Winston Salem State University Title III Activity Annual Performance Report

Activity Title:	Activity Director:							
Performance Objectives Information and Related	Performance Measures Data		Date:					
1. Activity Objective:								
1.a. Performance Measure	Measure Type			Quantita	tive Data			
	Project	Target			Actual Performance Data			
		Raw Number	Ratio	%	Raw Number	Ratio	%	
			1			1		
1.b. Performance Measure	Measure Type	Quantitative Data						
	Project		Target		Actual Performance Data			
		Raw Number	Ratio	%	Raw Number	Ratio	%	
			/			/		

Performance Objectives Information and Related Performance Measures Data Continued

2.a. Performance Measure	Measure Type	Quantitative Data					
	Project	Target			Actual Performance Data		
		Raw			Raw		
		Number	Ratio	%	Number	Ratio	%
			/		281	/	

2.b. Performance Measure	Measure Type	Quantitative Data						
	Project	Target			Actual	Actual Performance Data		
		Raw			Raw			
		Number	Ratio	%	Number	Ratio	%	
			/			/		

Explanation of Progress (Include Qualitative Data and Data Collection Information):

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Performance Objective	s Information and l	Related Performance	Measures Data	Continued
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3.a. Performance Measure	Measure Type	Quantitative Data						
	Project	Target			Actual	Actual Performance Data		
		Raw Number	Ratio	%	Raw Number	Ratio	%	
			/			/		

3.b. Performance Measure	Measure Type	Quantitative Data						
•	Project	Target			Actual	Actual Performance Data		
		Raw			Raw			
		Number	Ratio	%	Number	Ratio	%	
			1		485	/		

Performance Objectives Information and Related Performance Measures Data Continu	Performance	Objectives	Information and	Related Performance	Measures Data	Continued
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4.a. Performance Measure	Measure Type	Quantitative Data						
	Project	Target			Actual	Actual Performance Data		
		Raw Number	Ratio	%	Raw Number	Ratio	%	
			/			/		

4.b. Performance Measure	Measure Type	Quantitative Data						
	Project	Target			Actual	Actual Performance Data		
		Raw			Raw			
		Number	Ratio	%	Number	Ratio	%	
			/			/		

Performance Objective	s Information and R	Related Performance	Measures Data	Continued
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5.a. Performance Measure	Measure Type	Quantitative Data					
	Project	Target			Actual Performance Data		
		Raw Number	Ratio	%	Raw Number	Ratio	%
			/			/	

5.b. Performance Measure	Measure Type	Quantitative Data							
	Project Target Actual Per			Target			Data		
		Raw			Raw				
		Number	Ratio	%	Number	Ratio	%		
			/			/			

6.a	Measure Type	Quantitative Data						
	Project	Target			Actual	Actual Performance I		
		Raw			Raw			
		Number	Ratio	%	Number	Ratio	%	
			1			/		

6.b. Performance Measure	Measure Type	Quantitative Data						
	Project Target Actual Performan			Target			Data	
		Raw			Raw			
		Number	Ratio	%	Number	Ratio	%	
			1			/		

Performance Objectives Information and Related Performance Measures Data Continued

7. Activity Objective

7.a	Measure Type	Quantitative Data						
	Project	Target			Actual	Data		
		Raw			Raw			
		Number	Ratio	%	Number	Ratio	%	
			/			/		

7.b. Performance Measure	Measure Type	Quantitative Data						
	Project Target Actual Performan			Target			Data	
		Raw			Raw			
		Number	Ratio	%	Number	Ratio	%	
			/			/		

8.a. Performance Measure	Measure Type	Quantitative Data						
	Project Target Actual Performa				Performance	Data		
		Raw			Raw			
		Number	Ratio	%	Number	Ratio	%	
			/			/		

8.b. Performance Measure	Measure Type	Quantitative Data						
	Project			Target			Data	
		Raw			Raw			
		Number	Ratio	%	Number	Ratio	%	
			/			/		

Performance Objectives Information and Related Performance Measures Data Continued	

9.a. Performance Measure	Measure Type	Quantitative Data							
	Project Target Actual Performance			Performance	Data				
		Raw			Raw				
		Number	Ratio	%	Number	Ratio	%		
			/			/			

9.b. Performance Measure	Measure Type	Quantitative Data						
	Project Target Actual Performs			Target			Data	
		Raw			Raw			
		Number	Ratio	%	Number	Ratio	%	
			/			/		

Performance Objectives Information and Related Performance Measure	ures Data Continu	ed					
10. Activity Objective							
10.a. Performance Measure	Measure Type	Quantitative Data					
	Project	Target Raw			Actual Performance Data Raw		
		Number	Ratio	%	Number	Ratio	%
			1			/	
		<u> </u>					
10.b. Performance Measure	Measure Type			tive Data			
		Target			Actual Performance Data		
		Raw			Raw		
		Number	Ratio	%	Number	Ratio	%
			/			1	
Explanation of Progress (Include Qualitative Data and Data Collection Info	rmation)			1			ı

Executive Summary

(Use as many pages as necessary)

Summarize in 250 words or less, the significant contributions your Title 111 activity has made this year toward improving the university's capacity to enhance the quality of its academic programs, or student support services, or managerial effectiveness.

The Coordinator of Customer Relationship Management has been working to maintain working relationships with employers to promote the recruitment of our students and services. On-Campus Recruitment is offered by the Office of Career Services to assist in the facilitation of the interview process of students, prospective graduating seniors, alumni and employers. In addition to full time employment opportunities, this program also provides the option for students to interview for summer internship opportunities. Employers participating in the on-campus recruitment program are from a wide variety of industries, and seek students from diverse academic disciplines.

In order to increase the number of employers who recruit, the Coordinator of Customer Relationship Management has been working to establish new business relationships. Good customer service is the lifeblood of our business and is all about bringing customers back. It is also about sending them away happy enough to pass positive feedback about our business along to others. Mr. Winston is working to better improve our services to students and employers.

The Coordinator of Customer Relationship Management has continued to create and modify recruiting policies and guidelines for recruiters. He has also continued to evaluate the On-Campus Recruiting program in order to make it more successful. While the previous year was tough due to the economy, there were a number of bright spots and reason for optimism.

