

AUSTEN GROUP PROGRAM MIX ANALYSIS CHART

FOUR BASIC CATEGORIES OF PROGRAMS

- 1. Fine as they are (resources at current level)
- 2. Need to be more efficient (fewer resources)
- 3. Growth is indicated (more resources)
- 4. No longer make sense for the institution (no resources)

FOUR BASIC PATTERNS

- 1. Demand, cost, and yield fairly equal and in the middle range of the chart.
- 2. Demand and yield in the mid to high range with a pronounced dip in the cost column.
- 3. Demand high, cost low, and yield low, a line slanting downward to the right.
- 4. Low demand, mid to high costs, and mid to high yield; a line curving upward to the right.

JIM COLLINS - GOOD TO GREAT

Good is the enemy of great.... We don't have great schools, principally because we have good schools.

We studied the question--Can a good company become a great company and, if so, how?--and our search for timeless, universal answers can be applied by any organization.

The good-to-great companies did not focus primarily on what to *do* to become great; they focused equally on what *not* to do and what to *stop* doing.

DEMAND	COST	YIELD
HIGH DEMAND TOP	LOW COST PER SCH IN MAJOR TOP/TOTAL COST IN MAJOR PROVIDED	HIGH YIELD TOP
Education	Criminal Justice \$ 18,095	Special Education
Business Administration	Special Education \$ 85,463	Family & Consumer Science
Psychology	Health, Phys-ed, Rec \$ 121,050	Education
Biology	Sociology \$ 50,751	Accounting
Health, Phys-ed, Rec	History \$ 49,031	History
Art	Rec Management \$ 74,258	English
Communication	Accounting \$ 262,787	Math
	Business Administration	Computer Science
	Economics	Business Administration
Physics	Spanish \$ 17,725	Economics
Music	Math \$ 180,804	Health, Phys-ed, Rec
Religion	Education \$ 436,198	Social Work
English	Psychology \$ 97,881	Music
Special Education	Communication \$ 162,256	Rec Management
Chemistry	Social Work \$ 107,323	Communication
Accounting	Art \$ 137,646	Art
Social Work	Computer Science \$ 54,146	Psychology
Math	English \$ 163,623	Criminal Justice
Rec Management	Family & Consumer Science \$ 139,884	Spanish
Computer Science	Chemistry \$ 89,829	Sociology
Criminal Justice	Religion \$ 50,504	Religion
History	Biology \$ 114,735	Biology
Spanish	Music \$ 331,116	Chemistry
Sociology	Physics \$ 69,468	Physics
Economics		
Family & Consumer Science		