

Enhanced SEM Readiness

SEM LEADERSHIP FOUNDATION: ENHANCED READINESS ASSESSMENT For Workforce Pell



Providing a rigorous, data-driven "on-ramp" to strategic transformation, ensuring your institution is structurally positioned to embrace Workforce Pell and lead the launch of a full-scale SEM plan.

ENHANCED SEM READINESS ASSESSMENT FOR WORKFORCE PELL

AACRAO Consulting, in partnership with Education Strategy Group (ESG), offers an enhanced Strategic Enrollment Management Readiness Assessment. This collaborative engagement is designed to ensure an institution is structurally positioned for success before committing to a long-term plan. The partnership combines ESG's expertise in policy and workforce alignment with AACRAO's deep operational mastery of the registrar, admissions, and enrollment management functions.

WHAT DOES A CONSULTATION LOOK LIKE?

Unlike traditional short-term operational reviews, this partnership delivers a high-impact, diagnostic engagement. This phased process includes a deep-dive diagnostic of both your institution's unique regional dynamics and internal technical capabilities.

- The Policy Scan (ESG): Consultants conduct a sophisticated socio-economic scan and labor market analysis to ensure your program portfolio aligns with high-value career pathways and state funding goals.
- The Operational Deep-Dive (AACRAO): Experts conduct a rigorous audit of the "engine room"—the registrar, admissions, and enrollment management functions. We examine Student Information Systems (SIS), admissions funnels, and academic policies to identify technical bottlenecks, readiness for next-generation solutions like AI and opportunities to validate workplace experience including granting credit for prior learning.
- The Alignment Process: We facilitate Executive Alignment sessions with Presidents and Boards, alongside Functional Area Workshops with frontline staff, to socialize the need for change and build a governance structure that connects strategy to execution.

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HOW DO YOU KNOW IF YOUR INSTITUTION IS "SEM READY?"

This assessment is essential if your institution is facing the volatile mix of the enrollment cliff, evolving state funding models, or the implementation of Workforce Pell. It is designed for institutions that:

- Need SEM planning but lack the underlying data maturity or infrastructure to sustain it.
- Aim to proactively identify technical gaps upfront to ensure a smooth implementation and maximize ROI, thereby avoiding the sunk costs of a potential failed SEM plan implementation by identifying technical gaps before taking on long-term planning.
- Need to bridge the gap between high-level strategy and back-office execution to manage complex changes such as leveraging financial aid, managing enrollment growth, and incorporating workforce experience including awarding credit for prior learning.

WHO BENEFITS FROM THE ENHANCED SEM READINESS ASSESSMENT?

- Community Colleges focused on economic mobility, requiring technical integration of short-term credentials and non-credit-to-credit pathways.
- Universities prioritizing the holistic learner lifecycle, brand differentiation, and retention in a declining demographic market.
- Institutional Leaders seeking to transition from reactive crisis management to proactive strategic leadership.

The primary deliverable is a comprehensive gap analysis and roadmap that ensures subsequent planning is built on data integrity rather than administrative assumptions. Specific outcomes include:

1. **Formalized Governance:** The creation of an Executive Steering Committee for resource allocation and an Operational Task Force for technical execution.
2. **Financial Efficiency:** A reduction in future risk associated with unsuccessful long-range planning. By defining technical requirements early, institutions can avoid the typical 15–20% re-work costs common in misaligned SEM projects.
3. **Market Alignment:** A clear strategy for connecting enrollment goals with regional labor market demands and high-demand career pathways.
4. **Inclusive Planning:** A culture shift that engages registrars and enrollment leaders in the design phase, reducing "initiative fatigue" and increasing buy-in.

A TAILORED APPROACH

Every engagement is customized to the institution's specific mission.

- For Economic Mobility Models: We focus on Workforce Pell integration and automating workforce-to-classroom transitions.
- For Holistic Learner Models: We focus on aligning financial aid leveraging, academic advising, and registrar services to support persistence and graduation.

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