A Multifactorial Approach to Implementing Enrollment Expansion
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University of Detroit Mercy School of Dentistry

Abstract
Shifting sources of dental school revenue has reached the need for creation of alternatives resulting from other sources to compensate for financial strain. Dental school expansion is a strategic approach to improve dental education programs in order to cultivate revenue. Prior to the implementation of the Titans for Teeth Mobile Van Program, implemented a 90% dental student expansion (90% to 144 students) Fall 2015. A poster on the multifaceted approach to implementing changes associated with enrollment expansion and preparing students for future roles. Enrollment expansion is a strategy to place a greater number of students in the community learning environment, greater physical resource efficiency, and generating revenue.

Curriculum Structure Reform
-> online teaching and learning
-> small group discussion
-> case-based learning
-> hybrid courses
-> recorded lectures
-> audience response system use
-> online course management system utilization
-> educational, patient care, technology utilization

Pre Expansion

Dean

Assistant Dean Academic Administration

Assistant Dean Educational Development and Assessment

Assistant Dean Student Services and Enrollment Management

Post Expansion

Dean

Assistant Dean Academic Administration

Assistant Dean Educational Development and Assessment

Assistant Dean Student Services and Enrollment Management

Pre and Post Expansion Faculty and Staff Increase

<table>
<thead>
<tr>
<th></th>
<th>Pre Fall 2015</th>
<th>Post Fall 2016</th>
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<tbody>
<tr>
<td>Full - Time Faculty</td>
<td>84</td>
<td>100</td>
</tr>
<tr>
<td>Part - Time Faculty</td>
<td>170</td>
<td>157</td>
</tr>
<tr>
<td>Clinic Support Staff</td>
<td>103</td>
<td>121</td>
</tr>
<tr>
<td>Administrative Staff</td>
<td>12</td>
<td>17</td>
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Pre and Post Expansion Clinic Administration Reform

<table>
<thead>
<tr>
<th></th>
<th>Pre</th>
<th>Post</th>
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<tbody>
<tr>
<td>2 Clinic Directors</td>
<td></td>
<td>1 Clinic Director</td>
</tr>
<tr>
<td>12 Group Practice Directors</td>
<td></td>
<td>4 Group Practice Administrators</td>
</tr>
<tr>
<td>8 Patient Care Coordinators</td>
<td></td>
<td>10 Patient Care Coordinators</td>
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Community Outreach

- All sites located in Dental HPSA areas
- Titans for Teeth Mobile Van program implemented 2015

Research

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<thead>
<tr>
<th></th>
<th>Pre Fall 2015</th>
<th>Post Fall 2016</th>
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<tbody>
<tr>
<td>Site</td>
<td>1 Site</td>
<td>8 Sites</td>
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Outcome Measures

- Clinical and National Board examination performance
- Graduation completion rate
- Graduate reputation-specialty programs, private sector, community
- Utilization rate of clinical resources
- Procedure completion trends

Next Steps

- Continue to monitor revenue and identify best practices to maintain performance outcomes
- Enhance competency assessment/ tracking
- Reform Academic Performance Committee structure/guidelines
- Enhance Integration of curriculum
- Enhance IPE experiences

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