

A Special Invitation

NEW ENGLAND
BOARD OF
HIGHER EDUCATION



University Executive Lunch Briefing

Re-envisioning Higher Education Economic Models

Monday, April 4, 2016
11 a.m. to 2 p.m.

RSM Offices
80 City Square, Boston, MA 02129

The business and economic models of numerous industries and organizations are undergoing tremendous change and reinvention. From Amazon to Uber, new models are transforming industry landscapes.

But what do such forces and changes mean for higher education?

Colleges and universities—long viewed as largely insulated from drastic change or industry shifts—increasingly face a world of fast-moving, technology-fueled forces that are altering the value propositions and value-creation chain of higher education.

Whereas institutions used to “do it all,” new entrants and service providers that offer reconfigured credentials, outsourcing options for academic and administrative functions and revenue-generating partnerships are changing the way higher education’s business gets done.

What does the future hold? What implications do these changes portend for the fundamental economic models upon which many higher education institutions are premised? What new revenue-generating opportunities do these dynamic institutions present? And given the changes underway, what will competitive, sustainable college and university economic models of the future look like?

Jointly hosted by RSM and The New England Board of Higher Education (NEBHE), this executive lunch briefing for senior higher education executives and board leaders will focus on helping colleges and universities develop greater understanding of their respective business/economic models and of possible changes, alternatives and strategic responses.

Specific topics will include:

- Better understanding and interpreting institutions’ economic models and how they are changing;
- Frameworks for thinking about economic models and future states, informed by data and case studies;
- How senior leaders make strategic and well-informed decisions—engaging trustees, faculty, staff and other stakeholders in examining appropriate strategies and solutions;
- How to stimulate change and innovation.

Agenda

10:45 a.m. - 11 a.m. Registration

11 a.m. - 11:10 a.m. Welcome and Introduction

Michael K. Thomas, President & CEO, NEBHE

Dan Bonnette, Principal, RSM

11:10 a.m. - 12:30 p.m. Higher Education Economic Models: A Data-Driven Understanding of the Past, Present and Future

Moderator

Kyle Pochini, Technology and Management Consulting Manager, RSM

Participants

Bob Shea, Senior Fellow, Finance and Campus Management, National Association of College and University Business Officers (NACUBO)

Carol Vallone, Chief Executive Officer, Educate Online

Kasia Lundy, Managing Director, Parthenon-EY

Response and Discussion

12:30 p.m. - 12:45 p.m. Luncheon & Break

12:45 p.m. - 2 p.m. Future Forward: Re-envisioning Sustainable Models, Driving Sustainable Change

Moderator

Ella Grekov, Technology and Management Consulting Manager, RSM

Participants

Michael B. Alexander, President, Lasell College

Jacalyn Askin, Economic Models Project Manager, National Association of College and University Business Officers (NACUBO)

Rick Beyer, Managing Principal, Association of Governing Boards (AGB), Institutional Strategies

Response and Discussion

REGISTER AT: www.nebhe.org/economic-models