

# THE ANNUAL MAACS CONFERENCE

July 29 - 30, 2021

*Lancaster Marriott at Penn Square Lancaster, PA*



# MAACS

MID-ATLANTIC ASSOCIATION OF CAREER SCHOOLS

Advancing Career and Technical Education

# Predictive Admissions: The Mindset Of The Successful Completer

**Dr. Scott Fitzgibbon**

**Mike Artim**



**EDUREADY**  
The Future of Assessment

[Home](#) [About Us](#) [Contact](#) [Log In](#)



ADMISSIONS TESTING

SUCCESS TRACKING

PREDICTIVE RESULTS

# EduReady Goals

- Include Mindset In Entrance Assessment
  - 30 Mindset Questions
  - 10 Mindset Categories
- Verify Cognitive Skills
  - 20 Cognitive Questions
  - Basic Math, Numeric Reasoning, Reading Comprehension, Verbal Reasoning

# EduReady Goals

- Be Adaptive
  - Customize to individual institution's admission process
  - Customize assessment to include online readiness, area of interest, multiple entrance scores
- Analyze Results
  - Compare assessment results to successful start, withdraw, and graduate data
- Improve Predictability
  - Adapt underlying algorithm based on individual school results



**EDUREADY**  
The Future of Assessment

$$\frac{1}{4} + ? = \frac{3}{4}$$

$\frac{1}{4}$

$\frac{1}{5}$

$\frac{3}{5}$

$\frac{1}{2}$

$\frac{2}{3}$



NEXT



**EDUREADY**  
The Future of Assessment

If Bill starts work at 8:15 and works until 4:45 and has 90 minutes of breaks, how many hours does Bill work in 5 days?

38

39

35

40



NEXT



**EDUREADY**  
The Future of Assessment

Computer is to electricity as car is to \_\_\_\_\_.

wheels

gasoline

engine

mechanical



NEXT



Choose the proper word to complete the sentence: Although Sue's report on her scientific findings was lengthy, the presentation she held was rather \_\_\_\_\_.

straightforward

thorough

boring

brief



NEXT



# EduReady Analysis

- Approximately 3,000 EduReady Assessments
  - 88.21% successful starts – 100 days of enrollment
  - Pass Rates:
    - 70      90%
    - 75      85%
    - 78      82%
    - 82      76%
    - 88      65%
    - 94      52%

# **What's the difference?**

- **The student that stays and the student that goes?**
- **The student that overachieves and the student that underachieves?**
- **Students that become Rock Stars in their field and others we have a hard to placing?**

# University of Pennsylvania

**“Self-discipline** predicted academic performance more robustly than did IQ. Self-discipline also predicted which students would improve their grades over the course of the school year, whereas IQ did not.... There conclusion...Self-discipline has a bigger effect on academic performance than does intellectual talent.”

# West Point Study

Researchers found that **grit**— which they defined as the tendency to work “strenuously toward challenges, maintaining effort and interest over years despite failure, adversity, and plateaus in progress--- rather than IQ or standardized test scores— is the most accurate predictor of college grades.

# Starbucks

**With more than 137,000 employees and more than one million alumni, Starbucks is one of the nation's largest educators.**

**At the core of their education... **Willpower**.**  
**They have identified it as the cornerstone habit for individual success.**

# Fixed Mindset

- Closes off our potential because what we are truly capable of does not match the internal belief we hold of ourselves.
- We can become trapped in the belief that intelligence, abilities, or other qualities are “carved in stone” and therefore can’t be changed no matter what I try to do.

# Growth Mindset

- Driven by beliefs that our intelligence, abilities, and other qualities can be developed through effort and determination
- Everyone can change and grow through application, practice and experience
- Drives us to continue to learn from each experience, practice relentlessly, sustain our motivation, embrace new challenges, and persist when faced with setbacks and obstacles

# Successful Students

- Soft Skills
- Growth Mindset
- Habits
- Attitudes
- Beliefs
- Teamwork/  
Collaboration
- Professionalism
- Work Ethic
- Connection
- Communication
- Belonging
- Goal-setting
- Self-Efficacy



# Unleashing Student Potential

- **Enroll, Retain, Graduate, Place**
  - Cognitive Ability to complete the program
  - **Impact of Mindset and Soft Skills**
  - Snapshot of Mindset (benefit of the doubt)
  - Insight into Soft Skills (the difference maker, EQ releases the IQ)

# Retention Strategies

- Coaching
- Advising
- Mentoring programs
- Training faculty to be engaging and caring
- Student success courses and
- Resources, resources, resources... to solve any problem along the way....
- WHY?

# Retention Strategies

- Coaching
- Advising
- Mentoring programs
- Training faculty to be engaging and caring
- Student success courses and
- Resources, resources, resources... to solve any problem along the way....

GRADUATION

- WHY?



**EDUREADY**  
The Future of Assessment

I believe that trying hard doesn't matter, you either have the intelligence to learn the material or you don't.

Strongly Agree

Neither Strongly Agree or Strongly Disagree

Strongly Disagree



NEXT



**EDUREADY**  
The Future of Assessment

I hold myself accountable for the goals I set. If I don't achieve it, it's not someone else's fault.

Strongly Agree

Neither Strongly Agree or Strongly Disagree

Strongly Disagree



NEXT



**EDUREADY**  
The Future of Assessment

I expect to complete my education despite life's obstacles in the way.

Strongly Agree

Neither Strongly Agree or Strongly Disagree

Strongly Disagree



NEXT



**EDUREADY**  
The Future of Assessment

I have always struggled with school and I'm afraid this experience will be similar.

Strongly Agree

Neither Strongly Agree or Strongly Disagree

Strongly Disagree



**NEXT**

# The EduReady Assessment

[www.eduready.net/maacs](http://www.eduready.net/maacs)

Dr. Scott Fitzgibbon

[Drsfitzgibbon@comcast.net](mailto:Drsfitzgibbon@comcast.net)

412-600-2505

Mike Artim

[mikeartim@gmail.com](mailto:mikeartim@gmail.com)

814-241-3628