

Decision Mobilization Process

OINOS Consulting has developed a Decision Mobilization Process (DMP) for strategically re-aligning vision and operations to appropriately reflect an institution’s mission and context, thereby, positioning it to advance a more suitable value-proposition in the higher education sector. The method entails five (5) interrelated steps that engage a select team of administrators, faculty, staff, and trustees to judiciously evaluate and make informed decisions concerning key areas of their respective school’s institutional risk. The team additionally includes alumni, major donors, business, and civic leaders.

Experienced consultants work with the DMP Team to facilitate progress and the development of an appropriate Mobilization Plan to respond to the vortex of challenges that currently threaten its survival. The following exhibit outlines the DMP methodology that can also be used by a school in a state of temporary closure.

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Step	Goal
1. Institutional Audit	Assessment of institutional stress levels according to 20 at-risk indicators.
2. Mission/Business Model Evaluation	Re-imaging existing business model according to emerging best-practice systems used by small, multi-state, and nonprofit college systems.
3. Interventions/Modifications	Design of proposed interventions/modifications to the institutional stress levels and mission/business re-imaging needs identified in the previous two steps.
4. Mobilization Planning	Development, adoption, and implementation of a strategic mobilization plan.
5. Long-Term Resource, Recapitalization, and Advancement Planning	Development of a long-term financial strategy that includes a chart of cash projections, recapitalization of existing debt, and identification of realistic fundraising goals.