



Joe Lund

Past President of the DeVry Institute of Technology in Calgary

Joe Lund is a veteran Canadian educator/administrator with expertise in enrolment management, institutional development, financial performance and quality assurance.

He is a member of Governing Board of the DeVry Institute of Technology and a member of the UCC's Council of International Advisors

STRATEGIC ENROLMENT MANAGEMENT WORKSHOP

Shaping enrolment through a focused approach to student recruitment and retention is an essential component of any higher education institution's strategic plan.

Learn how to:

- Collect and analyze enrolment and retention data
- Establish and implement goal-planning techniques for the Recruitment team
- Evaluate Marketing efforts
- Create a Retention Plan
- Strategies for long-term success

Duration: 2 days

MAY 17-18

Award: Participants will be awarded with a University College of the Caribbean Professional Development Certificate.



Dr. Terence Frater

Educational Sociologist

Dr. Terence Frater has a long history of service in fund development with the non-profit sector. He

has extensive experience writing successful grant proposals. His research interests are in the areas of organizational effectiveness, international development, and the sociology of education.

PROPOSAL WRITING WORKSHOP

Writing a winning proposal is an essential skill for many administrators in today's competitive granting and funding environment.

Learn how to:

- Create the fundamental structure and components of a winning proposal
- Research granting and funding agencies and databases
- Strategically target their requests
- Use tips for engaging the philanthropic audience
- How to follow up on a request with winning results

Duration: 2 days

MAY 19-20

Award: Participants will be awarded with a University College of the Caribbean Professional Development Certificate.

REGISTRATION DEADLINE

APRIL 23, 2010

For registration please contact:
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