Strategic Objective #1.2
Action Plan Presentation

IEAC Steering Committee
September 26, 2017
Action Plan #1.2: Grow ISU

- Create a comprehensive, strategic recruiting plan that identifies the number of Recruiting and Admissions staff ISU requires to achieve its 2022 admissions goal

- Goals:
  - Increase the number of recruiting staff based on a data-driven methodology
  - Focus on programs with the potential to grow instead of those already saturated
Action Plan #1.2: Grow ISU

How do we do this:

• Establish a project action team to:
  • Calculate number of recruiters and admissions personnel required to expand enrollment to achieve the 2022 goal
  • Use data to analyze programs capacity and concentrate on sustaining positive growth without exceeding program capacity
  • Create a phased hiring plan analyzing:
    • cost of the positions
    • standardized duty descriptions
    • recruiting areas of operation
    • space utilization
    • individual mission requirements
• Potential Positions include:
  • Transfer/Liaison Recruiter
  • Event Planner
  • 2x International Recruiters
  • Transcript Evaluator
  • IT Analyst
  • 3x Domestic Recruiters
  • 2x Graduate Support Specialists