



DIFFERENTIAL TUITION REQUEST

College/School: Graduate Studies Department/Program: Global and National Security Program

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Level: Undergraduate Graduate

Proposed Differential to be applied as: by student type (major): by course:

For Main Campus units, all new differential tuition will be charged by student type (major) and will follow the tuition block.

Requested Differential Tuition (shown as an amount per student credit hour):

Student Type	Current Differential	Proposed Differential	Increase/Decrease or New Differential
Residents	\$0	\$150.00	\$150.00
Non-Residents	\$0	\$150.00	\$150.00
Other	\$	\$	\$

Effective Academic Year: Fall 2020

*If the differential tuition request is approved it will be applied in the following academic year **beginning in the fall semester.***

Rationale for Request: *Please provide a detailed explanation on the reasoning for the increase/decrease or new differential tuition. Please refer to policy **UAP 8210 2.2** for qualifying justifications for differential tuition.*

Pursuant to UAP 8210 2.2, the Global and National Security Policy master’s degree program seeking a graduate tuition differential increase for its newly approved Professional Master of Science in Global and National Security (PMSGNS) degree. This is a professional, innovative, interdisciplinary online graduate program designed primarily for the workforce. Our neighboring three world-class laboratories—Los Alamos, Sandia, and the Air Force Research Lab—are strongly supportive of the program. They have provided “seed money” to help faculty develop and deliver the courses and have enrolled sent students in the pilot graduate courses, which UNM started offering two years ago. As the program is envisioned to be tuition-funded, the tuition differential increase will be of great help to nurture and sustain the program on the next decade. This is a unique degree in New Mexico and also among universities in the Southwestern region of the United States. This program encourages experts from UNM, the national labs, and the private national security industry to participate as students and teachers in this uniquely designed learning experience. Additionally, collaboration across different fields will



encourage students and researchers to analyze emerging threats to global and national security, and to support national workforce needs. The degree will also help UNM students improve their competitive edge as they pursue jobs and career advancement.

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.*

The UNM Global and National Security master's degree offers a unique program in at least three data points: It is the only such program in the State of New Mexico; it is multidisciplinary in nature because of the broad definition of global and national security it espouses; and it is in close proximity to the two of the world's most renowned national laboratories—Sandia and Los Alamos—and with which UNM has had on-going collaborative arrangements in research and teaching. UNM also collaborates closely with the Air Force Research Lab, also located in Albuquerque, New Mexico. The three labs and the national security companies, for example Raytheon and Northrop- Grumman, are strong supporters of the program and plan to send some of their employees to take graduate courses in global and national security. The labs expect a sizable turnover in their workforce over the next five years. Furthermore, some of their very senior managers sit on the GNSPI Advisory Board. Because of its geographic location, the wealth of its academic program, and the diversity of its students, UNM is well positioned for recognition as a leading institution in global and national security policy institution.

The UN office of Coordination of Humanitarian Affairs lists wide ranging areas as part of security. These include the ability to create jobs and limit poverty; efforts to reduce hunger; work on health concerns such as safety of food and reduction of disease; reduction of effect of natural disasters and man-made pollution; disruption and minimization of violence and terror; mitigation of racial, religious and other tensions and a stand against political repression and human rights violations. This list is long and covers many hard problems that are not easy to solve requiring major activities by many governments, non-governmental entities and businesses. The field has become very important for the survival of the human race and its ability to function.

The issues in global and national security have become linked and more people are required to deal with the collection of data, analysis of issues and the creation of a path forward. It is with this in mind that the Global and National Security Policy Institute at UNM is created. Many of our NM, US and World organizations need workers who have the expertise to solve these problems. The job opportunities in this field are numerous and include job descriptions such as (<http://www.securitydegreehub.com/top-national-security-jobs/>):

- a) Linguist/Foreign Language Expert: estimated salaries between \$60,000 to as high as over \$100,000 a year.*
- b) National Security Analyst: estimated salaries as low as \$50,000 for junior analyst roles to as high as \$100,000.*



- c) *Cyber-Security Specialist: average starting salary around \$80,000 and higher.*
- d) *Logistics Specialist: estimated salaries as low as \$50,000 and as high as \$90,000 and above.*
- e) *Mathematician: estimated salaries with the average salary being around \$70,000 to over \$100,000.*
- f) *Business Analyst/Project Manager: estimated salaries range from \$60,000 to more than \$100,000.*
- g) *Cryptologist: estimated salaries \$60,000 and higher.*
- h) *Accountant: estimated salaries around \$70,000 to over \$100,000.*
- i) *Security Officer: estimated salaries 40,000 to as high as \$80,000.*
- j) *Intelligence Officer: estimated salaries anywhere between \$70,000 to over \$100,000.*

A quick look at our course offerings shows that we are addressing these demands and our graduates will have no issues in finding jobs. It is important to note that, the UNM graduate tuition including the proposed differential tuition is much lower than the tuition in comparable universities in this region and across the country. Please see attached peer comparisons detailing institutions with similar programs and costs associated with these programs.

Student Consultation: *A preliminary request should be submitted to the Provost Office (Main Campus) or Chancellor’s Office (Health Sciences Center (HSC)) no later than October 1st. Per policy it must be posted to the unit’s website no later than October 1st to allow for at least 30 days of constituent comment prior to final submission to the Provost or Chancellor by November 1st.*

Please provide an explanation on how you plan to communicate the proposed differential tuition request to students, and the feedback you have already received from students on this request, if any.

As this is a new program, students will become aware of the tuition differential, as they do now with tuition plus premium, in the catalog and other program announcements. Please note that a majority of the students in this program will have their full tuition covered by the employers, such as the national labs or private companies.

Accountability/Budget Information: *Please provide budgetary information about how the revenue generated will be 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: 10 %

Proposed Annual Revenue

Differential Tuition (per student credit hour)	\$150
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Projected # of Student Credit Hours (<u>all student credit hours</u> taken by student majors in the program).	330-495 (Year 1 and Year 2)
Total Revenue	\$49,500- \$74,250

Proposed Annual Expenditures

Financial Aid Set Aside (%)	\$4,950 to \$7,425 10% of budget
Faculty Expense	\$40,000 to \$60,000 81% of budget
Advising Personnel	\$
Support Staff Expense	\$4,550 to \$6,825 9% of budget
Operating Expenses	\$
Total Program Costs	\$49,500 to \$74,250

Please provide a detailed explanation on how the revenue will be used for this program: The majority of the program revenues (over 80%) generated from the differential tuition will be used for faculty salaries teaching and/or developing the courses. The program will also set-aside 10% of the revenue generated for financial aid. We anticipate a majority of the students enrolled in this program will have tuition assistance from their employer, however the program will reevaluate the student’s financial needs and adjust the student financial aid set-aside accordingly if needed. The remaining revenues will be used to help offset the cost for an administrator/advisor for the program. The program will also receive directed tuition revenues under the tuition share agreement 65%/35%, these revenues will cover a small operating budget, director’s salary and the majority of the administrator’s salary.

Student Access and Affordability: *Please explain how student access and affordability will be addressed.*

As demonstrated in the peer comparison chart, the tuition costs associated with similar programs is less than the majority of the peers. Also given the strong support and feedback from external employers we don’t anticipate many students paying for the tuition out-of-pocket. The program will however set-aside 10% of the tuition generated from the differential tuition to address student with financial need. This amount could be increased if the program has increased enrollments from students that demonstrate financial need assistance.

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.*



Please see Attachment I. The peer charts reflect institutions that have similar degree or certificate programs. UNM's tuition with the proposed \$150 per credit hour differential tuition is the lowest resident credit hour rate of the 15 comparable institutions; and the second lowest non-resident credit hour rate.

There are already existing internal differential tuitions for graduate programs, such as the College of Arts and Sciences \$50 per credit hour, School of Engineering \$100 per credit hour, School of Law \$352 per credit hour and Anderson School of Management \$183 per credit hour. Because this program is interdisciplinary and offers courses across all of these schools and colleges the proposal of \$150 per credit hour attempts to align this rate with other rates across campus.

Other Information: *Please provide any additional information that supports this request for differential tuition.*

There has been huge support for this program both internal and external from the university. Los Alamos committed seed funding for the program of \$50K per year over three years, and has recently extended the seed funding an additional two years. In addition, this program has both an internal and external advisory boards (<https://gnspi.unm.edu/advisory-boards/external.html> and <https://gnspi.unm.edu/advisory-boards/unm.html>), which are aware of the differential tuition and have supported the proposal as part of the financial model for the program.

Dean/Director Approval:

Printed Name: Emile Nakhleh

Signature: _____ Date: _____