



PRESENTATION HANDOUT

LARGE CORPORATE  
PARTNERSHIPS



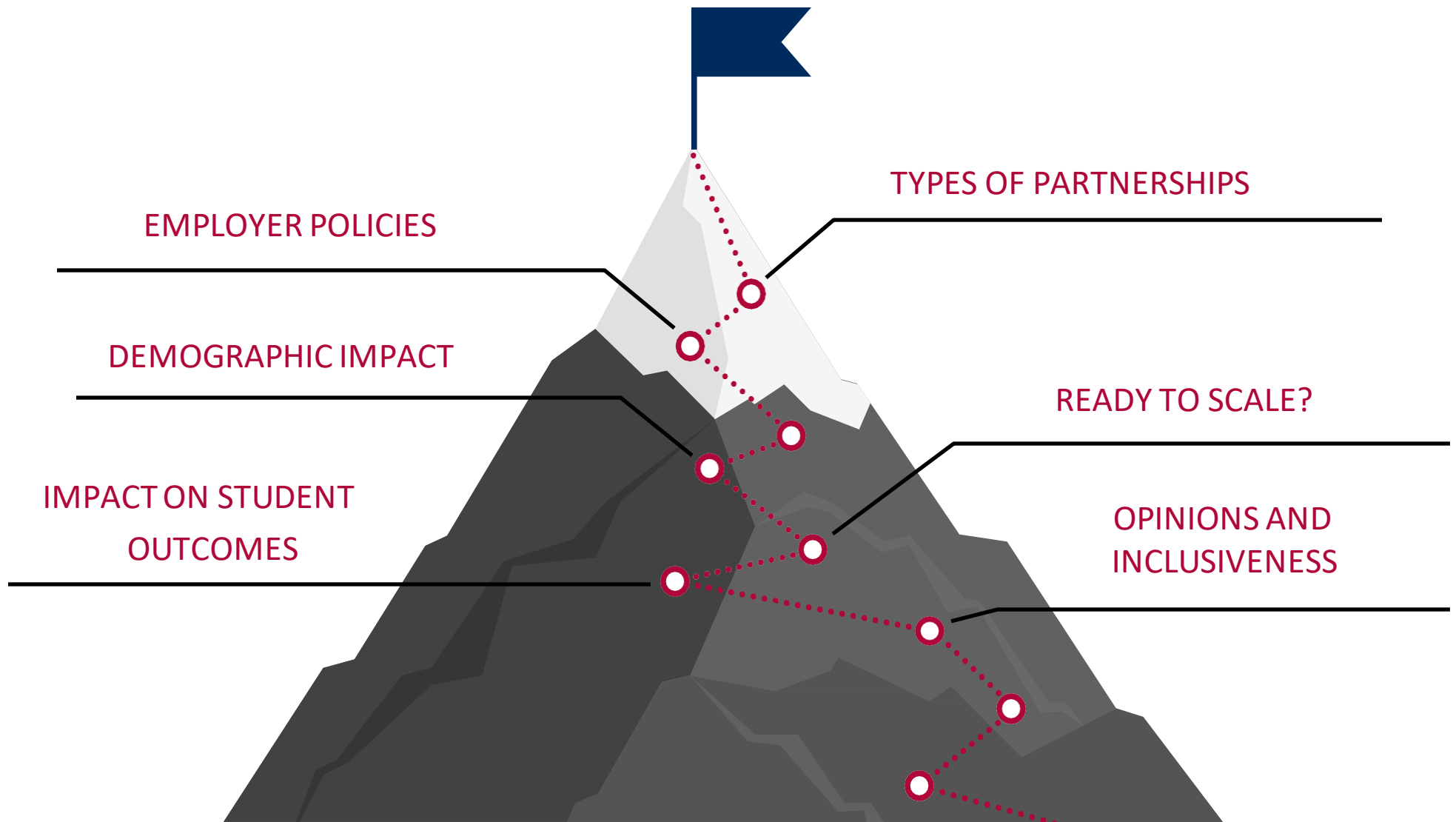
THE UPS &  
DOWNS



University of  
Massachusetts  
Global A private  
nonprofit affiliate



# TODAY'S AGENDA



# TYPES OF PARTNERSHIPS

## TUITION ASSISTANCE

**Paid as soon as the student starts their course.**

### **Different Coverage Levels**

- \$5250
- Fully funded degree programs

**Employer may require FAFSA, but may not be necessary.**

## TUITION REIMBURSEMENT

**Paid AFTER successful course completion**

- Grade restriction?

**Requires students to have a different funding source at the ready.**



# TYPES OF PARTNERSHIPS

**DIRECT  
WITH  
ORGANIZATION**

**THIRD PARTY  
ORGANIZATIONS  
(GUILD, EDASSIST)**

**CORPORATE  
TRAINING**







# 5 ESSENTIAL COMPONENTS TO SCALING A CORPORATE PARTNERSHIPS



## THE UPS & DOWNS



INTERNAL STAKE-  
HOLDERS AND CROSS  
FUNCTIONAL TEAMS





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BALANCING INDIVIDUAL  
CORPORATE NEEDS WITH  
STANDARD PROCESSES







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DIFFERENT PARTNERS  
HAVE DIFFERENT NEEDS



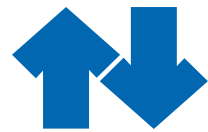


## THE UPS & DOWNS



HANDLING RAPID  
GROWTH





## THE UPS & DOWNS



## CLIENT MANAGEMENT





# DEMOGRAPHIC IMPACT

Partner Diversity (or lack thereof) will influence your student makeup

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Open access enrollment needs

- Support services impact
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Inclusiveness of Opinions

- Faculty location and beliefs
- Student location and beliefs
- Conduct and meaningful discourse

# EMPLOYER POLICIES

## STUDENTS NEED

### *"SKIN IN THE GAME"*

Persistence &  
Melt Rates

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Case Study- Hospital  
Partnership

## DIFFERING QUALIFICATIONS

*How can you guide  
the decisions?*

GPA Requirements

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Book coverage

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Guaranteed payment at  
start of course vs. after  
completion and grades

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Fully covered vs.  
capped funding

## KEEPING YOUR TEAM UP TO SPEED

*How will they  
understand the  
differences and  
know when policies  
change?*





# QUESTIONS & ANSWERS

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