



**DIFFERENTIAL TUITION REVIEW
(Justification for units with existing differential tuition)**

College/School: Anderson School of Management Department/Program: Graduate Programs

Contact: Ignacio Ortiz Phone: 505-277-4161 Email: ortizi@unm.edu

Level: Undergraduate Graduate

Differential Tuition (please show as an amount per student credit hour):

Student Type	Current Differential
Residents	183.70
Non-Residents	190.10
Other	82.00

Effective Academic Year: 2020-2021

Rationale for Existing Differential Tuition: *Please provide a detailed explanation on the reasoning for the differential tuition. Please refer to policy **UAP 8210 2.2** for qualifying justifications for differential tuition.*

The primary reason for the Anderson differential tuition is the higher cost of providing a professional program. While the cost of an undergraduate degree from Anderson is competitive, our program competes with regional and national competitors and markets. This results in the need for additional resources to maintain competitive offerings and the ability to attract faculty nationally competitive faculty by offering competitive salaries. Additionally, Anderson is accredited by AACSB and the accreditation standards require financial investment beyond Anderson’s base I&G allocation to achieve. Anderson is preparing for our Accreditation renewal and vigorously analyzing faculty credential ratio data with a goal of exceeding the minimum requirements for SCH being offered by faculty credentialed as “SA” or Scholarly Academics, for accreditation purposes. Anderson’s differential tuition revenues at both the undergraduate and graduate levels play a critical role in retaining our SA faculty.

With Anderson’s new leadership and strategic initiatives to grow revenues, we will be exploring expanding the use of Differential tuition revenues and will place a priority on dedicating a portion of our differential tuition revenues to financial aid and increasing the financial aid support available to Anderson students.



Market Analysis: *Please provide detailed information on whether the college/school or department/program cost of instruction is markedly higher than the university average program costs or market conditions warrant additional tuition.*

Anderson completed an extensive analysis of tuition costs at peer institutions at the time of the original request for differential tuition. Anderson tuition, including differential tuition, continues to be lower than many regional and national business school competitors. As we increase our recruitment efforts, we are also conducting multiple market analyses to maintain our competitive program offerings and costs.

Student Consultation:

Please provide an explanation on how you communicate the existing differential tuition to incoming students in your program.

We communicate the existing differential to incoming students through the advisement process. In addition, the differential tuition is provided on the tuition schedule available through the Bursar’s Office website. Differential tuition has not increased since Fall 2014.

Accountability/Budget Information: *Please provide budgetary information about how the revenue generated is expensed. It is highly encouraged to set aside a portion of the revenue generated by the differential for financial aid (see policy UAP 8210 2.2.2).*

Financial Aid Set Aside Amount: _____%

Proposed Annual Revenue

Differential Tuition (per student credit hour)	183.70
Projected # of Student Credit Hours (<u>all student credit hours</u> taken by student majors in the program).	Approx. 6700
Total Revenue	\$1,231,000

Proposed Annual Expenditures

Financial Aid Set Aside (%)	\$0
Faculty Expense	\$1,231,000
Advising Personnel	\$
Support Staff Expense	\$
Operating Expenses	\$



Total Program Costs	\$1,231,000
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Please provide a detailed explanation on how the revenue is used for this program:
 Differential revenue is primarily used to supplement Anderson’s base I&G allocation to cover salaries for continuing and adjunct faculty.

Student Access and Affordability: *Please explain how student access and affordability has been addressed.*

Anderson anticipates awarding a total of \$XXXX,XX in scholarship aid to our students during the 2020-2021 academic year. The funding for this support is primarily from scholarship endowments and the annual Hall of Fame scholarship fundraising. We are currently redesigning the scholarship review and awarding process to have a more holistic approach and award scholarships to a greater variety and diversity of Anderson students.

Peer Comparison Chart: *Please complete the Excel peer comparison spreadsheet. If the peer institutions listed does not have a similar college/school or department/program add an institution that most closely resembles your unit. Please note this adjustment below.*

Anderson School researched the cost of tuition at a number of business schools in the southwest region. Not all business schools identify additional tuition as differential. Some charge program fees for the semester, not based on student credit hours. Others have a combination of differential and flat program fees. Overall, even with the differential tuition, Anderson School tuition close or less than universities in the region.

Other Information: *Please provide any additional information that supports the continuation of the differential tuition.*

The revenue and expenditures are based on FY21 budget estimates and do not reflect actual current enrollments.

Dean/Director Approval:

Printed Name: _____



Signature: _____ **Date:** _____