

Change Strategies Evaluation Worksheet:

	Truth	I Agree	I Disagree	Why or Why Not?	Do I Think This is Important?	How Can I Influence a Change?
Enrollment Focused Truths:						
1	My campus values enrollment growth?					
2	My campus values change?					
Cultural Norms Truths:						
3	My campus is student centric?					
4	My campus has living, breathing core values?					
5	My campus values the students they serve?					
Sales Strategy Truths:						
6	My campus would embrace sales strategies?					
7	My campus would be willing to explore sales strategies?					
Technology & Hustle Truths:						
10	My campus CRM is integrated in all of our work?					
11	My campus CRM keeps us accountable to students?					
12	My campus values employee hustle?					
13	My campus is transparent in all student communication and the student experience?					
14	Campus employees are all working together for a common goal – Educate more humans?					