

Education is now a buyer's (rather than a seller's) market.













- 1. Local & disted merge; virtual & physical space merge
- 2. Vast, varied market
- 3. Adding value becomes everything
- 4. Attitude becomes the aptitude

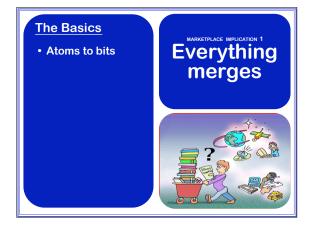


1. Local & disted merge; virtual & physical space merge

- 2. Vast, varied market
- 3. Adding value becomes everything
- 4. Attitude becomes the aptitude
- 5. Local educators need help to compete



MARKETPLACE Implications

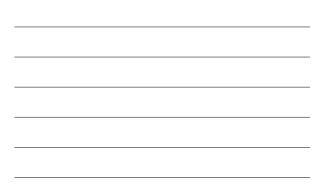




The Basics

- Atoms to bits
- Buyer flexibility







The Basics

- Atoms to bits
- Buyer flexibility
- Expanded audiences
- Competition vs. cooperation





The Basics

- Atoms to bits
- Buyer flexibility
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- Hybrid education



The Basics

- Atoms to bits
- Buyer flexibility
- Expanded audiences
- Competition vs. cooperation
- Hybrid education
- Blended learning



spaces

Everything

merges

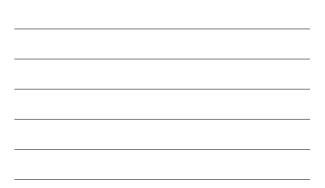
#5: Design blended Architectural Space Consideration #5

Design learning environments that blend the real and virtual, local and distance learning.

6

Steps toward merger: E 1. Separation







Steps toward merger:

- 1. Separation
- 2. Complimentarianism
- 3. Competition



Steps toward merger:

- 1. Separation
- 2. Complementarianism
- 3. Competition
- 4. Merging, unifying, blending



Steps toward merger: 1. Separation

- 2. Complimentarianism
- 3. Competition
- 4. Merging, unifying, blending
- 5. Separation with cohabitation

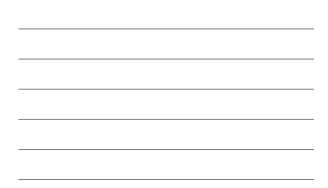


Everything

merges









Buyer's market

- 1. geographically challenged
- 2. schedule challenged
- 3. NCLB challenged
- 4. improved/ augmented offerings
- 5. world of experts, opportunities

Vast, varied market







Buyer's market 6. avoiding or reinforcing influence/content 7. maintaining life-style/culture 8. incarcerated 9. escape tracking 10. reduce anxiety (a better personal fit) 11. parking 12. media motivates

Buyer's market 13. forming "deliberate extended community"

- community" 14. learning in more global context
- 15. connecting work to world



Vast, varied

Buyer's market • expanded offerings

- buyer in charge
- everyone's shopping
- parking problems disappear...
- adding value is everything



Review...



- Local & disted merge; virtual & physical space merge
 Audience expands
- 3. Adding value becomes everything

How do you add value?

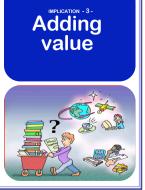
1. Local & disted merge; virtual & physical space merge

2. Audience expands

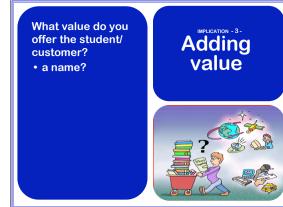
How do you add value?

By offering what others don't or can't...

3. Adding value becomes everything

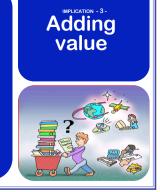






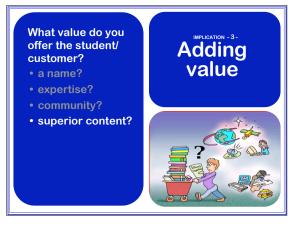
What value do you offer the student/ customer? • a name?

• expertise?



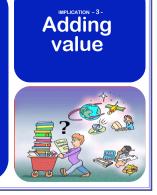






What value do you offer the student/ customer?

- expertise?
- communitu?
- superior content?
- superior support?



What value do you offer the student/ customer?

- a name?
- expertise?
- community?
- superior content?
- superior support?
- fun?



Adding value

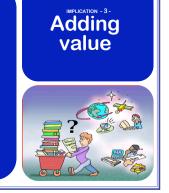
What value do you offer the student/ customer?

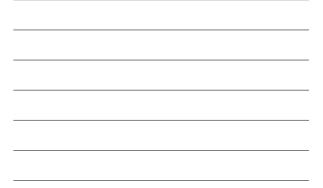
- a name?
- expertise?
- community?
- superior content?
- superior support?
- fun?
- low cost?

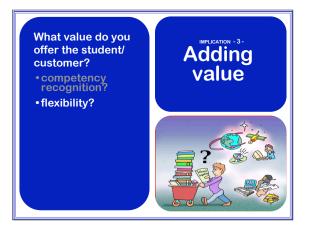


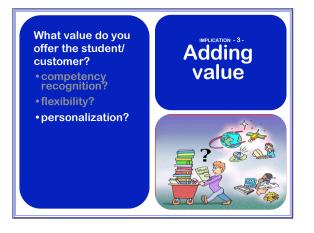


What value do you offer the student/ customer? • competency recognition?





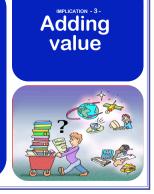




15

What value do you offer the student/ customer?

- competency recognition?
- •flexibility?
- personalization?
- •web space?



What value do you offer the student/ customer?

- competency recognition?
- •flexibility?
- personalization? •web space?
- •free/cheaper computer?



Adding value

What value do you offer the student/ customer?

- competency recognition?
- •flexibility?
- personalization?
- •web space?
- •free/cheaper computer?
- blender?





Education is now a buyer's (rather than a seller's) market.







Finding out what you already know...



Rule 1:

Determine how to meet disted needs that are equivalent of traditional needs

Rule 2:

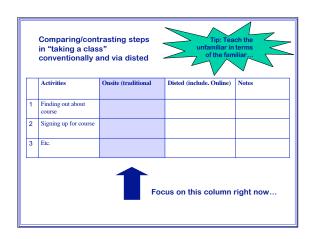
Determine unique needs of disted, how to meet them

Rule 3:

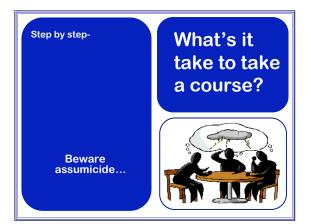
Beware assumicide

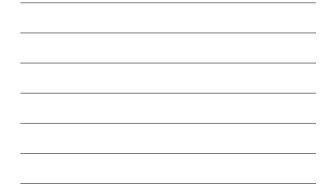


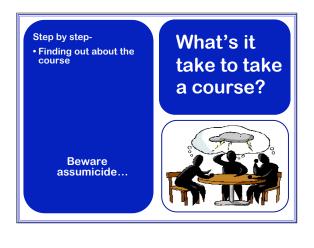




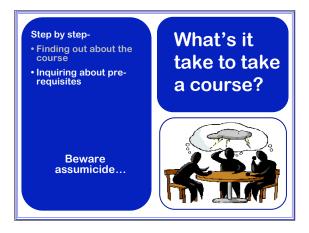












Step by step-What's it • Finding out about the course take to take Inquiring about pre-requisites a course? • Registering/paying for the course Beware assumicide...





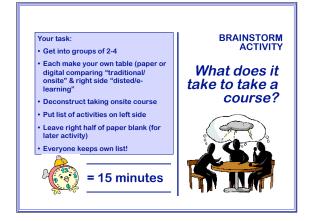
Step by step-• Finding out about the course

- Inquiring about pre-requisites
- Registering/paying for the course
- What else? Let's write them down...

Beware assumicide...

What's it take to take a course?







Elements of Dist(ed)

Student perspective...

Elements of Dist(ed)

Student perspective...

• Learn about course...

Elements of Dist(ed)

Student perspective...

Learn about course

• Inquire about course

Elements of Dist(ed)

Student perspective...

- Learn about course
- Inquire about course
- Get advising:
 - Programmatic: counselor

Elements of Dist(ed)

- Learn about course
- Inquire about course
- Get advising:
 - Programmatic: counselor
 - Course specific: instructor

- Learn about course
- Inquire about course
- Get advising:
 - Programmatic: counselor
 - Course specific: instructor
 - Entry level tech skills: library?

Elements of Dist(ed)

Student perspective...

- Learn about course
- Inquire about course
- Get advising:
 - Programmatic: counselor
 - Course specific: instructor
 - Entry level tech skills: library?
 - Parents (family members)

Elements of Dist(ed)

Student perspective...

• Register and pay for course (fees?)

- Register and pay for course (fees?)
- Get materials/access:

Elements of Dist(ed)

Student perspective...

- Register and pay for course (fees?)
- Get materials/access:
 - books, videos

Elements of Dist(ed)

- Register and pay for course (fees?)
- Get materials/access:
 - books, videos
 - email account, web space

• Register and pay for course (fees?)

• Get materials/access:

- books, videos
- email account, web space
- pig hearts

Elements of Dist(ed)

Student perspective...

- Register and pay for course (fees?)
- Get materials/access:
 - books, videos
 - email account, web space
 - pig hearts

Anywhere else it's called customer service!

Elements of Dist(ed)

Student perspective...
• Connectivity:

- connectivity.
- Cable access?

- Connectivity:
 - Cable access?
 - Studio access?

Elements of Dist(ed)

Student perspective...

- Connectivity:
 - Cable access?
 - Studio access?
 - Web access? Fast enough?

Elements of Dist(ed) *Student perspective...*

• Connectivity:

- Cable access?
- Studio access?
- Web access? Fast enough?
- Audio conference? \$Access?

• Instruction/learning approach

Elements of Dist(ed)

Student perspective...

• Instruction/learning approach:

Must Adjust!!!

New techniques

➡ New expectations

➡ New opportunities

Elements of Dist(ed)

Student perspective...

• Instruction/learning approach:

• Instruction/learning approach:

- Seminar?

Elements of Dist(ed)

Student perspective...

• Instruction/learning approach:

- Seminar?
- Lecture?

Elements of Dist(ed)

- Instruction/learning approach:
 - Seminar?
 - Lecture?
 - Team projects?

- Instruction/learning approach:
 - Seminar?
 - Lecture?
 - Team projects?
 - Independent study?

Elements of Dist(ed)

Student perspective...

- Instruction/learning approach:
 - Seminar?
 - Lecture?
 - Team projects?
 - Independent study?
 - Learning partners?

Elements of Dist(ed) *Student perspective...*

- Instruction/learning approach:
 - Seminar?
 - Lecture?
 - Team projects?
 - Independent study?
 - Learning partners?
 - Family members?

• Communication with teacher:

Elements of Dist(ed)

Student perspective...

• Communication with teacher:

- Office hours

Elements of Dist(ed)

Student perspective...

• Communication with teacher:

- Office hours

- Unscheduled help

• Communication with teacher:

- Office hours
- Unscheduled help
- Submit homework

Elements of Dist(ed)

Student perspective...

• Communication with teacher:

- Office hours
- Unscheduled help
- Submit homework
- Receive assessed homework

Elements of Dist(ed) *Student perspective...*

- Communication with teacher:
 - Office hours
 - Unscheduled help
 - Submit homework
 - Receive assessed homework
 - Contest grade, ask questions

• Communication w peers/students:

Elements of Dist(ed)

Student perspective...

• Communication w peers/students:

- Team members, learning partners

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Elements of Dist(ed)

- Communication w peers/students:
 - Team members, learning partners
 - Social visitation

- Communication w peers/students:
 - Team members, learning partners
 - Social visitation
- Conduct Research:

Elements of Dist(ed)

Student perspective...

- Communication w peers/students:
 - Team members, learning partners
 - Social visitation
- Conduct Research:
 - Library access?

Elements of Dist(ed)

- Communication w peers/students:
 - Team members, learning partners
 - Social visitation
- Conduct Research:
 - Library access?
 - Web materials?

- Communication w peers/students:
 - Team members, learning partners
 - Social visitation

• Conduct Research:

- Library access?
- Web materials?
- Article reprints?

Elements of Dist(ed)

Student perspective...

• Taking tests/submitting portfolios:

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Elements of Dist(ed)

- Taking tests/submitting portfolios:
 - Proctoring

- Taking tests/submitting portfolios:
 - Proctoring
 - Authenticity

Elements of Dist(ed)

Student perspective...

• Taking tests/submitting portfolios:

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- Proctoring
- Authenticity
- Equity in special arrangements

Elements of Dist(ed) Student perspective...

• Taking tests/submitting portfolios:

- Proctoring
- Authenticity
- Equity in special arrangements
- Portfolios paper? web?

Elements of Dist(ed)

• Administrivia:

Elements of Dist(ed)

Student perspective...

• Administrivia:

- Returning materials

Elements of Dist(ed) Student perspective...

• Administrivia:

- Returning materials
- Getting grades

Elements of Dist(ed) Student perspective...

- Administrivia:
 - Returning materials
 - Getting grades
 - Getting refunds

Elements of Dist(ed)

Student perspective...

- Administrivia:
 - Returning materials
 - Getting grades
 - Getting refunds
 - Getting transcripts
 - etc.

Elements of Dist(ed)

Student perspective... Evaluation of:

Elements of Dist(ed)

Student perspective... Evaluation of:

- teacher

Elements of Dist(ed)

Student perspective... Evaluation of:

- teacher

- materials

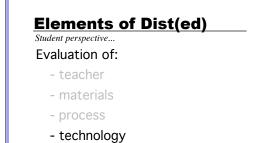
Elements of Dist(ed) *Student perspective...*

Evaluation of:

- teacher

- materials

- process



Elements of Dist(ed)

Student perspective...

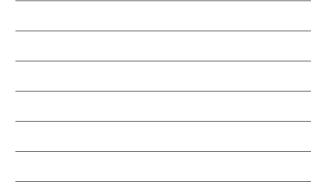
- Evaluation of:
 - teacher
 - materials
 - process
 - technology

Evaluation by:

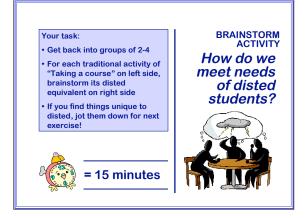
- students, parents, school, sponsor

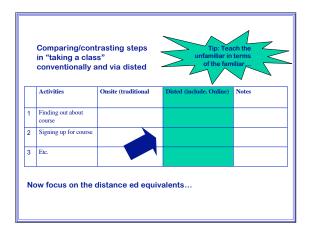










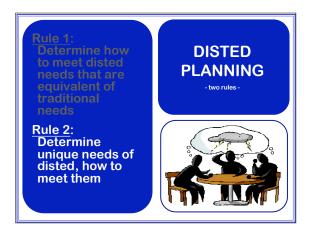


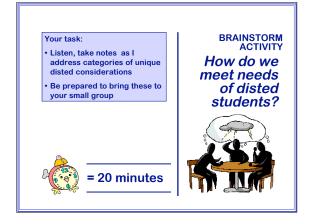












Rule #2: What's different? Student perspective...

• Learning approach

Rule #2: What's different?

Student perspective...

Learning approachDiscipline needed

Rule #2: What's different?

Student perspective...

- Learning approach
- Discipline needed
- Scheduled vs. self-paced

Rule #2: What's different? Student perspective...

- Learning approach
- Discipline needed
- Scheduled vs. self-paced
- Technological dependence

Rule #2: What's different?

Student perspective...

- Learning approach
- Discipline needed
- Scheduled vs. self-paced
- Technological dependence
- Home support

Rule #2: What's different?

Administrative perspective...

• Course equivalencies

Rule #2: What's different? Administrative perspective...

• Course equivalencies

Accreditation

Rule #2: What's different?

Administrative perspective...

- Course equivalencies
- Accreditation
- Advising

Rule #2: What's different?

- Administrative perspective...
- Course equivalencies
- Accreditation
- Advising
- Teacher certification

Faculty concerns

• Changing approach

Faculty concerns

• Changing approach

"I wouldn't mind change so much if it didn't require doing things differently ... "

Faculty concerns

• Changing approach

• Quality

Faculty concerns Faculty perspective...

- Changing approach
- Quality
- Time needed

Faculty concerns

Faculty perspective...

- Changing approach
- Quality
- Time needed
- Cheating/authenticity

Faculty concerns

- Changing approach
- Quality
- Time needed
- Cheating/authenticity
- Converting materials/new techniques

Faculty concerns

- Changing approach
- Quality
- Time needed
- Cheating/authenticity
- Converting materials/new techniques
- Tech support, skills

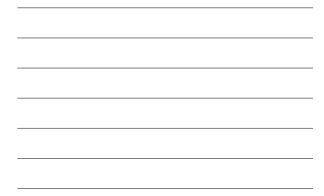
Faculty concerns

Faculty perspective...

- Changing
- Quality
- Time needed
- Cheating/authenticity
- Converting materials/new techniques
- Tech support, skills
- Consumerism vs. scholarship



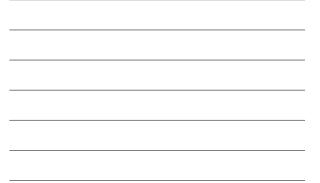






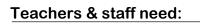






Faculty needs

How do we help faculty "go the distance?"



4Ts to tell digital stories

• <u>T</u>echnology



4Ts to tell digital stories

- <u>T</u>echnology
- <u>T</u>ech support



Teachers & staff need:

4Ts to tell digital stories

- <u>T</u>echnology
- <u>T</u>ech support
- <u>T</u>ime



Teachers & staff need:

4Ts to tell digital stories

- <u>T</u>echnology
- <u>T</u>ech support
- <u>T</u>ime
- <u>T</u>raining





OIL training

• Operation



Teachers & staff need:

OIL training

• Operation

• Integration



OIL training

- Operation
- Integration
- Leadership

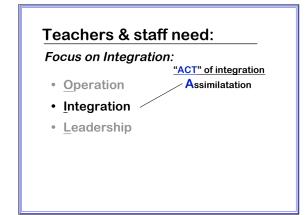


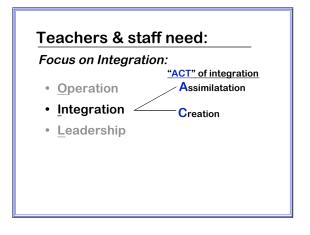
Teachers & staff need:

Focus on Integration:

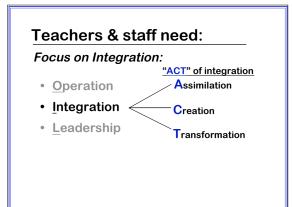
- Operation
- Integration
- Leadership













CARE incentives

• <u>C</u>ompensation



Teachers & staff need:

CARE incentives

- <u>C</u>ompensation
- Assistance



Teachers & staff need:

CARE incentives

- <u>C</u>ompensation
- Assistance
- <u>R</u>ecognition

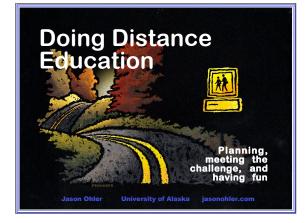


CARE incentives

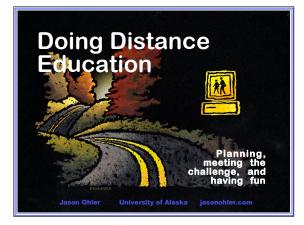
- <u>C</u>ompensation
- Assistance
- <u>R</u>ecognition
- Education











If we had time...

- you would synthesize notes, table of info
- develop detailed plan for approaching online/disted at your institution
- peer review plans
- present them to the group



workshop

Goals

Rule 1:

Determine how to meet disted needs that are equivalent of traditional needs

Rule 2:

Determine unique needs of disted, how to meet them







