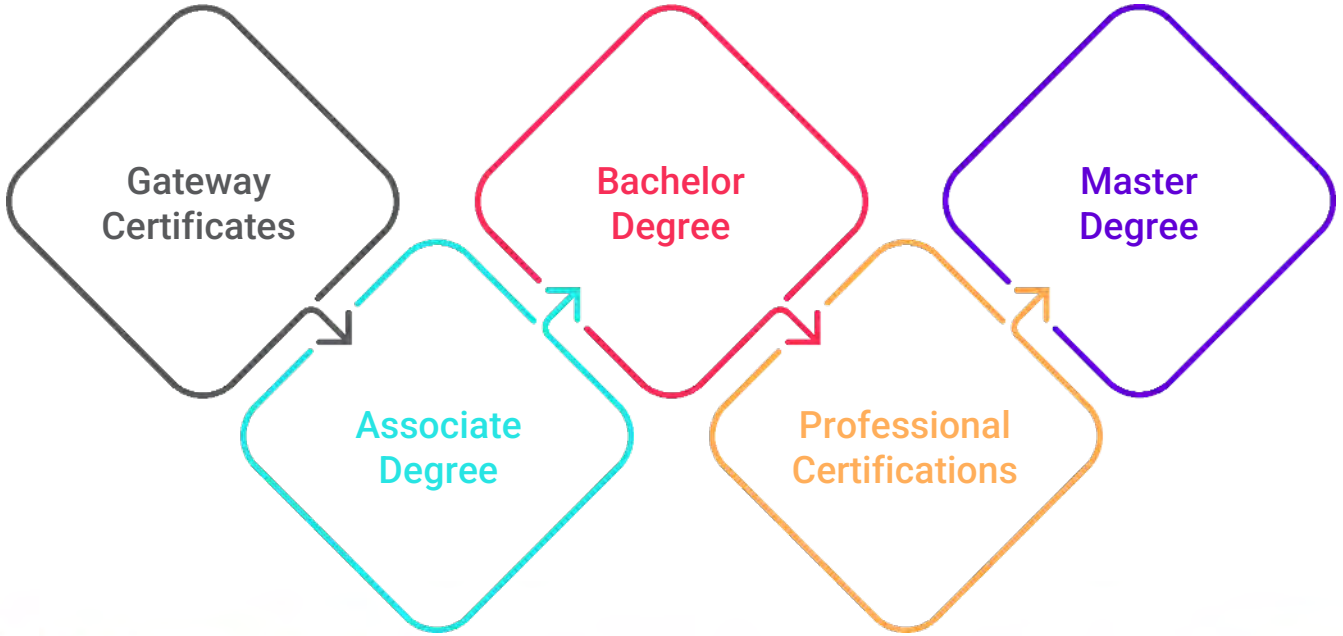
Program sharing enables colleges and universities to access or share high-quality courses across in-demand programs.

A low-risk and scalable way to quickly launch new or enhance existing programs, concentrations, or minors while maintaining institutional identity and values.

Academeum

Stackable Pathways

LEVERAGE THE ACADEUM NETWORK TO ADVANCE LEARNERS THROUGH ACADEMIC PATHWAYS



Industry -Aligned Academic Pathways

DELIVER MAJORS OR MINORS FOR BOTH UNDERGRAD AND GRADUATE PROGRAMS

Healthcare & Social Services

Allied Health, Healthcare Administration, Nursing, Health Sciences, & Public Health

Cybersecurity & Technology

Computer Science, Cybersecurity, Data Analytics, Information Technology, & Web Design

Business, Management, & Administration

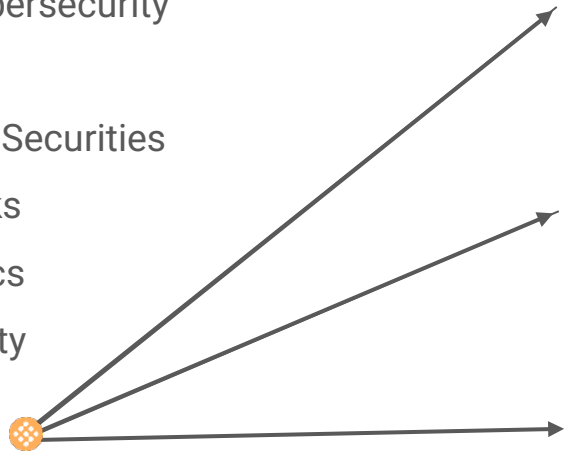
Accounting, HR Management, Project Management, Supply Chain Management, Public Relations, & Public Administration

Customized Cybersecurity Degree

45 credit core curriculum

Sample Course Requirements

- Introduction to Cybersecurity
- Cybercrime
- Cyber Threats and Securities
- Computer Networks
- Computer Forensics
- Information Security
- Cloud Computing
- Cyber Ethics



Optionality for Meeting Requirements

Fisher College - CS352 Ethical Hacking

Bay Path - CSC202 Cyber Governance

McKendree - CBD334 Legal & Ethical Environment of Cyber Defense

The Academ Advantage

YOUR PARTNER FOR STRATEGIC IMPLEMENTATION

Low investment and flexible academic calendars

Responsive to regional workforce and student demand

Large inventory of options across all degree levels

Vast network of accredited consortial partners

Expertise and tools to launch quickly

Innovative Partnership Combats Workforce Shortage

THE CHALLENGE

- Workforce shortage in niche areas
- 75,000k social worker jobs unfilled in the US
- Produce top talent in a short timely manner
- Time and cost to launch new programs

THE SOLUTION

- Mutually beneficial partnership between Albertus Magnus College and Quinnipiac University
- Unique expedited pathway program reducing time and cost for students
- Collaborative partnership to overcome curricular and logistical challenges that can be used to expedite undergraduate and graduate program pathways

A Partner For Your Institution

Undergraduate & Graduate Programs & Pathways	✓
Choice of Quality Institutional Partners	✓
Customizable Curricular Offerings	✓
Representing All Accreditation Bodies	✓
Embedded Workforce Certifications	✓
Affordable & Scalable	✓
Timeline to Implement	Month(s)
Breakeven	First New Student Enrollment

Ready to Enhance or Launch New Programs?

Our team comprises educators and former academic leaders of institutional and system-wide online learning initiatives. With proven experience in launching innovative curricular models, we can provide consultation and architect solutions customized to meet your institutional goals.

OCSC@ACADEUM.COM

Academ
Acadeum

Goldey-Beacom COLLEGE

Innovative Partnership Creates Competitive Edge

THE CHALLENGE

- Needed to enhance major to remain competitive
- Required specialized faculty resources in desired courses
- Wanted cost effective solution

THE SOLUTION

- Developed partnership with Pennsylvania College of Art & Design
- Selected specialized courses in graphic design
- Made Communications Media Design more marketable

Bridge Education and Career Pathways

Career-Focused Higher Ed Trends

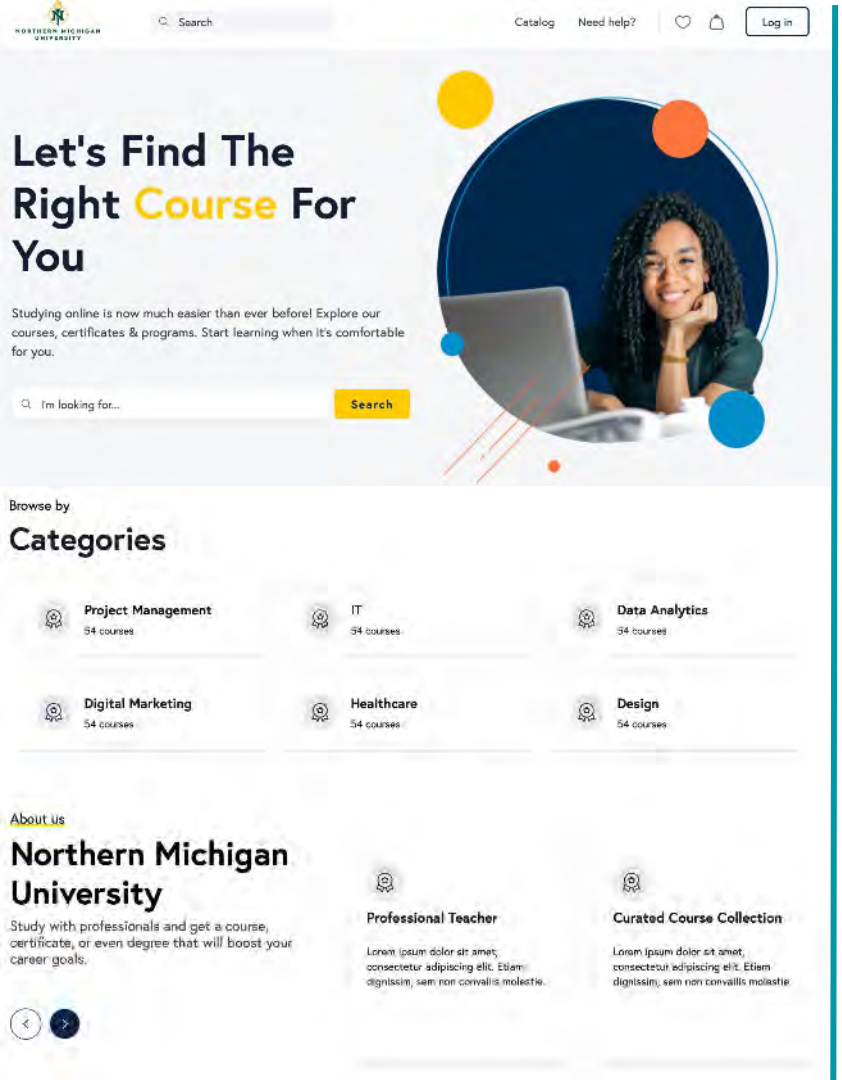
Hanover Research 2023

68% of adults considering enrollment in a higher education program **now prefer non-degree pathways.**

76% of employers surveyed are **more likely to hire** a candidate who has **earned a professional certificate.**

It's estimated that **39 million adults** have completed some college but **left without a degree or credential**, as of July 2020.

4.8% increase in enrollment in **undergraduate non-degree credentials** between spring 2022 and 2023.



Attract Workforce Learners

Bridge Education & Career Pathways

Pilot a new customized marketplace branded for colleges and universities to attract new learners along the education-career continuum.

Deepen skills-based, non-credit learning opportunities by offering curated certifications, training, and learning modules that result in micro-credentials and onramps into degree-granting pathways.

Academeum

Common Use Cases

Recruitment Tool to Attract the Workforce Population

Dropout & Stopout Recovery

Serve Alumni Populations & Lifelong Learners

Align with Industry & Regional Workforce Needs

Faculty & Staff Professional Development

Bridge Education & Career Pathways

Institutional Benefits

+ Expand visibility to your institution's brand and stay relevant in a rapidly changing environment
+ Build new on-ramps and off-ramps for modern day learners
+ Attract new learners with in-demand learning modules, trainings, and certifications
+ Launch with minimal institutional lift through a branded eCommerce solution

Learner Benefits

+ Reduce the challenges of finding high-quality online credential and training options
+ Access vetted offerings from a trusted institution
+ Discover educational pathways where your credentials & trainings can count for credit
+ Academic options provided a-la-cart and customized to your learning needs, no subscription required

Ready to Pilot and Get Out Ahead?

As an OCSC member, your institution can be among the first to launch.

Start connecting with new populations of workforce learners to offer skill-based, non-credit offerings that lead to micro-credentials and degree-granting pathways.

OCSC@ACADEUM.COM

Acadeum

Curricular Solutions to Expand Academic Capacity

ACADEUM COURSE SHARE

Increase Access to In-Demand Courses & Certifications

ACADEUM PROGRAM SHARE

Maintain a Competitive Edge with Custom Curricular Programs

ACADEUM MARKETPLACE PILOT

Attract Workforce Learners by Bridging Education and Career Pathways

CIC Online Course Sharing Consortium

POWERED BY Academum

Learn More

Launch
New Programs

Pilot the New
Marketplace

Explore Course Share
Use Cases

Online Course Sharing Consortium

Thank You

OCSC@ACADEUM.COM

Online Course Sharing Consortium

POWERED BY Acadeum