

ITT Technical Institute Questionnaire
EXHIBIT 3

high school/GED questions

Level 1 Pain

How would you describe your high experience?
Did you feel successful in high school?

Tell me more about that; Can you be more specific; Give me an example

How did that make you feel?

How did your parents feel?

What could you do differently?

What subjects did you feel most successful?

What do you think was attributable to your success?

What subjects did you feel least successful?

What do you think attributed to that?

Level 2 Pain

What have/had you tried to do about it?

And did that work?

What has it cost you?

Level 3 Pain

How do you feel about that?

Level 4 Pain

What are you willing to change now or have you given up trying to deal with the problem?

additional education

Level 1 Pain

How long have you been going to xxx college?

Have you worked while attending?

Have you wanted to work while attending?

Why did you put off attending college after high school?

How would you describe your college experience?

Did you feel successful at xxx college?

Tell me more about that; Can you be more specific; Give me an example

How did that make you feel? How does your family feel?

What have you tried to do about that? And did that work?

What subjects did you feel most successful?

What do you think was attributable to your success?

What subjects did you feel least successful?

What do you think attributed to that?

Level 2 Pain

What have/had you tried to do about it?

And did that work?

Do you feel that spending x amount of time at xxx college has held you back from where you want to be?

What has it cost you?

Level 3 Pain

How do you feel about that?

Level 4 Pain

What are you willing to change now or have you given up trying to deal with the problem?