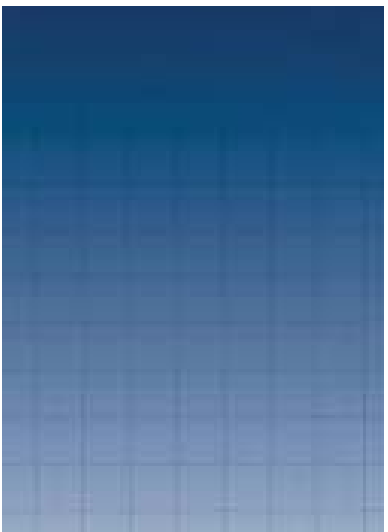
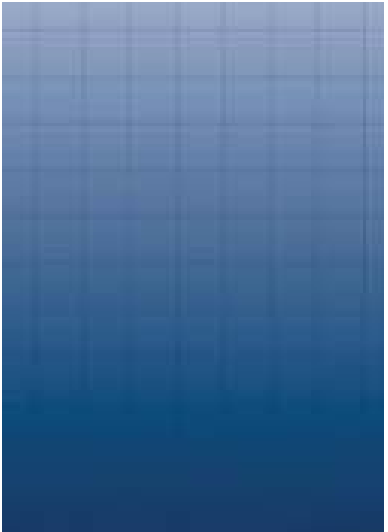


Excerpts, selected by the HELP Committee, from a larger document
produced by the company



Impact on Revenue From Enhanced Course Structure

Redacted by HELP Committee

Product Management 3/17/2009





Recap

- » **Between 70% and 85% of existing students will not be impacted by term length changes in August**
 - Construction Management is the exception, with 66% of students expected to see a shortening of program length
- » **For new students, few will face lengthening beyond 15 terms**
 - School of Business, Technology and Justice students can generally finish in 15 terms
 - School of Design students who required 3+ foundational courses could face a 16th term
- » **For new students, whose programs are shortened to 14 terms, only the few who graduate will realize the shortening**
 - Only 33% continue to graduation and could benefit from shortening program length, but only half of this group graduate on time
 - The retentive benefit of foundational courses could balance out terms lost to shorter programs after only 10 terms
 - Additional foundational courses would compensate for more than half of term equivalent shortfall



Recommended solution for students who face a 16th term through no fault of their own

- » These students, most likely Design students, should not be penalized for graduating after enhancing their preparedness through foundational courses.
- » If students need to take foundational courses in order to be successful in college, Westwood will cap tuition at 15 full-time equivalent terms regardless of number of foundational courses taken and scheduling challenges created by these courses
- » **Additional considerations:**
 - Students who remain beyond 15 full-time equivalent terms will have run out our Stafford funding and therefore require all, or most, of funding through APEX
 - Students whose programs lengthen due to drops, failed courses, and/or withdrawals, will have to pay for any additional terms required due to their own progress
- » **Alternative Options:**
 - No charge/reduced cost for foundational courses – implication: up-front hit to revenue across all students
 - Plus, cost to teach not different from other courses
 - Everyone takes Accuplacer unless transferring in credits – implication: lessens the impact of shortened programs, but exacerbates the issue of lengthened programs
 - Plus, those scoring high enough on SAT/ACT should not need Foundational courses
 - Create and file version 3.0 to address all issues – implication: the impact, overall, is limited and this solution would continue the complication of launching systemwide enhancements to all programs beyond August, rather than allowing campuses to focus on the version 2.0 enhanced curriculum.