



Courses by Date Offered

All courses are 1 hour CPE

Cutting Costs and Improving Security by Creating a Cashless Business Office

January 27, 2021

2 p.m. EST / 1 p.m. CST / 12 p.m. MST / 11 a.m. PST

Presented by Nelnet Campus Commerce

Paul Aries, Senior Vice President, Nelnet Campus Commerce

Description

Going cashless has been an increasingly popular way for business offices to streamline their processes, improve security, reduce costs and, with the effects of COVID-19, promote health and safety. In this web seminar, we explore the benefits of being a cashless business office – and what it would take for your institution to make the transition.

Learning Objectives

1. Understand the concept of a cashless Bursar's office.
2. Explore the process of "going cashless," including contactless options.
3. Identify cost savings and security improvements associated with a cashless office.
4. Learn how to create an effective implementation plan.
5. Identify the best ways to communicate the new process to students and other constituents.

CPE Field of Study: Management Services – Technical

Service, Support and Consistency — Even Through a Pandemic

February 17, 2021

2 p.m. EST / 1 p.m. CST / 12 p.m. MST / 11 a.m. PST

Presented by Edamerica

Dr. Kris Kimbark, Dean of Students, College of the Mainland

Dr. Vicki Stanfield, Vice President for Student Services, College of the Mainland

Judith Witherspoon, Senior Vice President, Edamerica

Description

With new leadership and a renewed focus on improving service to students, College of the Mainland took steps to change their front-line support service configuration with very positive results including the ability to offer uninterrupted service to students during the COVID-19 Pandemic. The presenters will share the reasons for seeking change, explore how front-line staff responded, outline implementation steps, and share case study results including project cost and ROI.

Learning Objectives

1. Attendees will learn how to assess the need for change in frontline service delivery.
2. Attendees will learn metrics used to evaluate the impact of the solution, staff productivity, and federal aid dollars available.
3. Attendees will learn how this solution has minimized service disruptions and loss of enrollment over the course of the pandemic.
4. Attendees learn how project management contributed to cost savings and project ROI.

CPE Field of Study: Business Management and Organization – Non-Technical

Protecting Campuses from Data Breach

March 16, 2021

2 p.m. EDT / 1 p.m. CDT / 12 p.m. MDT / 11 a.m. MST/PDT

Presented by BankMobile

Gregory Garza, Intelligence Analyst - Cyber, Federal Bureau of Investigation

Lisa Koniuto, Senior Director, Client Operations & Account Executive, BankMobile

Description

Social Engineering is the art of extracting information from people by means of psychological manipulation. People are the bane of cybersecurity. As such, hackers shifted strategies to exploit natural human inclinations to ultimately circumvent technical controls. This webinar will highlight the steps your campus can take to become more secure.

FBI Intelligence Analyst Gregory Garza will highlight Social Engineering tactics, techniques, and procedures (TTP) actors use to persistently exploit people to unwittingly surrender personal information, passwords, system and network access, and even to grant physical access.

Learning Objectives

1. Discuss cybersecurity and learn how recent cybercrimes target higher education institutions.
2. Learn the data protections needed at the institution level.
3. Learn the personal data protections that can be enacted.

CPE Field of Study: Information Technology – Technical

Can You Just Text Me? How AI-Powered Communications are Transforming Student Services

April 20, 2021

2 p.m. EDT / 1 p.m. CDT / 12 p.m. MDT / 11 a.m. MST/PDT

Presented by Ocelot

Damon Vangelis, CEO, Ocelot

Nicholas Burrell, VP School Partnerships, Ocelot

Description

Engaging students virtually has become more important than ever, and research has shown that students are more engaged when the cadence of communications matches the urgency, and when they can communicate through mediums they prefer, such as texting and video.

Colleges have scrambled to put together plans to create a virtual student services environment to support their students. Many of these plans include chatbots, live chat, text campaigns, and Zoom & Microsoft Team meetings. By leveraging Artificial Intelligence (AI), each one of these platforms can provide even deeper support and engagement for students while also saving staff time.

Join Ocelot to learn how AI can support a robust communication strategy through multiple channels. In 2020, the Ocelot platform answered over 4.5 million student questions nationwide.

Learning Objectives

1. Understand how AI can be leveraged through different communication channels to create unique user experiences.
2. Learn how texting can engage and nudge students, impacting enrollment and retention.
3. Learn how you can easily manage AI to provide students with answers 24/7/365.

CPE Field of Study: Information Technology – Technical

Yosemite Community College District - Creating Operational Efficiency Across the Business Office

May 4, 2021

2 p.m. EDT / 1 p.m. CDT / 12 p.m. MDT / 11 a.m. MST/PST

Presented by Softdocs

Laurel Stiller, Vice President of Marketing, Softdocs

Dorothy Pimentel, Director of Risk Management, Purchasing and Receiving, Yosemite Community College District

Jeremy Salazar, Interim Controller, Yosemite Community College District

Susan Billon, Manager, Accounts Payable, Yosemite Community College District

Description

When you interview the business office leaders at the Yosemite Community College District, you'll

quickly learn that they are laser-focused on accountability, transparency and smooth business processes. Prior to the pandemic, YCCD staff were working tirelessly on their journey of eliminating both paper and any unnecessary steps in their day-to-day operations. With the 2020 disruption resulting in tighter budgets, multiple shifts between on-campus and online, and increasing needs for transparency, YCCD knew they had to accelerate their efforts. Follow and learn from YCCD's operational transformation journey across the business office.

Learning Objectives

1. Learn how to assess the business office to determine key areas to focus digital transformation efforts to achieve the greatest impact.
2. Learn strategies for improving risk management, contract and vendor management.
3. Prepare for multiple scenarios for ongoing success and development of a Business office for the future.

CPE Field of Study: Management Services – Technical

Defying Trends: A Bold Plan Nets Double-Digit Enrollment and Revenue Growth

June 22, 2021 at 2 p.m. EDT / 1 p.m. CDT / 12 p.m. MDT / 11 a.m. MST/PST

Presented by CampusWorks

Janelle Elias, VP, Strategic Initiatives & National Division, Rio Salado College
Vanessa Whaley Rowley, Executive Leader, CampusWorks

Description

Determined to reinvent its business model, Rio Salado College in Tempe, Arizona embarked on an audacious mission to reach beyond its traditional service geography and offer high-quality, low-cost, on-demand education nationwide. Rather than settling for the predicted financial downturn, they radically transformed to achieve growth. Within the first two years of its program, the College has seen more than 10% growth in out-of-state student enrollment and increased revenue by 10%.

Rio Salado College is positioned for long-term success as a result of the critical investments made in the development and implementation of operational planning, change management, best practices, and sustainable business models.

Learning Objectives

1. Learn which business processes to evaluate through a critical lens to drive the institution's growth.
2. Discover the impact innovative partnership opportunities and collaborations can have on meeting your institutional goals.
3. Hear why business officers should embrace "audacious" missions as a vehicle for driving continuous improvement and growth for the institution.

CPE Field of Study: Business Management and Organization – Non-Technical

Financial Reporting Using Power BI

July 14, 2021

2 p.m. EDT / 1 p.m. CDT / 12 p.m. MDT / 11 a.m. MST/PST

Presented by Ferrilli

Kelly Sinacola, Executive Vice President, Professional Services, Ferrilli

Description

Financial Reporting Using Microsoft business analytics service Power BI provides an overview of the presentation options for financial data on your campus. We have worked with campuses to eliminate their manual data reporting steps to their campus stakeholders.

Learning Objectives

1. The participant will be able to summarize some real-world examples for using Power BI to report financial data.
2. The participant will be able to name visualizations available in BI and how to use them to present financial data accurately.
3. The participant will be able to summarize how Power BI could be used to improve efficiency in their reporting.

CPE Field of Study: Accounting – Technical

Budgeting for the Unknown: Generating Strategic Value Through Financial Forecasting

August 2021 – Date Coming Soon

Presented by Forecast5 Analytics, Inc.

Nathan Spangler, Alaytics Advisor, Forecast5 Analytics, Inc.

Description:

Anticipating the future has perhaps never been more challenging for higher education institutions than it is now. As a result, financial forecasting has also never been more essential. Colleges across the country are capitalizing on data related to underlying fundamentals such as enrollment fluctuations, high school graduation rates, live birth rates, tuition rates, and other local economic indicators to inform their budgeting and fiscal operations. More than ever, the development and dynamic updating of financial forecasts is being treated as a strategic process involving collaboration with key stakeholders. A multi-year budget forecast is also a valuable communication instrument that can help outline the institutions goals, how the budget aligns with those goals, and the potential impacts on the institution's future budgets. The presentation will also discuss situations that lead people to commit fraud and behavioral red flags that may be exhibited by potentially unscrupulous employees. There will be a lengthy discussion of common fraud schemes encountered by the instructor and others in the field, especially those schemes most likely to effect colleges and university business processes, whether

perpetrated by employees or vendors. Attendees will be asked to participate and discuss fraud-related issues they have encountered.

Learning Objectives:

1. Analysis: Participants will discover approaches to incorporating data and data analysis into their strategic planning processes, and the ways in which that data can be aggregated for inclusion in scenario development for strategic planning.
2. Communication: Participants will explore best practices in reporting to achieve better organizational alignment and increase stakeholder transparency.
3. Continuous Improvement: Participants will discover the benefits of embracing strategic financial forecasting as a mechanism for driving continuous organizational improvement.

CPE Field of Study: Finance – Technical

Understanding How Financing Can Help Budgeting for Capital Projects

September 29, 2021

2 p.m. EDT / 1 p.m. CDT / 12 p.m. MDT / 11 a.m. MST/PST

Presented by First American Education Finance

Chad Wiedenhofer, Senior Vice President, First American Education Finance

Kelly Bauch, Assistant Vice President, First American Education Finance

Description

With a new perspective and likely adjustments for Fall of FY21 budgets, it may be time to look at alternative approaches to budgeting for capital projects differently. During this webinar our panelists will provide an overview of how schools are looking at typical projects the resources available, and how to best apply those resources to maximize impact.

Learning Objectives

1. Current trends in campus projects.
2. When financing capital projects on campus makes sense.
3. Understand how other colleges are successfully completing projects and accelerating deferred maintenance backlog.

CPE Field of Study: Finance – Technical

Leading Through Change

October 14, 2021

2 p.m. EDT / 1 p.m. CDT / 12 p.m. MDT / 11 a.m. MST/PDT

Presented by General Revenue Corporation

Zenon Butts, President, General Revenue Corporation

Description

In America's current economic climate, those in a leadership role must proactively embrace change on all levels, whether a small-scale internal shift or confronting an unthinkable challenge, as any adversity or resistance to adapt could lead to personal and organizational failure. Strong, consistent leadership presented with a transparent vision is the foundation for gaining the trust of individuals on any level, allowing for an efficient transition and effective outcome whether a change affects people or processes. In "Leading Through Change", Zenon Butts will discuss the importance of earning and maintaining trust in leadership, share ways to identify the potential impact of forthcoming change to people or processes, and methods to develop and deliver a clear vision when adapting to stay relevant and successful moving forward.

Learning Objectives

1. Discuss the importance of earning and maintaining trust in leadership.
2. Identify the potential impact of forthcoming change on people or processes.
3. Develop and deliver a clear vision for adapting to change.

CPE Field of Study: Personal Development – Non-Technical

Why Businesses are Automating Payments, and Why You Should, Too

November 10, 2021 at 2 p.m. EST / 1 p.m. CST / 12 p.m. MST / 11 a.m. PST

Presented by Paymerang

Brian Cook, Senior Vice President of Higher Education, Paymerang

Description

Accounts Payable is now busier than ever and AP leaders are eager to improve operational efficiency and effectiveness. Paying vendors electronically frees staff from the drudgery of manual check processing, allowing them to focus more of their time on higher-value activities such as data analysis and supplier management. Join our informative webinar to learn how epayments make AP more efficient.

Learning Objectives

1. Discuss current AP pain points and headaches
2. Uncover ways to make AP more efficient
3. Understand how AP teams can reallocate time and resources

CPE Field of Study: Management Services – Technical

Protecting Your Organization from Cybersecurity Threats and the Next Generation of Ransomware

December 7, 2021

2 p.m. EST / 1 p.m. CST / 12 p.m. MST / 11 a.m. PST

Presented by Sikich LLP

Josh Sanders, Senior Manager, Sales, Sikich LLP

Description

This session will cover how ransomware is evolving and why organizations must take immediate steps to protect themselves from this threat. Implementing effective cybersecurity is not necessarily easy, but if you follow a roadmap, you can more effectively protect your organization and cover a majority of the threat landscape using documented approaches to cybersecurity. There are many frameworks out there, and each has their uses, but there are common themes between them that every organization should work to adopt and make part of their security efforts.

Learning Objectives

1. Be able to describe ransomware and its impact on organizations, including how it is evolving.
2. Be able to name at least five things that your organization can begin working on tomorrow to improve cybersecurity.
3. Be able to recognize some of the common cybersecurity frameworks and regulations governing cybersecurity and IT compliance.

CPE Field of Study: Information Technology – Technical