**Questions to Ponder for Enrollment Management Brainstorming Breakouts**

Please brainstorm in the breakouts responses to each of the 4 questions below. Thought-provoking examples have been provided to get the discussion started.

1. **Should the college prioritize certain students and de-prioritize other students? If so, what are the priorities?**

Examples:

* + Level of instruction (high school students, those with Bachelors)
	+ Redirect very low level of DE to adult education
	+ Change Concurrent Enrollment
	+ Implement lower unit caps
	+ Change some courses to ‘fee-based’ or community service
1. **What should our curricular mix look like? What programs and courses should the college offer or not offer?** (Refer to Enrollment Management Guiding Principles)

Examples:

* + Type of curriculum
	+ Programs, courses, electives
	+ Percentage mix of each program
	+ Establish rotation policy of courses with the program – Basic Skills, CTE, GE, and LAS
	+ Number of course sections to offer
	+ Program success – completions and transfers
	+ Need for area of study (growing or shrinking majors/fields/careers)
	+ Currency of program
1. **Are there services or programs we should provide more of, less of, streamline, or not provide?**

Examples:

* + First year experience
	+ Establish a Veteran’s Center
	+ Provide Workforce Development services
1. **Do you have other suggestions for reducing the budget, growing the budget or becoming more efficient?**

Examples:

* + Full loads for all faculty - reconsider reassigned time
	+ Modify scheduling patterns
	+ Zero-based scheduling

**Budget reduction ideas brain-stormed at Foothill College**

Foothill College went through a budget-reduction brainstorming process last academic year and listed the following on their website:

* Cover the pool to save on heating
* Increase nonresident enrollment fees
* Close Middlefield
* Reduce reassigned time
* Eliminate duplicate athletic teams with De Anza
* Reduce printing
* Charge for employee parking
* Consolidate programs with De Anza
* Increase facilities rentals
* Freeze faculty hiring
* Install more photovoltaics
* Offer more online classes