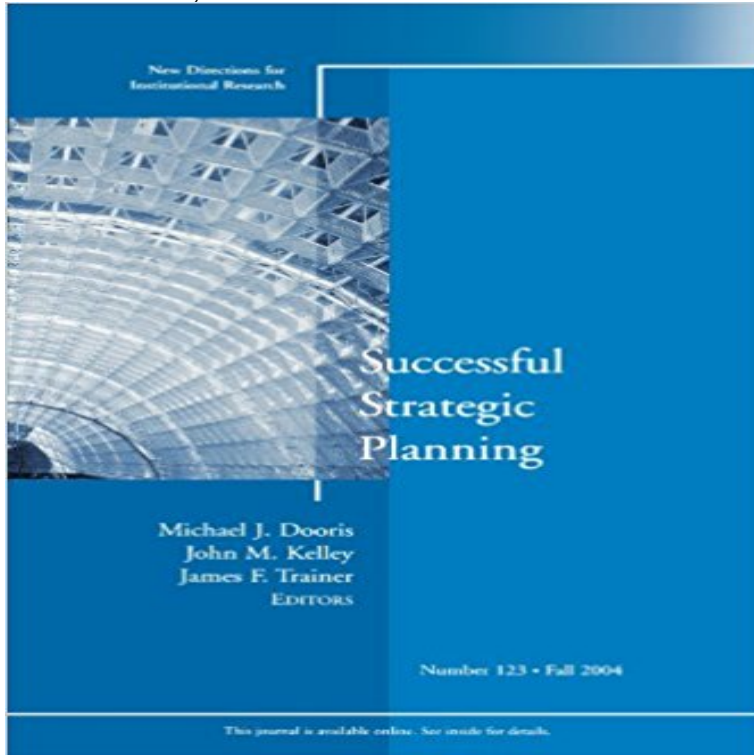


Successful Strategic Planning : New Directions for Institutional Research, No. 123



Planning reflects the human appetite to improve our condition. In higher education, improving ones condition includes hiring better faculty, recruiting stronger students, upgrading facilities, strengthening academic programs and student services, and acquiring the resources needed to accomplish these things. The strategic part of strategic planning involves shaping the institution in ways that will ensure mission attainment by capturing and maintaining a market niche in the competition for resources, faculty, and students. This is the 123rd issue of the Jossey-Bass higher education report New Directions for Institutional Research.

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Directions in Institutional Research, 123, 5-12. **Successful Strategic Planning : New Directions for Institutional** He is the former President of the Eastern Evaluation Research Society and the Industrial Human Fall 2004, Editor of Successful Strategic Planning, New Directions for Institutional Research, , Jossey-Bass, Number 123. November 2006, No Stone Left Unturned: Utilizing the Many Tools of IR and CQI to Analyze the **Abstract - Wiley Online Library** and Tools for Strategic Planning in M.J. Dorris, J.M. Kelley & J.F. Trainer, Successful Strategic Planning New Directions for Institutional Research, no.

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