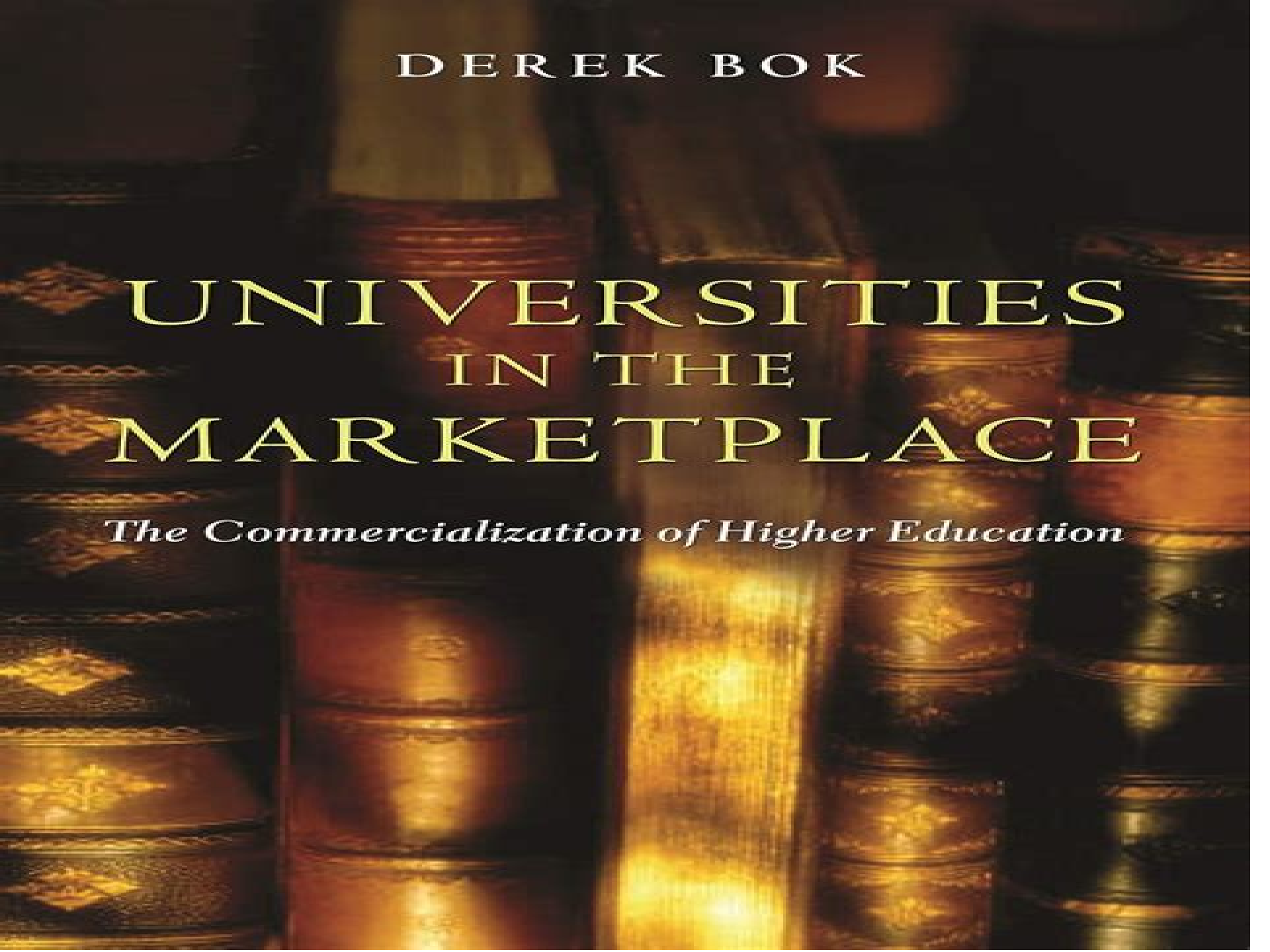




DEREK BOK

UNIVERSITIES IN THE MARKETPLACE

The Commercialization of Higher Education

Universities In The Marketplace The Commercialization Of Higher Education

Paul Sergius Koku



Universities In The Marketplace The Commercialization Of Higher Education:

Universities in the Marketplace Derek Bok, 2009-02-14 Is everything in a university for sale if the price is right In this book one of America s leading educators cautions that the answer is all too often yes Taking the first comprehensive look at the growing commercialization of our academic institutions Derek Bok probes the efforts on campus to profit financially not only from athletics but increasingly from education and research as well He shows how such ventures are undermining core academic values and what universities can do to limit the damage Commercialization has many causes but it could never have grown to its present state had it not been for the recent rapid growth of money making opportunities in a more technologically complex knowledge based economy A brave new world has now emerged in which university presidents enterprising professors and even administrative staff can all find seductive opportunities to turn specialized knowledge into profit Bok argues that universities faced with these temptations are jeopardizing their fundamental mission in their eagerness to make money by agreeing to more and more compromises with basic academic values He discusses the dangers posed by increased secrecy in corporate funded research for profit Internet companies funded by venture capitalists industry subsidized educational programs for physicians conflicts of interest in research on human subjects and other questionable activities While entrepreneurial universities may occasionally succeed in the short term reasons Bok only those institutions that vigorously uphold academic values even at the cost of a few lucrative ventures will win public trust and retain the respect of faculty and students Candid evenhanded and eminently readable *Universities in the Marketplace* will be widely debated by all those concerned with the future of higher education in America and beyond

Universities in the Marketplace ,2008 Is everything in a university for sale if the price is right In this book one of America s leading educators cautions that the answer is all too often yes Taking the first comprehensive look at the growing commercialization of our academic institutio

Democracy and Higher Education Scott J. Peters, Theodore R. Alter, Neil Schwartzbach, 2010-09-01 How are we to understand the nature and value of higher education s public purposes mission and work in a democratic society How do and how should academic professionals contribute to and participate in civic life in their practices as scholars scientists and educators *Democracy and Higher Education* addresses these questions by combining an examination of several normative traditions of civic engagement in American higher education with the presentation and interpretation of a dozen oral history profiles of contemporary practitioners In his analysis of these profiles Scott Peters reveals and interprets a democratic minded civic professionalism that includes and interweaves expert social critic responsive service and proactive leadership roles *Democracy and Higher Education* contributes to a new line of research on the critically important task of strengthening and defending higher education s positive roles in and for a democratic society

Our Underachieving Colleges Derek Bok, 2006 Drawing on a body of empirical evidence this book examines how much progress college students actually make toward widely accepted goals of undergraduate education It describes the changes that faculties and academic

leaders can make to help students accomplish more Marketing Higher Education Paul Sergius Koku,2022-07-15 This book provides a comprehensive and accessible guide to marketing Higher Education institutions discussing how universities are service providers and how education is a service both of which need to be defined and marketed together Unlike the current offering available on the subject this book provides a uniquely applied approach linking the theory of marketing practice to the Higher Education sector through real life case studies and examples Each topic is covered in depth including marketing segmentation pricing location brand management internationalization and expansion Overarchingly the book considers how to develop and promote the university as a product and as a brand Two case studies from real life universities in a broad range of locations are provided at the end of each chapter alongside questions to aid understanding and application Holistic and practical Marketing Higher Education is an ideal guide for academics and students studying services marketing Higher Education management and leadership and marketing in the public sector It will also be an invaluable resource for professionals working in Higher Education administration looking to develop their skills and understanding of marketing and brand building **Crisis and Promise in the Caribbean** Winston Dookeran,2016-03-09 The Caribbean is made up of a complex enigmatic region characterised by great disparities in size population geography history language religion race and politics This is a region in which harmony and discord work in tandem trying to link economic logic with political logic This book is a useful tool not only for those specialists and students of regionalism but for all those putting their hands to the task of nation building and those interested in the development processes of small states and economies At the same time this book is a comprehensive historical record especially highlighting hindrances to development in this region This study raises two important issues the political imperative of convergence and the need for appropriate correcting mechanisms that align the needs of the local with the regional It is a volume that underlines the need for a change in strategy and makes proposals as to how to go about making those changes Academe American Association of University Professors,2004 **Knowledge and Money** Roger L. Geiger,2004-05-04 Market forces have profoundly affected the contemporary research university s fundamental tasks of creating and disseminating knowledge They arguably have provided American universities access to greater wealth better students and stronger links with the economy Yet they also have exaggerated inequalities diminished the university s control over its own activities and weakened the university s mission of serving the public Incorporating twenty years of research and new data covering 99 research universities Knowledge and Money explains this paradox by assessing how market forces have affected universities in four key spheres of activity finance undergraduate education primary research and participation in regional and national economic development The book begins by chronicling how universities have enlarged revenues by optimizing tuitions and how they have managed these funds It reveals why competition for the best students through selective undergraduate admissions has led to increased student consumerism and weakened university control over learning The book also explains why research has become an

increasingly autonomous activity within the university expanding faster than class instruction or faculty resources Finally it shows how the linkage of research to economic development has engendered closer ties with industry and encouraged the commercialization of knowledge

Our Underachieving Colleges Derek Bok, 2008-01-15 The author sets forth what is known about how much students learn in college gives recommendations for how to improve undergraduate education and describes how universities can develop a continuing process of enlightened trial and error that will enable them to improve their performance in the future

In View of Academic Careers and Career-Making Scholars Victor N. Shaw, 2008-03-01 This volume connects career making to the general social context in which it takes place career making individuals to the large institutional establishment in which they operate and specifically career academicians to the overall knowledge enterprise from which they draw their intellectual inspiration on which they build their career achievements and to which they contribute their personal talents The main purpose is to explore what academic institutions the knowledge enterprise and the society as a whole can and ought to do to enhance productivity facilitate performance and improve experience of individual academicians in their career making endeavor Although various innovative ideas are presented to improve normal procedures or standard processes throughout academia answers to this focal question often lie in different levels of organizational units involved in academic operation That is what should a department do for its faculty a college for its departments a university for its colleges an association for its member organizations or a government for its academic institutions in the best interest of the latter Similarly although reformative measures are proposed to the attention of established entities or institutionalized systems change within the existing situation or practice to a large degree depends upon how people in various social roles relate to each other in attitude as well as in behavior when they perform their specific job In other words what should a professor do for graduate students a senior scholar for junior colleagues a chair for faculty members a dean for chairs a university chancellor for deans an editor for authors or an association president for the general membership from the due perspective of the latter The logic or legitimacy of examining this focal question and its organizational unit and social role is clear a shining academician owes much to the support of his or her assistants students and followers a rising university builds on the productivity of its individual divisions and a thriving knowledge enterprise depends upon the success of individual career making scholars Beyond its own functionality and success by division of labor the higher level or the larger system has an inescapable responsibility to ensure that individual players or components therein grow develop and perform to the best of their potential In content this volume consists of sixteen chapters Chapter 1 identifies main pathways and stages in academic careers Chapters 2 5 focuses on the career process exploring major requirements that an academician has to work on and fulfill in his or her career making endeavor These requirements include educational preparation job search institutional placement and professional networking Chapters 6 15 centers on the career structure examining essential elements that a scholar has to build and maintain in his or her career identity These

elements range from the academic degree position publication teaching presentation service grants awards and membership in academic associations to tenure The last chapter capitalizes on the curriculum vitae as a miniature of the academic personality that a career professional must present to the community of scholarship

The Future of Higher Education Frank Newman, Lara Couturier, Jamie Scurry, 2004-09-23 Publisher Description *Debating African Issues* William G. Moseley, Kefa M. Otiso, 2022-09-14 This debate style textbook allows students to explore diverse well founded views on controversial African issues pushing them to go beyond superficial interpretations and complicate and ground their understanding of the continent From the positive images in the film Black Panther to the derogatory remarks of former American President Donald Trump the African continent often figures prominently in the collective global imagination This interdisciplinary collection covers 20 enduring and contemporary debates across a broad range of subjects affecting Africa from development and health to agriculture climate change and urbanization Each chapter has a pro and con view penned by a leading expert on the topic in an accessible and engaging style These contrasting views on each issue are framed by an introduction that helps the student contextualize the debate and draw on further resources Moreover they enable readers to deepen their understanding of the topic develop a more nuanced perspective and foster classroom debates This book is an excellent resource for Africa related courses across a range of disciplinary and interdisciplinary fields including African studies anthropology development studies economics environmental studies geography history international studies political science and public health

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The Commercialization of Public Higher Education Kimberly Stewart Feldman, 2007 *Innovation, Profit and the Common Good in Higher Education* John Harpur, 2010-07-30 Exploring the current commercialization and innovation policies in higher education this book examines the the way in which higher education is being transformed to accommodate business methods

Higher Education for the Public Good Adrianna Kezar, Tony C. Chambers, John C. Burkhardt, 2005-04-22 This important book explores the various ways that higher education contributes to the realization of significant public ends and examines how leaders can promote and enhance their contribution to the social charter through new policies and best practices It also shows how other sectors of society government agencies foundations and individuals can partner with institutions of higher education to promote the public good Higher Education for the Public Good includes contributions from leaders in the field many of whom participated in dialogues hosted by the National Forum on Higher Education for the Public Good These leaders are responsible for creating successful strategies programs and efforts that

foster the public's role in higher education

Universities As If Students Mattered John Scanlon, 2005-06-22

Universities As If Students Mattered is centered around the goal of coaching college students to become active self-directed learners whose obligation to serve society is integral to their active learning. At the same time, the innovations in this book would focus the attention, energy, and considerable talents of professors, graduate students, and post-docs on some potential ways and means of addressing urgent social issues contributing to a more thorough and comprehensive understanding of the social world. *Perspectives on Patents and Patients*, 2009

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