

Robert G. Simerly and Associates

# HANDBOOK OF MARKETING FOR CONTINUING EDUCATION



# Handbook Of Marketing For Continuing Education

**Milton Phillips**



## **Handbook Of Marketing For Continuing Education:**

Handbook of Marketing for Continuing Education Robert Simerly, 1989-04-05 This book brings together original chapters from leading scholars and practitioners to provide comprehensive guidance for effectively marketing continuing education programs and courses

**Handbook of the Department of Marketing Services** Georgia Center for Continuing Education, 1996

Marketing University Outreach Programs Ralph S Foster, William I Sauser, Donald Self, 2014-01-14

Discover the successful marketing strategies of programs which have extended the resources of a university to its community

Marketing University Outreach Programs covers all aspects of continuing education program construction and the marketing process for positioning the university into the public This book begins to eradicate academicians fears of marketing by showing them a contemporary marketing plan using terminology and examples familiar to them Seventeen contributors professors administrators and outreach professionals comprehensively describe the strategies being successfully used to extend the resources of a university to its community through programs of extension public service and continuing education Although many existing models of the education process contain parallels to elements in a generic marketing process education is not viewed as a consumer product Even educators may not view themselves as marketers involved in a marketing process This attitude can place barriers between understanding the marketing process and how it relates to education

Marketing University Outreach Programs helps educators overcome these potential barriers it explains marketing as a comprehensive process using terminology and examples which university extension and education professionals will find familiar and understandable Application oriented it cites numerous examples of how the marketing process can be put to use immediately Each chapter explores in depth a separate segment of the marketing process involved in public university outreach programs issue based versus discipline based programs program delivery and delivery technology funding outreach programs comprehensive promotional strategy customer service long range planning marketing research information resources future trends model programs

This book is of value to the faculty of universities specifically those in the disciplines with a mandate for professional renewal or recertification engineering medicine education faculty and professional staff in divisions of continuing education program leadership in cooperative extension organizations as well as those in other identifiable university extension units and faculty affiliated with applied research centers Members of professional associations focused on higher education outreach can also successfully apply these strategies

**Planning Programs for Adult Learners** Rosemary S. Caffarella, Sandra Ratcliff Daffron, 2013-01-28

Planning Programs for Adult Learners Third Edition covers the development of adult education programs in clear specific detail This popular step by step guide contains information on every area of program planning for adult learners from understanding the purpose of educational programs to obtaining suitable facilities to incorporating technology appropriately For educators and practitioners for whom planning programs is a full time responsibility or only a part of their jobs as well as volunteers in a variety of organizations will find

this book to be an essential tool Grounded in a variety of program planning models the new edition includes new refinements to the 11 component interactive model updated exercises and examples from new settings new material on the practical application of technology discussion of instructional and program evaluation a focus on critical managerial tasks a new chapter on exploring the foundational knowledge of program planning a new section on the ethical issues related to program planning

**Resources in Education** ,1995-07 Adult Museum Programs Bonnie Sachatello-Sawyer,Robert A.

Fellenz,Hanly Burton,Laura Gittings-Carlson,Janet Lewis-Mahony,2002-09-10 Bonnie Sachatello Sawyer and her co authors have taken an important study and turned it into an intriguing readable and practical book Adult learners provide a unique opportunity for museum educators But what are adult learners looking for What motivates them to take a class or attend a museum sponsored activity What do planners and instructors need to know to maximize the experience for participants The authors analyzed a wide variety of programs from the perspective of planners instructors and participants They discovered what works and what doesn t and they ve distilled this knowledge into twelve basic steps you can use to design truly meaningful experiences for your museum s adult programs Visit the authors web page

**The Education of Audiologists and Speech-language Pathologists** Judith A. Rassi,Margaret D. McElroy,1992

National Library of Medicine Audiovisuals Catalog National Library of Medicine (U.S.), **Federation Guide and Market News** ,1927 *Continuing Education* ,1972 *The Marketing Process* Milton Phillips,1977 *Country Guide and Nor'west Farmer* ,1928

**Franchise Opportunities Handbook** ,1994 This is a directory of companies that grant franchises with detailed information for each listed franchise Catalog of Copyright Entries. Third Series Library of Congress. Copyright Office,1968 Includes Part 1 Number 1 Books and Pamphlets Including Serials and Contributions to Periodicals January June *Monograph* ,1981 The Journal of Continuing Education in Nursing ,1990

**Promoting Continuing Education**

**Programs** Gayle A. Hendrickson,1980 This handbook is intended for use by institutions in marketing their continuing education programs A section on Devising Your Strategy looks at identifying a target audience determining the marketing approach and developing a marketing plan and promotional techniques A discussion of media options looks at the advantages and disadvantages of direct mail newspapers national trade magazines and radio provides a form for promotion planning and includes an outline of promotional copy strategies a direct mail checklist and guides to writing direct mail copy broadcast public service announcements and news releases A section is devoted to designing the direct mail piece including a checklist for promotion copy and a direct mail production schedule A production primer for working with printers covers the ingredients of a printed piece planning the printing schedule preparing copy for the typesetter sample copy guideline sheets proofreader s marks formats printing types costs and how the printer charges evaluating the printing quality and helpful hints on a variety of subjects A section addresses moving the message through the mail including sources for mailing lists and mailing tips and the final section gives an outline for evaluating results A list of references and sample forms are

appended MSE      *Readers' Guide to Periodical Literature* ,1922      *The Federation Guide and Market News of the National*  
*Cheese Producers' Federation* ,1924      *Resources in Vocational Education* ,1979

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