



George Haddad – Founder & CEO  
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# Objectives

- Discuss enrollment trends in higher education generally and in health professions specifically
- Review available technologies which help with personalized approaches to applicants' recruitment, advising, selection and maintenance of credentials

# Enrollment and Higher Ed Trends

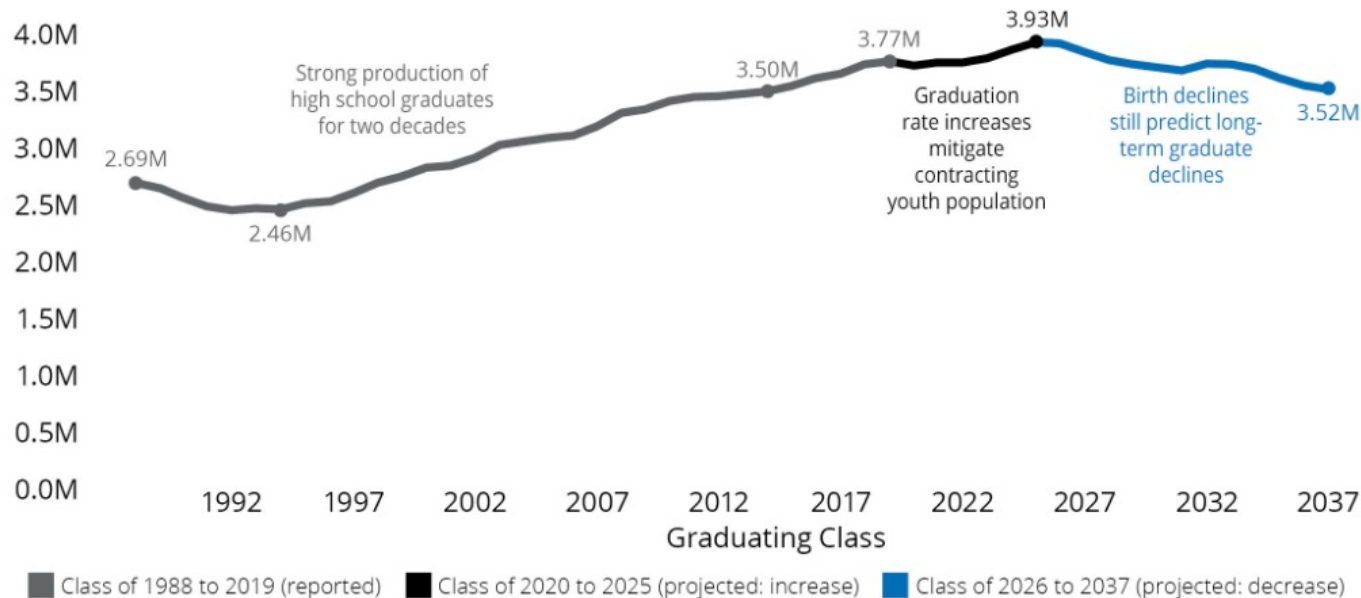
*National Trends and Projections*



# Current National Projections

## High School Graduates

Figure 1. Slowing Growth in Number of U.S. High School Graduates, then Decline (U.S. Total High School Graduates)



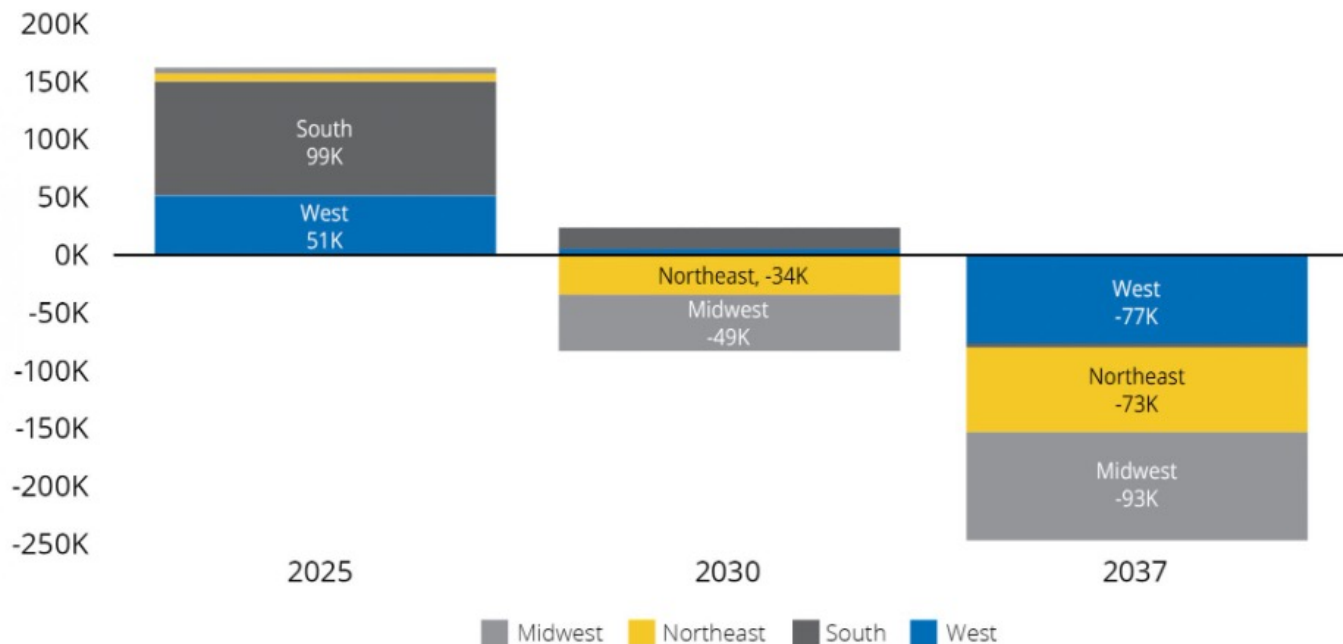
Source: Western Interstate Commission for Higher Education, *Knocking at the College Door*, 10th edition, 2020. See [Technical Appendix](#) for detailed sources of data through the Class of 2019; WICHE projections, Class of 2020 through 2037. ([View states or regions](#))



# Current National Projections

## High School Graduates, Regional Comparison

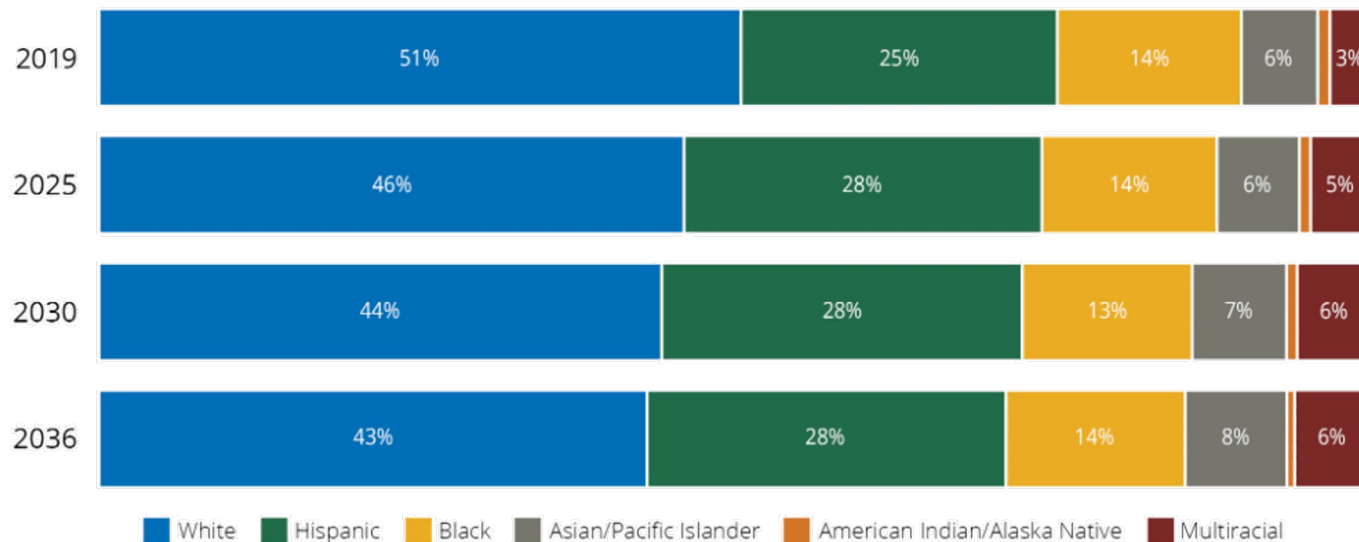
Figure 2c. Regional Contribution to National Increase or Decrease: Class of 2025, 2030 and 2037 Compared to 2019, Grand Total of Public & Private Schools



# Current National Projections

## High School Graduates by Race/Ethnicity

Figure 3. U.S. Public High School Graduates, by Race/Ethnicity, Class of 2019 (reported) and Classes of 2025, 2030 and 2036 (projected)

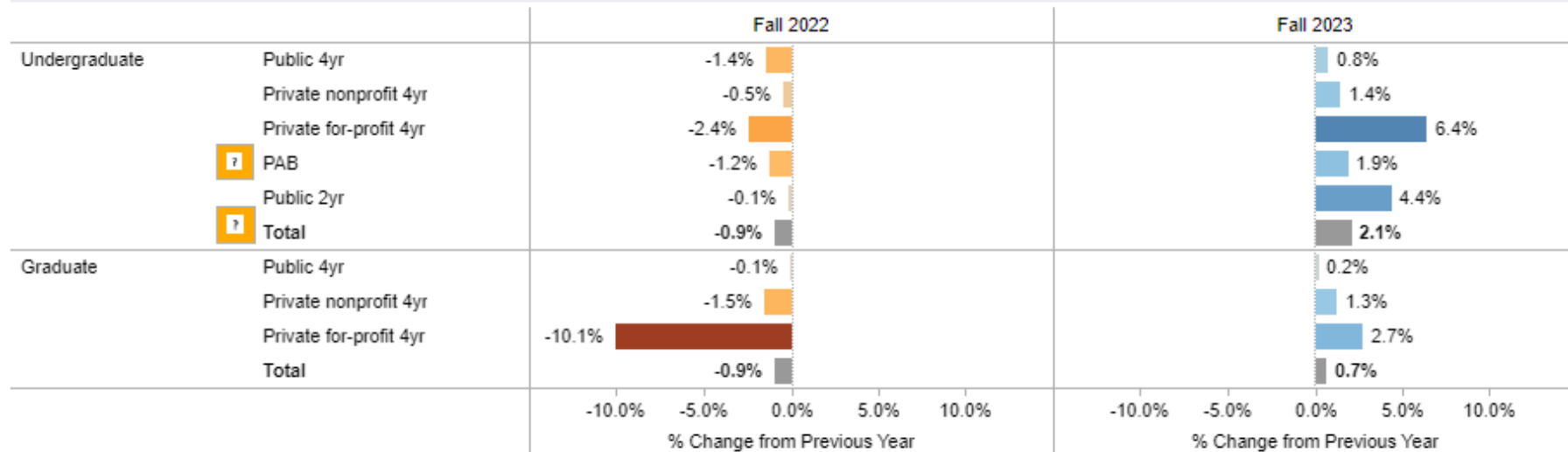


Source: Western Interstate Commission for Higher Education, *Knocking at the College Door*, 10th edition, 2020. WICHE projections and analysis. Notes: American Indian/Alaska Native from U.S. Public or Bureau of Indian Education schools average 1 percent of the total. Native Hawaiian/Other Pacific Islander graduates as a separate category average 0.35 percent of the total.

# Enrollment Trends

## Overall Enrollment by Sector

Figure 1.2 Enrollment Changes by Award Level and Sector

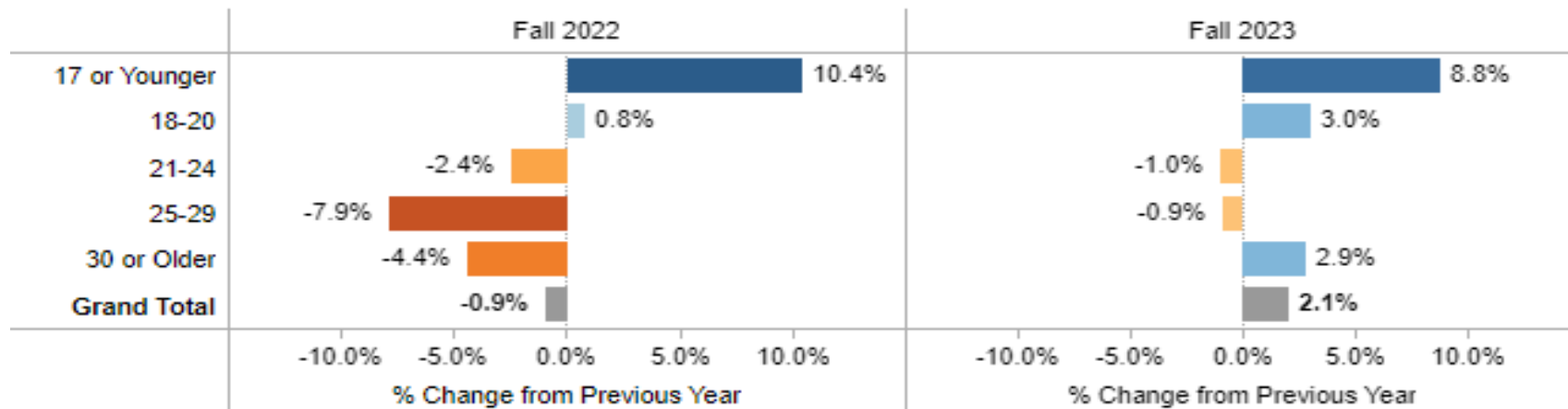


- Overall growth for both undergraduate and graduate enrollment across all sectors for Fall 2023
- Two-year growth of 1.2% for undergraduates and down 0.2% for graduates

# Enrollment Trends

## Student Demographics

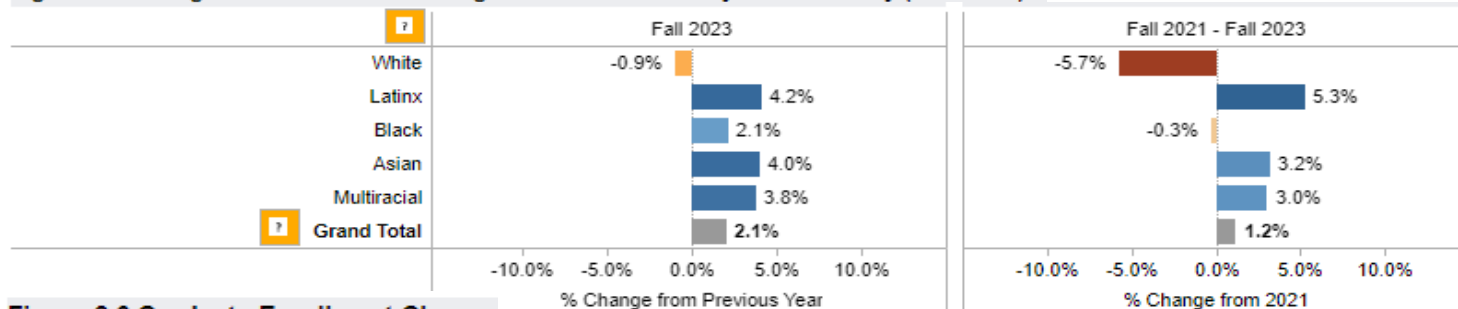
Figure 2.2 Undergraduate Enrollment Changes by Age



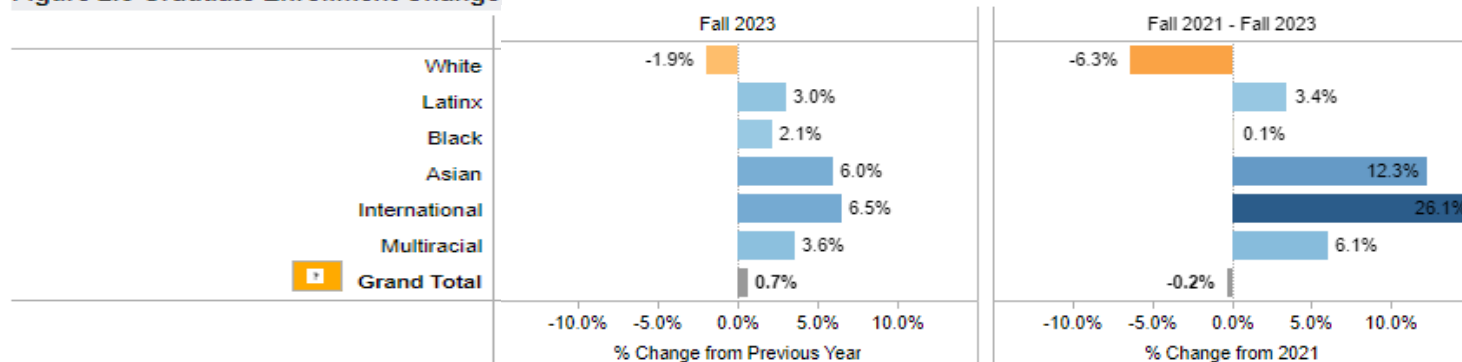
- Significant growth in the 17 and younger age group as a result of larger dual degree programs being pushed at state legislatures and increase in certificate- based programs.
- Larger declines in the 25-29 work force going for their undergraduate degrees likely attributable to strong labor market and job opportunities over the past several years. That is slowing in the Fall 2023 class vs. 2022.

# Enrollment Trends - *Student Demographics by Race/Ethnicity*

**Figure 2.3 Undergraduate Enrollment Changes at All Institutions by Race/Ethnicity (Estimates)**



**Figure 2.6 Graduate Enrollment Change**

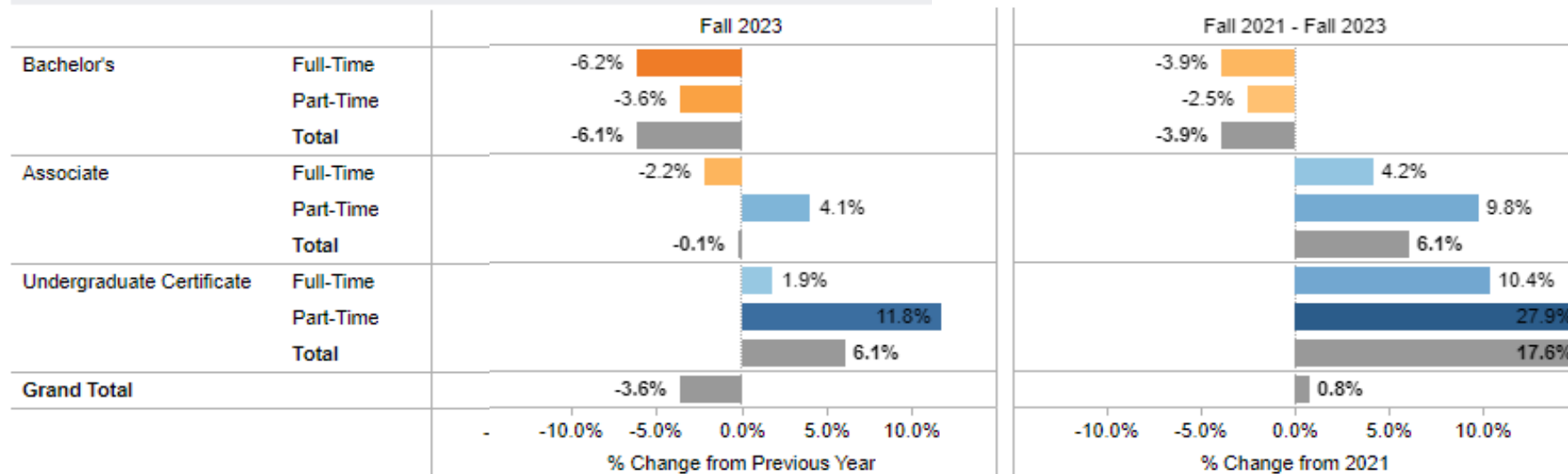


- Continued loss of White students in undergraduate and graduate programs nationally following a several year trend.
- Increase for Fall 2023 in every other racial category across the board, demonstrating the growing diversity on campuses.
- Large shift on non-white students in Fall 2023 undergraduate enrollments from the Fall 2022 class.

[Stay Informed | National Student Clearinghouse Research Center \(ncesresearchcenter.org\)](https://ncesresearchcenter.org)

# Enrollment Trends - *New Freshmen Enrollments by Credential*

Figure 3.3 Freshman Enrollment Changes by Credential and Enrollment Intensity

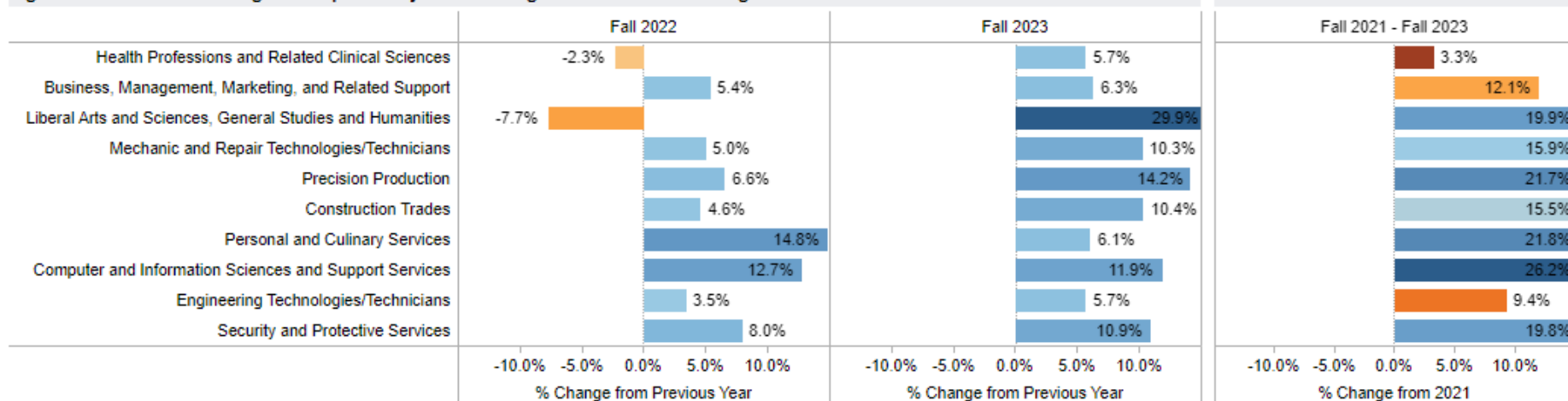


- We see a large drop in Bachelor seeking students. This will have a long tail as these students progress throughout the next 4 years and will have a major impact on many institutions.
- Also, significant growth in certificate programs again creating a two-year trend of 17% growth, and heavily slated on the part-time programs.
- By disaggregating the data in this way, it shows a very concerning trend for traditional higher education institutions.

# Enrollment Trends

## Enrollment Changes by Certificate Program

Figure 4.1 Enrollment Changes in Top Ten Majors in Undergraduate Certificate Programs



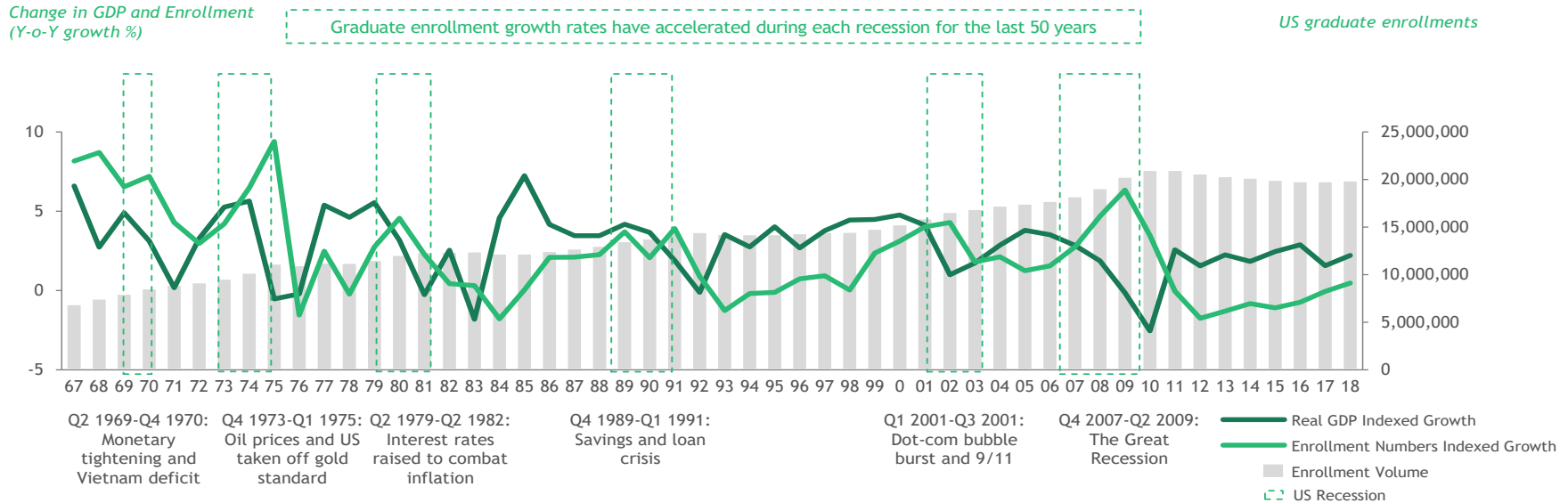
# Enrollment Trends

## *Fall 2023 Summary and Future Implications*

- The “Demographic Cliff” is still a significant inflection point in traditional higher education. It does not seem to be as severe as previously shown in pure headcount numbers, but student program choice regarding modality of education, degree being sought, their race and ethnicities are all showing large changes this Fall.
- Overall enrollments are up this year in both undergraduate and graduate programs, but that is a result of a stronger Fall 2022 class of 4.6% growth in freshmen students. Fall 2023 has a loss of 3.6%, that will slow the growth and have a longer-term loss for overall enrollments over the next 4 years.



Following a period of unprecedented economic expansion, enrollment volumes are expected to benefit further in the event of a downturn

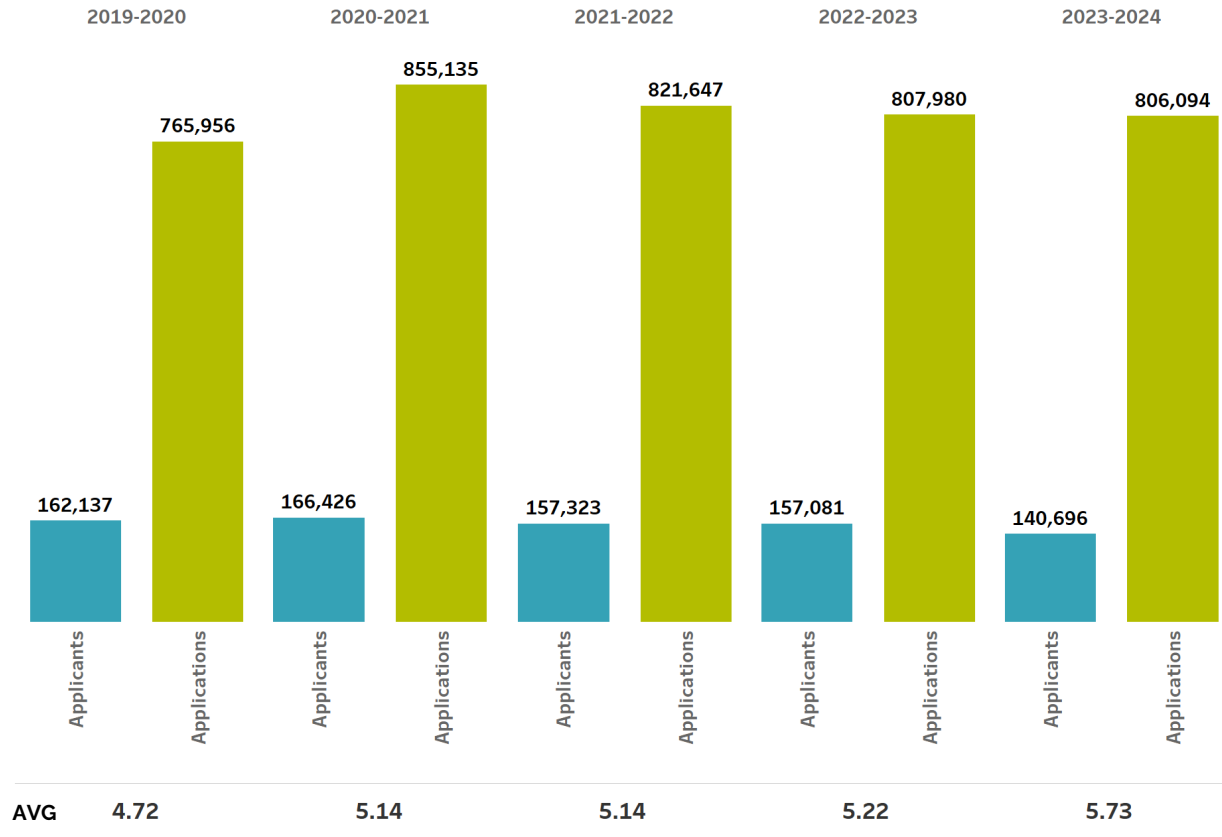


Sources: U.S. Department of Education (2018), National Center for Education Statistics, Biennial Survey of Education in the United States (1993); Higher Education General Information Survey (HEGIS) (2018); Federal Reserve Bank of St Louis (2018); Integrated Postsecondary Education Data System (IPEDS) (2018); BCG analysis

# Health Professions

2019-20 to 2023-24

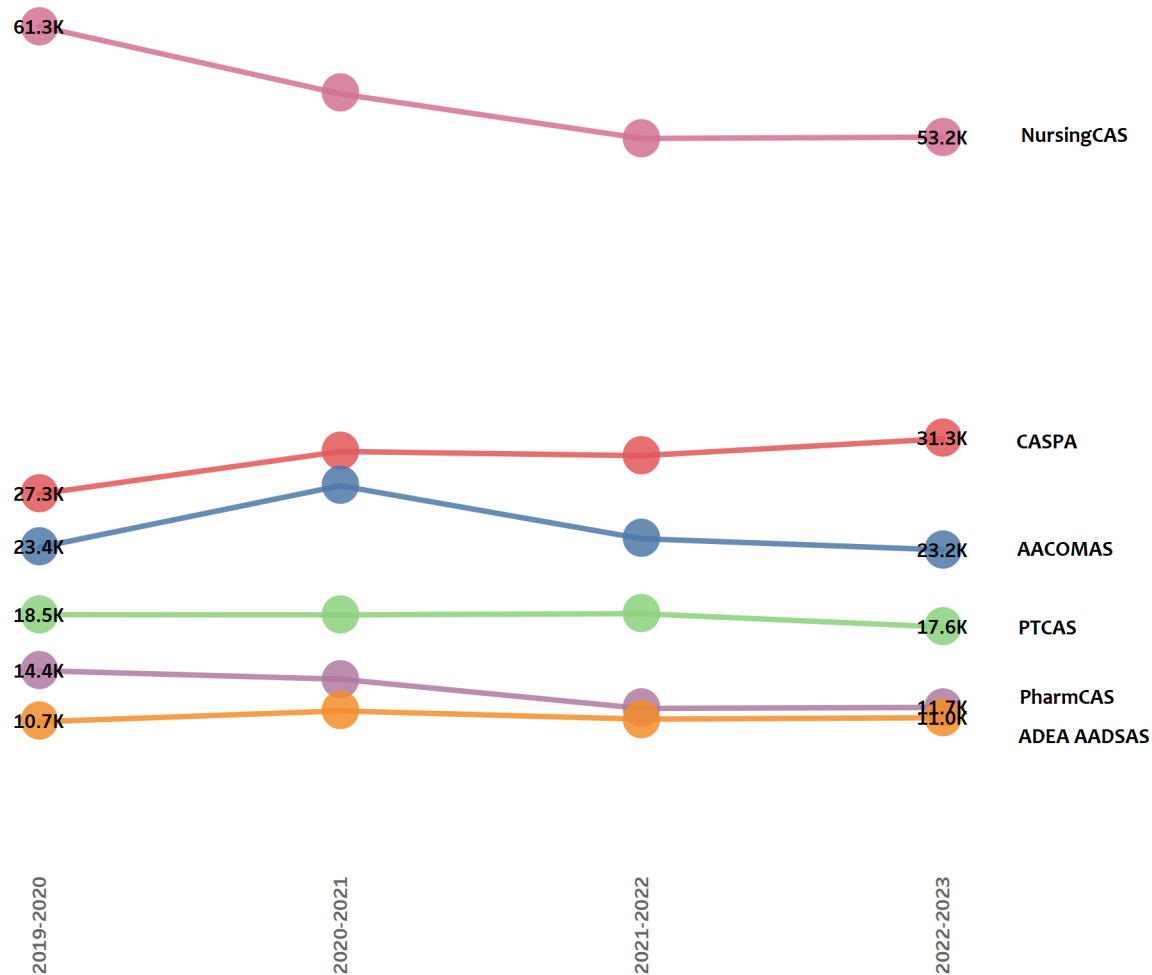
- The volume of Applicants and Applications in 2023-24 is expected to surpass the previous cycle



# Applicants Trends per CAS

## Health Professions Trends

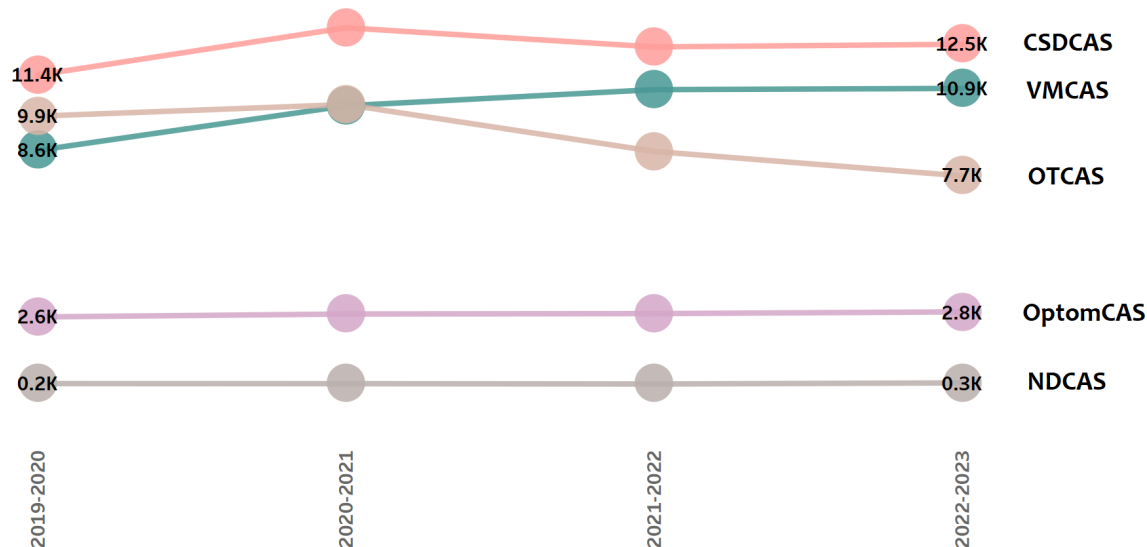
2019-2023



# Applicants Trends per CAS



## Health Professions Trends

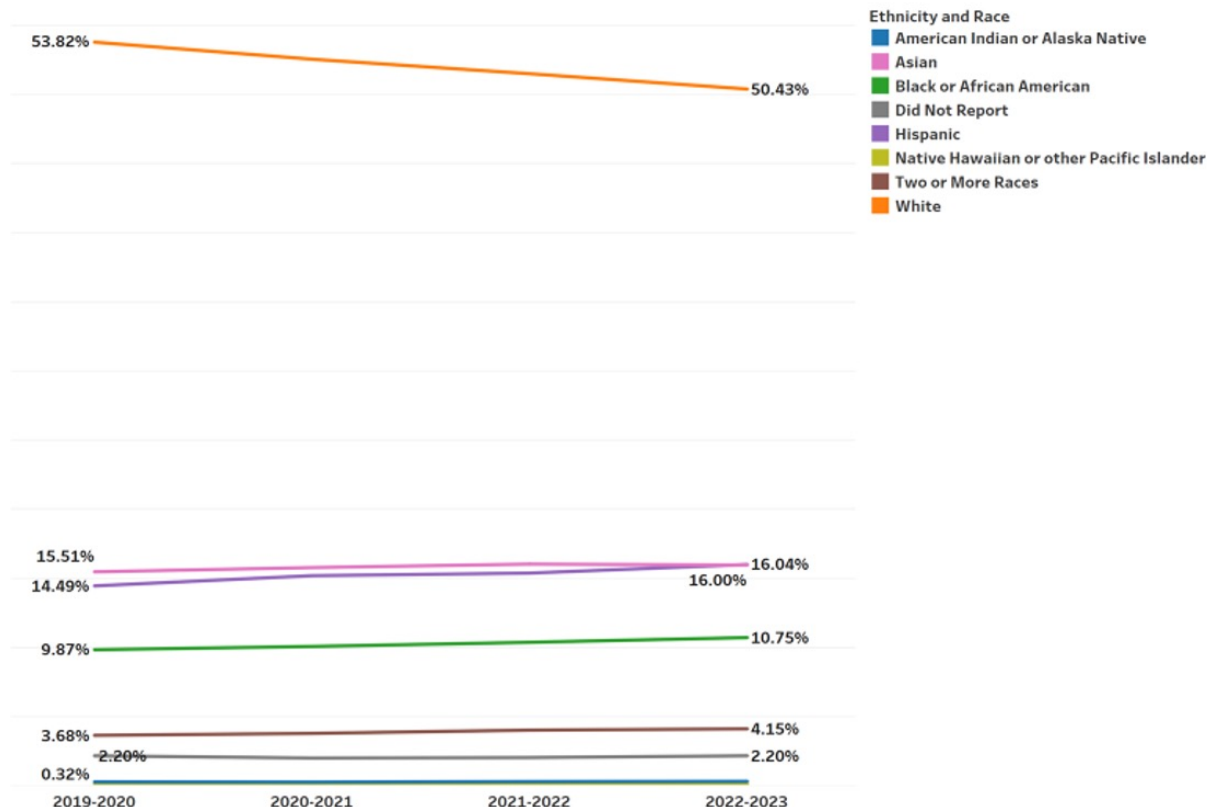


2019-2023

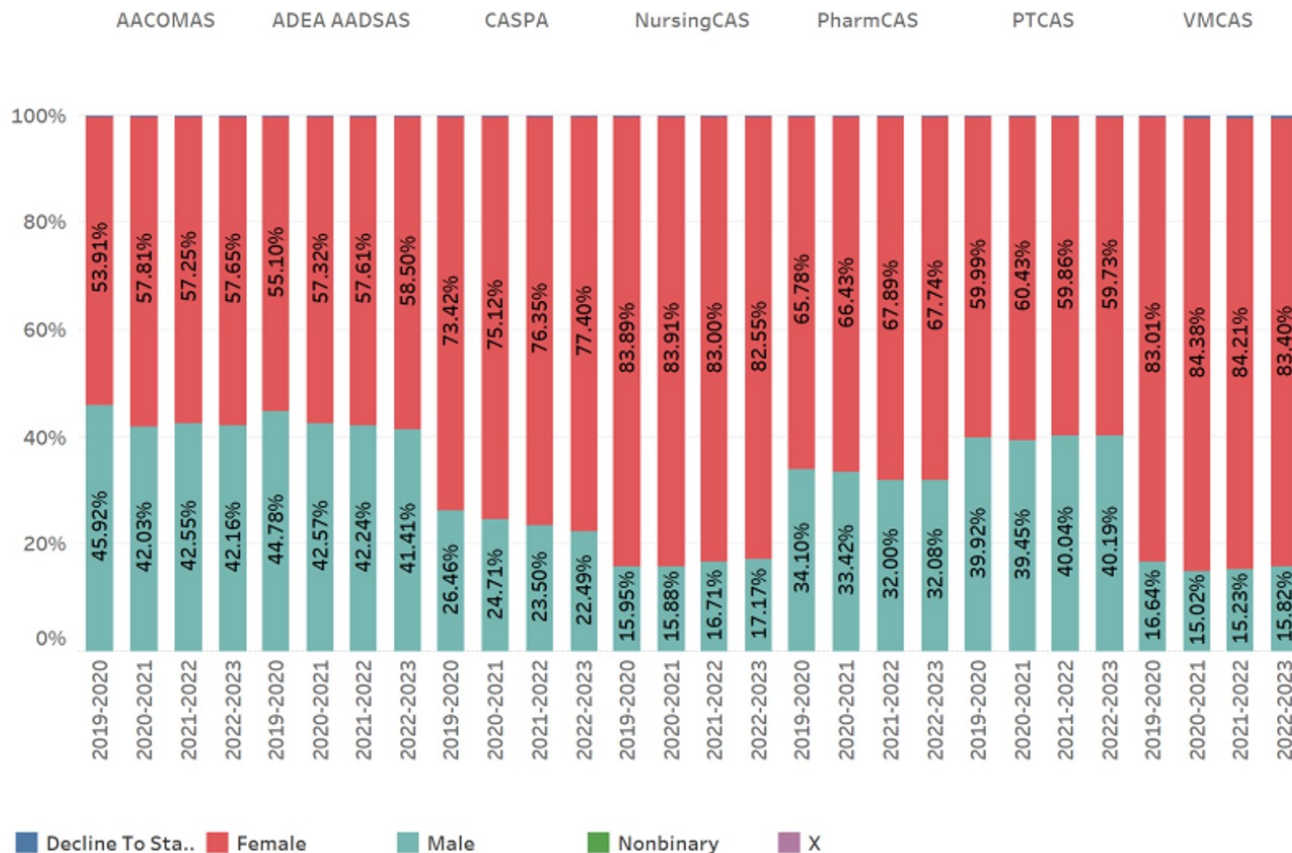
# Race and Ethnicity

## Health Professions 2019-20 to 2022-23 highlights

- **White:** largest % decrease in 4y from 53.8% to 50.4%
- **Asian:** gradual % increase from 15.5% to 16%
- **Hispanic:** gradual % increase from 14.5% to 16%
- **Black & African American:** gradual % increase from 9.9% to 10.8%

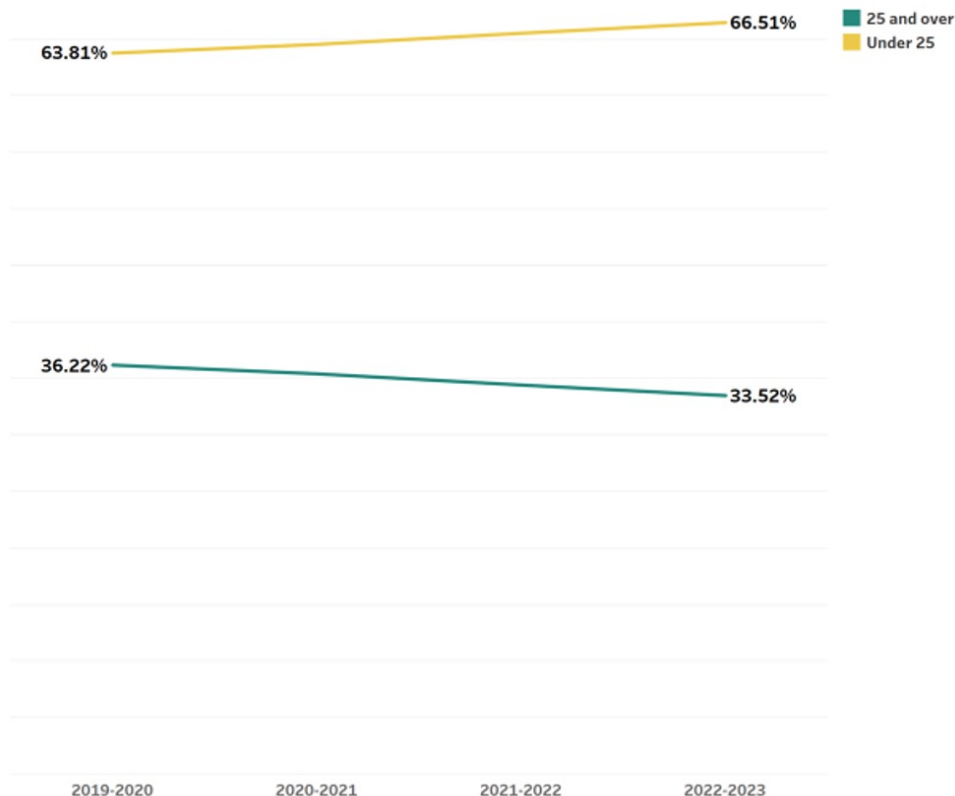


# Gender



# Health Professions: Applicant Age Trends

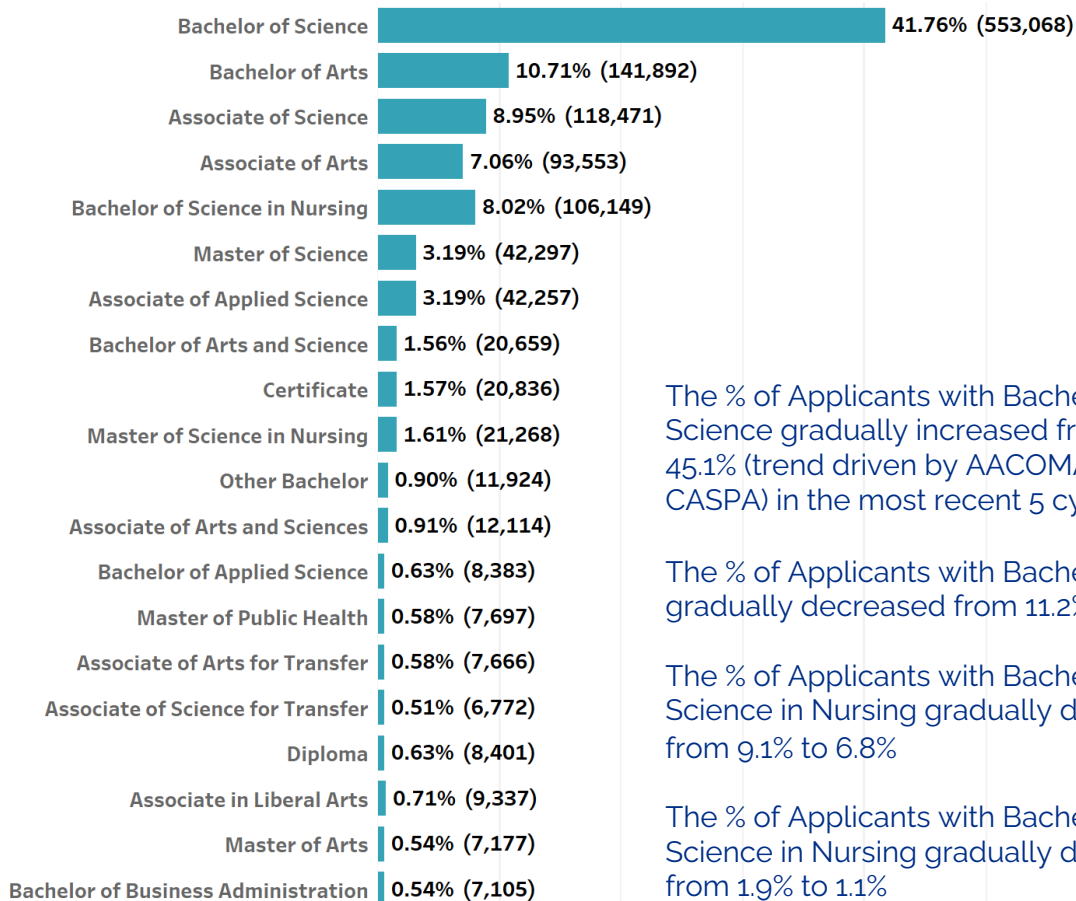
- The % of total applicants under 25 at the time of their application has gradually increased from 63.8% to 66.5%
- The % of applicants 25 or older at the time of their application has gradually decreased from 36.2% to 23.5%



# Prior Degrees Earned

## Health Professions

2019-20 to 2023-24



The % of Applicants with Bachelor of Science gradually increased from 39.8% to 45.1% (trend driven by AACOMAS, AADSAS, CASPA) in the most recent 5 cycles

The % of Applicants with Bachelor of Arts gradually decreased from 11.2% to 10.3%

The % of Applicants with Bachelor of Science in Nursing gradually decreased from 9.1% to 6.8%

The % of Applicants with Bachelor of Science in Nursing gradually decreased from 1.9% to 1.1%

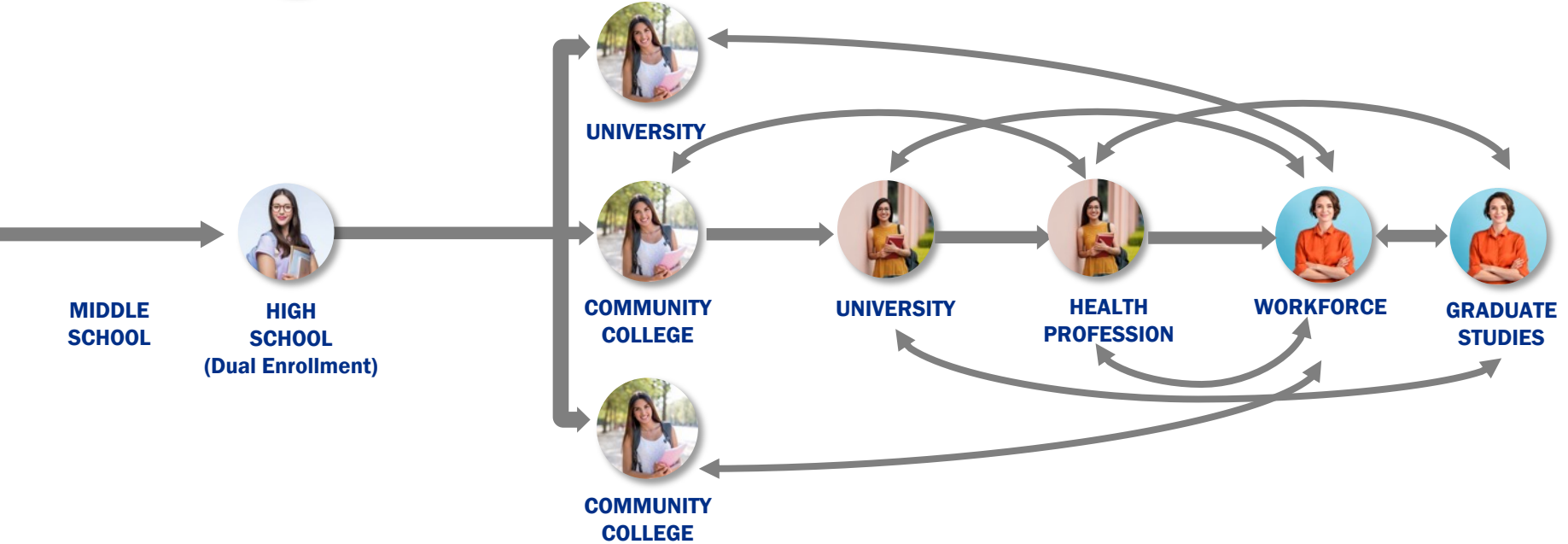


# The Non-Linear Student's Path to the Workforce

ADVISORS, FACULTY  
AND PEERS



**Advisors, faculty and peers** work closely with the student to prepare her for college. They advise her on which courses to take, connect her to internship opportunities, offer guidance on best-fit career options and connect her to scholarships that expand her access to educational opportunities.



EMPLOYERS AND  
INDUSTRY EXPERTS



**Employers and industry experts** begin engaging the student as early as high school. They work with colleges to ensure that the student gains the skills to be successful in the workplace and offer the student internships, advice, support.

# Technology & innovation



# Identify Best-Aligned Adult Learners

.....



NAME



EMAIL



HOUSEHOLD STATUS



GEOGRAPHY



SOCIAL MEDIA PROFILE

**Discover hard-to-find adults** with a higher propensity to continue their education;

**Customize the curation of subpopulations** to match your school's specific objectives;

**Increase outreach effectiveness** enabling the personalization and micro-targeting of prospects

**INTELLIGENT**NAMES™  
by LIAISON

# Enrollment Marketing Challenges

Apple's Tracking  
Privacy Protection



GDPR & CCPA  
Rules



End of  
Cookies

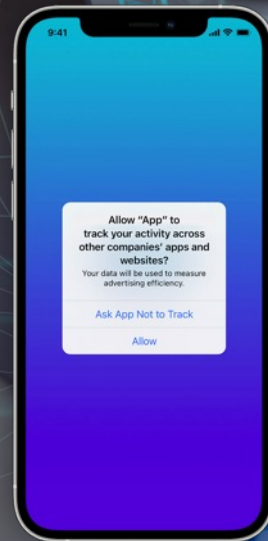


Google's Push to  
End Spam

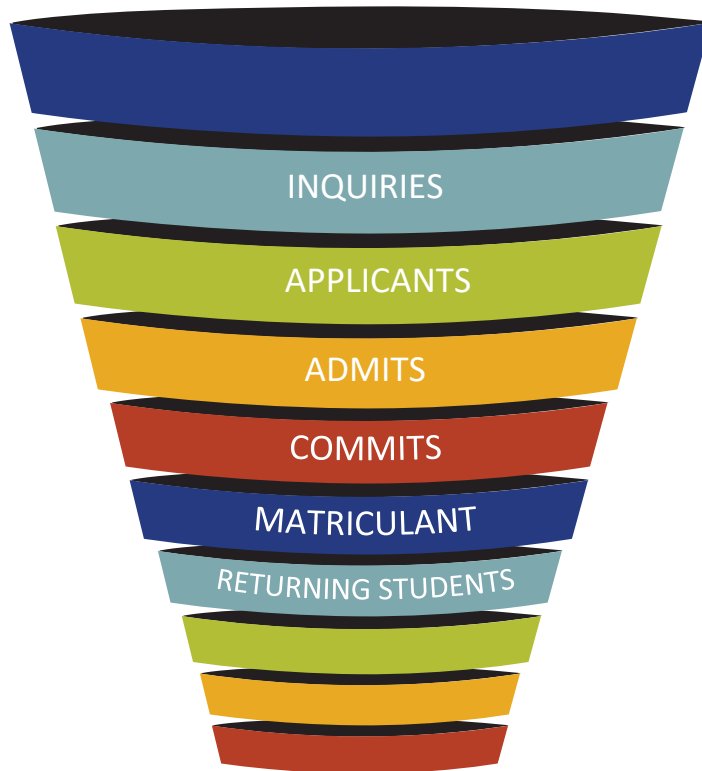


Apple Mail's  
Privacy Protection

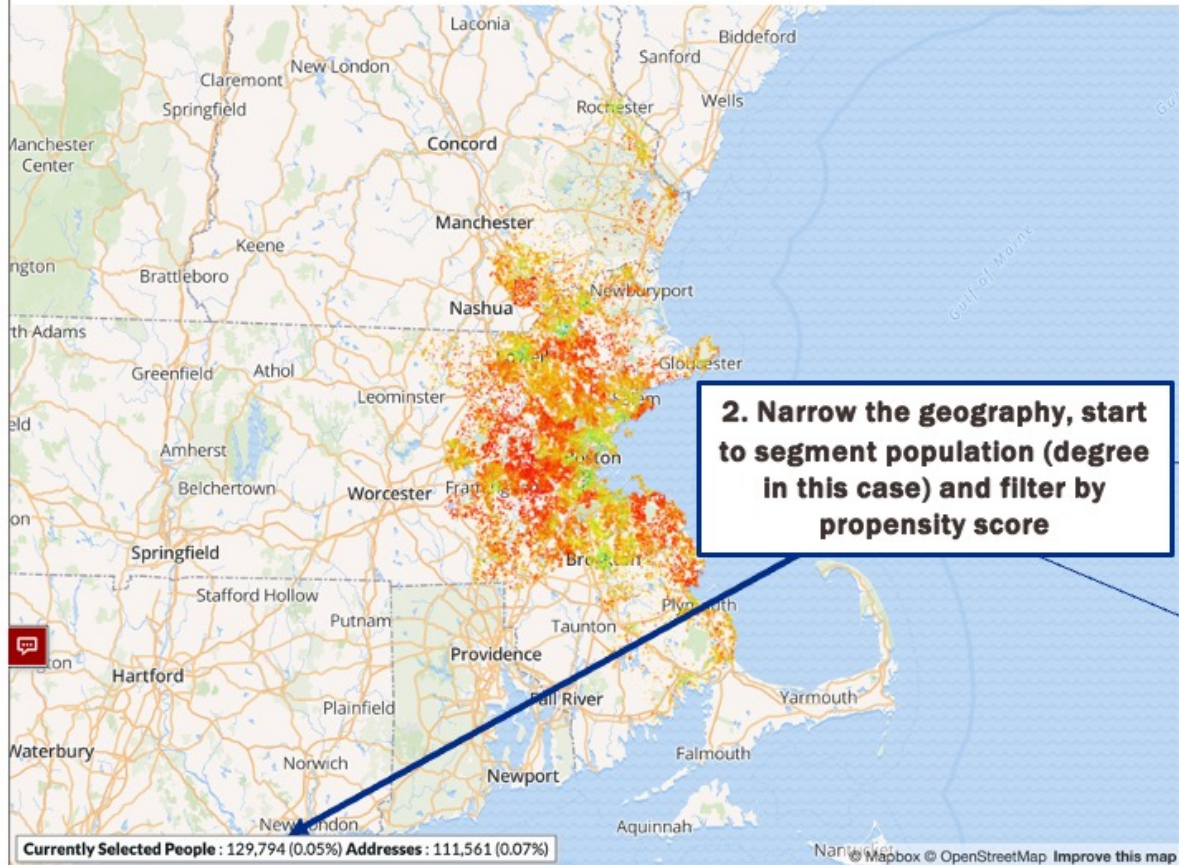
**The result?** Reaching your prospect  
is getting harder everyday!



# The Intelligent Funnel







United States (Liaison1) ▼  
Minor Hayakawa ▼

Cart (0) Sheet Charts % of Results Reset Image About

- Metropolitan Statistical Area (1) ✓1
  - Core Based Statistical Area Name
  - Core Based Statistical Area Code
  - Combined Statistical Area Name
  - Combined Statistical Area Code
  - DMA Zone
  - DMA Code
- Telephone
- Individual Characteristics
- Household Characteristics
- Census Data
- HaystaqDNA
- Private Data (3) +
  - Other Intelligent Names (3)
    - Matched (1) ✓1
 

<input type="radio"/> Unknown		0	0%
<input checked="" type="radio"/> Yes		129,794	100.0000%
    - Education (1) ✓2
 

<input checked="" type="radio"/> Completed College		96,891	74.650%
<input checked="" type="radio"/> Graduate School		32,903	25.350%
<input type="radio"/> High School		0	0%
<input type="radio"/> Some College		0	0%
<input type="radio"/> Some High School		0	0%
<input type="radio"/> Unknown		0	0%
<input type="radio"/> Vocational School		0	0%
    - GradIntenScore (1)
 Filter by range (5 - 92)
 

From: 65 x  
 To: 87 x
- Include Unknown ☐ ?
- Quintile Rank by State

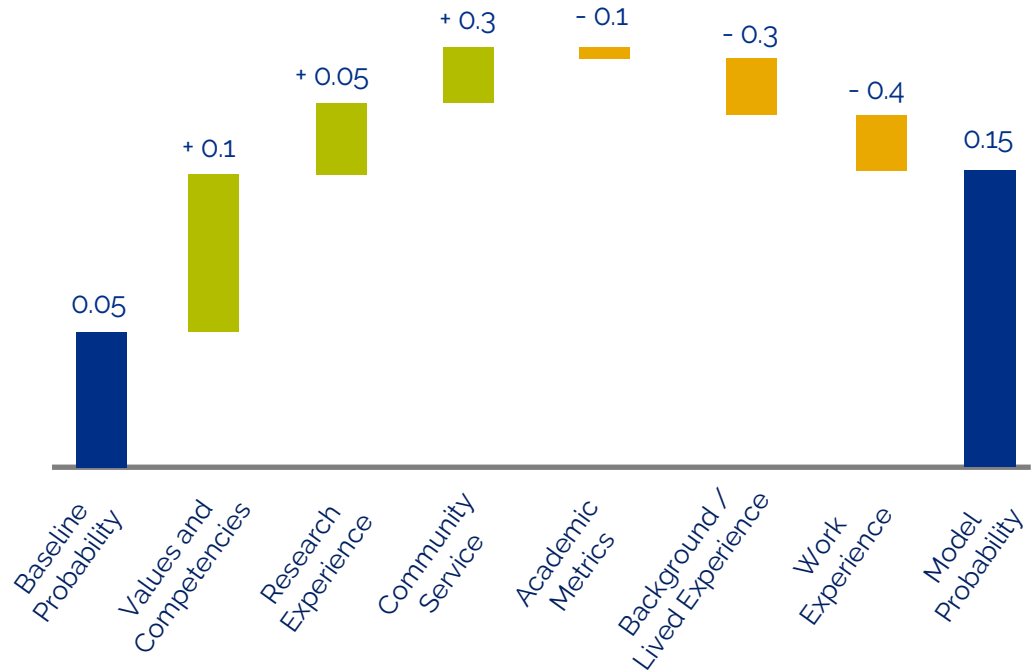
VM: 2.0.4032 | C: 1A3B | S: L208.09% | TS: 220504.164815.88.701 | 396.4 |

# Using AI / machine learning models in application review

**Explain the past:** It is possible to make explicit what was driving historical decisions and outcomes ("explainable AI").

**Predict the future:** Each applicant can be assigned a likelihood to interview score.

**Limitation:** Models only replicate the past, so we look at holistic scoring next.



Can be done on individual and aggregate level  
Can be done for past and future

# Schools Can Weigh Domains by Importance

- Weights can be adjusted for each **domain**.
- This allows each program to express their **preferences** and what is important to them.

Applications / All (125) ▾

Unreviewed

Possible Candidates

Interview Candidates

Selected to Interview

125

0

0

0

<input type="checkbox"/>	Name	Signal	Acade...	Work	Comm...	Resear...	Teaching	Geogr...	H
<input type="checkbox"/>	Albrecht, Joseph	Gold	87	72	56	49	69	54	4
<input type="checkbox"/>	Berni, John		84	78	72	78	37	88	8
<input type="checkbox"/>	Bertelli, Bettie	Gold	99	84	99	99	99	99	8
<input type="checkbox"/>	Bertelli, Eula		27	39	18	27	67	59	3
<input type="checkbox"/>	Betti, Mae	Silver	87	62	73	87	58	29	6
<input type="checkbox"/>	Bowen, Sylvia	Gold	74	56	48	75	36	78	9
<input type="checkbox"/>	Bull, Milton	Gold	86	73	56	53	74	67	7
<input type="checkbox"/>	Cappelli, Clara	Silver	79	38	48	69	84	93	6
<input type="checkbox"/>	Coppini, Vernon		98	59	49	74	59	83	8
<input type="checkbox"/>	De Simone, Mabel	Gold	93	84	82	78	93	96	9
<input type="checkbox"/>	Erickson, Rachel	Gold	94	67	85	91	83	97	8
<input type="checkbox"/>	Iandelli, Clayton	Gold	74	95	74	95	93	88	7
<input type="checkbox"/>	James, Mattie		59				78	100	4

< Prev

1 of 26

Next >

Holistic Score Calculation

Contributing Categories

Academic Metrics

Work Experience

Community Service

Research Experience

Teaching Experience

Geographical Alignment

Total

100%

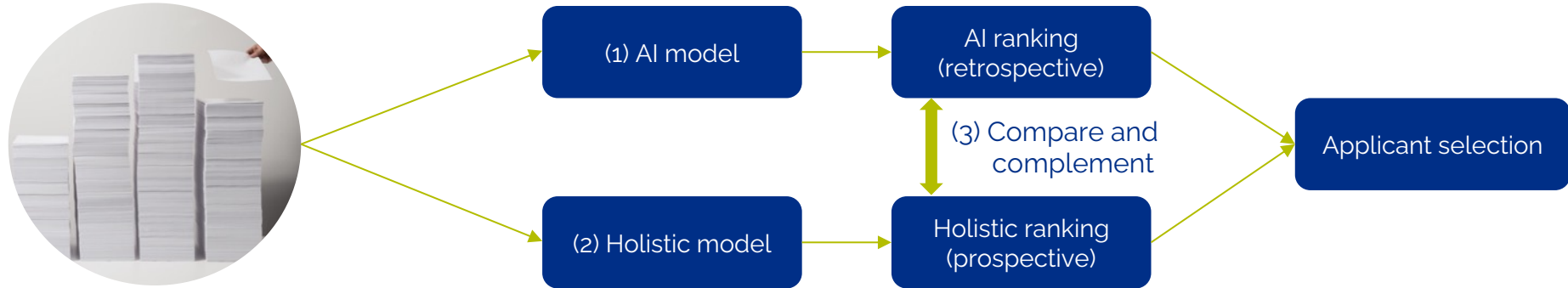
CANCEL

APPLY TO ALL



# AI and Holistic Scoring Overview


## Applications



***Combining AI and Holistic Review: Help with applicant selection***

# Living Profile






**Michael Hamilton**

VIEW COMMUNITY PROFILE

- Community Profile
- Personal Information
- Biographical Information
- Career Goals
- Academic Goals
- Academic History
- Accomplishments & Experiences
- Media & Documents

COLLEGES ATTENDED

**Diablo Valley Community College • 987432**

 345 Johnson St  
Walnut Creek, CA 94744  
Suffolk County USA

Foundational College Courses

GPA: N/A • Started: September 2, 2018 • Graduated: June 2, 2019

COLLEGE COURSES

English 101 • 01  
**Intro to Literature**  
Prof. Jennifer Grey

2020 YEAR	Quarter TERM TYPE	12 GRADE
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English 101 • 01  
**Intro to Literature**  
Prof. Jennifer Grey

2020 YEAR
--------------

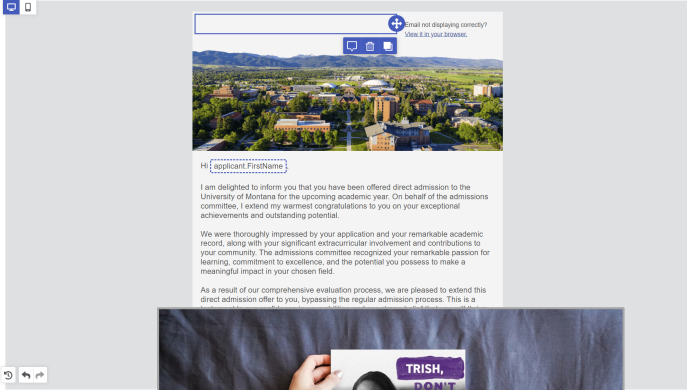
STANDARDIZED TESTS

**ACT**  
June 2, 2019

English Score	34	Science Score	28
Math Score	28	Writing Score	10
Reading Score	26	Composite Score	34

Email Templates

Use the **Special Link** option while editing text to add **[[ Unsubscribe Link ]]** and **[[ Archive Link ]]**. If these links are not present, they will be appended to the bottom of the template at sending time.



Small not displaying correctly?  
[View it in your browser.](#)

Hi **[[ applicant.FirstName ]]**

I am delighted to inform you that you have been offered direct admission to the University of Montana for the upcoming academic year. On behalf of the admissions committee, I extend my warmest congratulations to you on your exceptional achievements and outstanding potential.

We were thoroughly impressed by your application and your remarkable academic record, along with your significant extracurricular involvement and contributions to your community. The admissions committee recognized your remarkable passion for learning, commitment to excellence, and the potential you possess to make a meaningful impact in your chosen field.

As a result of our comprehensive evaluation process, we are pleased to extend this direct admission offer to you, bypassing the regular admission process. This is a

CONTENT

ROWS

SETTINGS

CONTENT PROPERTIES

Text color: #505050

Link color: #00008B

Line height: 1.5


Letter spacing: 0

BLOCK OPTIONS

Padding: All sides: 10

Hide on: [x]

The property of this block is being overridden by its row in the mobile view



## 31 ©2024 Proprietary and Confidential

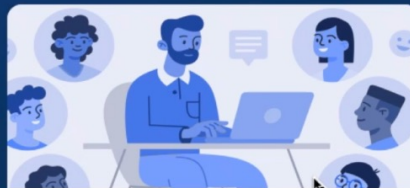


## Integration with Liaison's CASs



LIVINGPROFILE  
by LIAISON

This application participates in the Living Profile project. Living Profile keeps all your academic and professional credentials in one place that you can selectively share with academic institutions and potential employers, and connect with them to advance your career. [Learn more](#)



### Create Living Profile from Application

Please create my Living Profile when I submit this application, so I can use it to pre-fill my future applications, and connect with academic institutions and potential employers.

CREATE



### Already have a Living Profile

I already have a Living Profile, please use it to pre-fill this application, and update my Living Profile based on this application when I submit it.

CONNECT

[Not Now, Maybe Later](#)

# Thank you!

George Haddad  
ghaddad@liaisonedu.com



# *UH West O'ahu Value Proposition*



UNIVERSITY of HAWAI'I®  

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WEST O'AHU

**UH West O'ahu prepares 21<sup>st</sup> Century Leaders - Career  
Creators - through integrated, transdisciplinary  
programs where learners discover, innovate and engage  
diverse communities to create a vibrant and just world!**

# **“DARE TO DREAM PROMISE TO SERVE”**

**(The Future of Health Career Training)**



*Inspiring and Training Future Healers to Serve The Community*



UNIVERSITY  
of HAWAII  
WEST O'AHU







# PRESENT DAY SILOS



***Medical  
School***

***Nursing  
School***

***School of  
Health  
Sciences***

***Vocational  
Schools***



# WORLD SERIES







**ALOHA**

**DR. RIC CUSTODIO**

**Pediatrician & Professor of  
Health Professions**

*University of Hawai'i  
West O'ahu*

# UHWO HEALTH SCIENCE



**UHWO's New  
Admin/Health  
Science Building**

15,000sf, 10 Classrooms, 3 Laboratories

**ALL WE NEED IS  
YOU!**

**PROGRAMS:**  
Respiratory Therapy  
(BAS) & Community  
Health (BA).

**UPCOMING  
PROGRAMS:**  
Native Hawaiian &  
Indigenous Health &  
Healing, Pre-Health  
Professional, Long Term  
Care, Health Information  
Management.

**CLASSES  
START SPRING  
2019**



**INTERDISCIPLINARY**

**UNDERGRADUATE**

**HEALTH PROFESSIONS**

**TRAINING PROGRAM**



**FARMER**



**GOLFER**



**BULLDOG DADDY**





# “DR. RIC, YOU WANNA HOLD BABIES?”



UNIVERSITY  
of HAWAII  
WEST O'AHU



**“DR. RIC, YOU WANNA START A HEALTH SCIENCE PROGRAM?”**



UNIVERSITY  
of HAWAII  
WEST O'AHU

# NEW CAMPUS, NEW BUILDING, NEW FACULTY



UNIVERSITY  
of HAWAII  
WEST O'AHU



**There is a Doctor Shortage & it's getting WORSE.**



# STARTED A MED SCHOOL & NURSE PRACTITIONER RESIDENCY PROGRAM

**ATSU** | School of Osteopathic  
Medicine in Arizona



**KALIHI-PALAMA HEALTH CENTER**

*Hale Ho'ola Hou - House of New Life*

[www.kphc.org](http://www.kphc.org)



UNIVERSITY  
of HAWAII  
WEST O'AHU

# HEALTH SCIENCE

- **60 % of the total U.S. Health Workforce**
- **Over 6 million healthcare providers out of 11 million healthcare workers**
- **Aides, Assistants, Technicians, Technologists, Therapists**
- **More than 85 Occupations Distinct from Medicine or Nursing**







Audiologist



Dietitian



Medical  
Social Worker



Medical Laboratory  
Technologist

**HEALTH SCIENCE HAS THE POTENTIAL**



Music Therapist



Occupational  
Therapist



Optometrist



Oral Health  
Therapist



Orthoptist

**TO TRAIN 100's OF UNDERSERVED**



Perfusionist



Pharmacist



Physiotherapist



Podiatrist



Psychologist

**STUDENTS OVER TIME**



Radiation  
Therapist



Radiographer



Respiratory  
Therapist

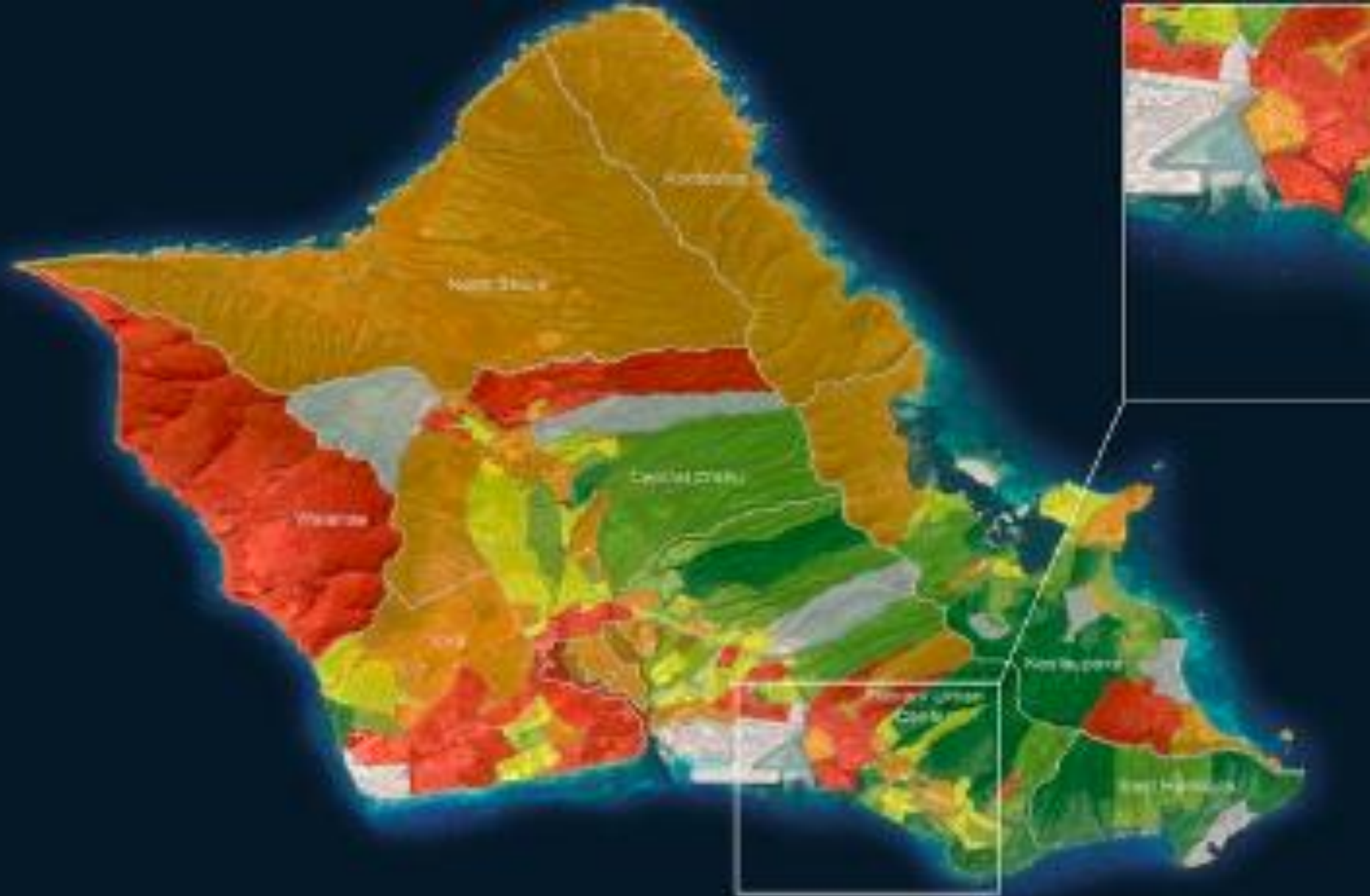


Sonographer



Speech  
Therapist

# SOCIAL VULNERABILITY INDEX – RED IS BAD – WEST O’AHU IS ALL RED



## EAST vs. WEST OAHU

(Kahala, Waialae, Hawaii Kai)    (Waianae, Nanakuli, Kapolei)

DISPARITY	CATEGORY	EAST OAHU	WEST OAHU
ETHNIC	Native/Pacific Islander	5%	46%
	White	25%	5%
	Asian	49%	7%
ECONOMIC	Per Capita Income	\$198,000	\$77,000
	Home Value	\$1,800,000	\$582,000
	Poverty	4%	18%
HEALTH	% Disability Under 65 y/o	3.7%	8.4%
EDUCATIONAL	Bachelor's Degree	56%	17%

Source: United States Census Bureau & Zillow (Home Values)





**GROWING OUR OWN,  
FROM OUR COMMUNITY,  
FOR OUR COMMUNITY.**



UNIVERSITY  
of HAWAII'  
WEST O'AHU



# **EXPOSURE CHANGES TRAJECTORY**















# ALOHA

HAWAIIAN: ALWAYS LIVE WITH LOVE

[naturallyaloha.com](http://naturallyaloha.com)



# MĀLAMA

HAWAIIAN: TO CARE FOR & PROTECT

[naturallyaloha.com](http://naturallyaloha.com)



# 'OHANA

HAWAIIAN: WE ARE ALL FAMILY

[naturallyaloha.com](http://naturallyaloha.com)



UNIVERSITY  
of HAWAII'  
WEST O'AHU



# THE QUEEN'S MEDICAL CENTER

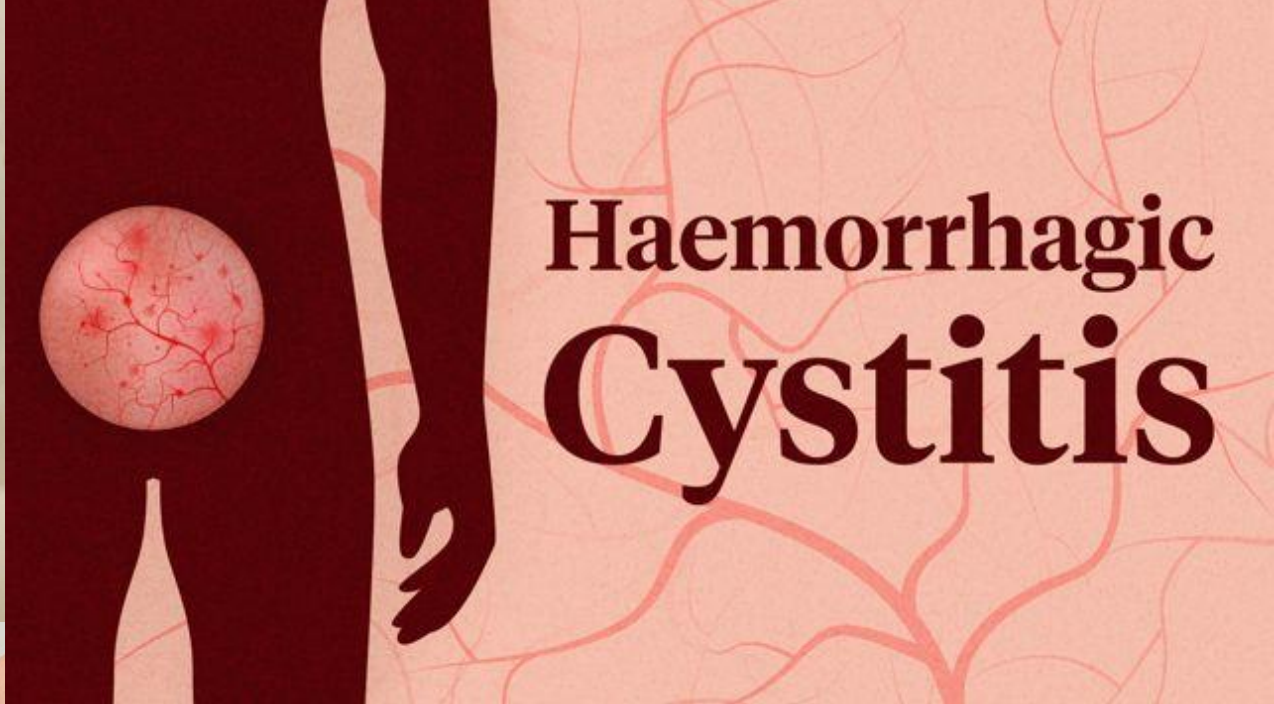
1301











# Haemorrhagic Cystitis







**UROLOGIST**

*former classmate*



**HOSPITALIST**

*former student*



**RESPIRATORY  
CARE**

*son's colleague*

**NIGHT  
NURSE**

*former patient*



UNIVERSITY  
of HAWAII  
WEST O'AHU

# GOALS

## University of Hawaii - West Oahu Undergraduate Health Science Program

- 1. To create career opportunities.**
- 2. To bridge & establish pathways.**
- 3. To seek innovation & excellence.**



# **UH WEST OAHU HEALTH SCIENCE TENENTS:**

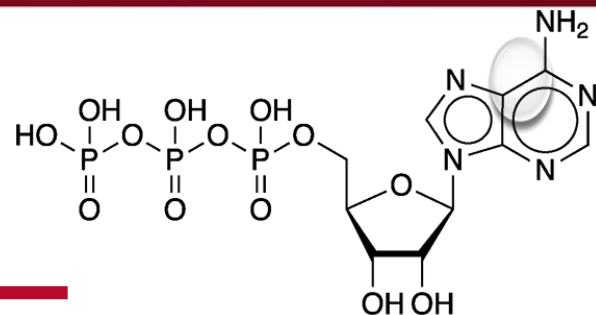
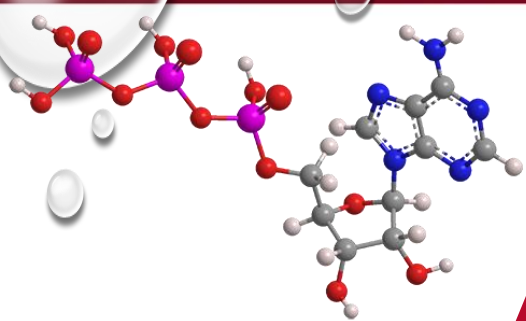
- 1. Must be Community-Based**
- 2. Must Integrate Learning with Service**
- 3. Must Produce Multidisciplinary Teams**



# **HEALTH SCIENCE START-UP STRATEGY**

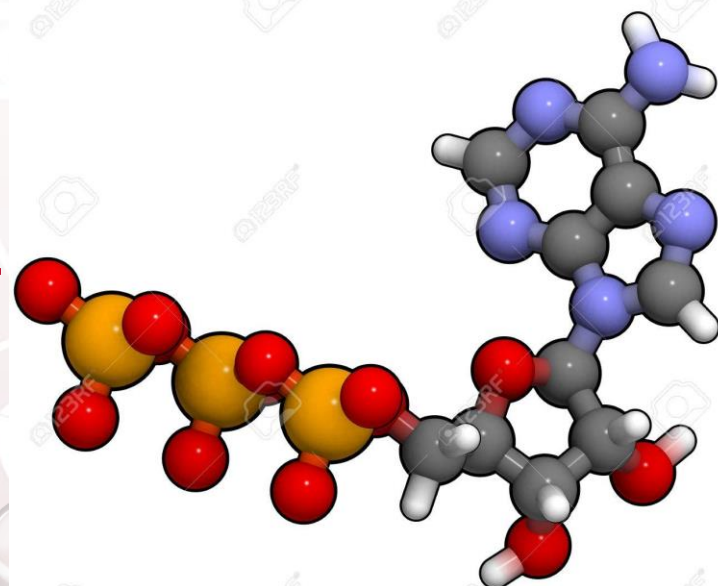
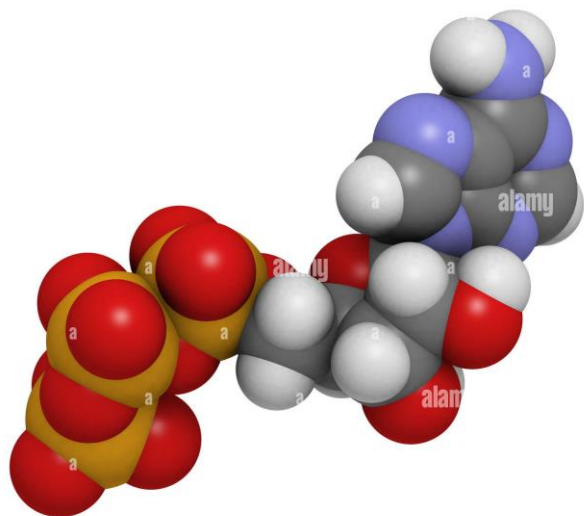
- ∞ BUILD HEALTH SCIENCE LABS & BUILDING**
- ∞ CREATE 6 TOTALLY NEW BACHELOR DEGREES**
- ∞ CREATE NEW HEALTH SCIENCE JOBS THAT  
PAY AT LEAST \$40/HR, \$80,000/YR**
- ∞ TEACH NEW HANDS ON SKILL SETS**





A.T.P. =

AUTHORIZATION  
TO  
PLAN



# **THE SIX DEGREES**

**Health Professions**

**Long Term Care**

**Respiratory Care**

**Community Health**

**Health Information Technology**

**Hawaiian & Indigenous Health & Healing**



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# **HEALTH PROFESSIONS CONCENTRATION**

**Pre-Physical Therapy**

**Pre-Occupational Therapy**

**Pre-Pharmacy**

**Pre-Physician Assistant**

**Pre-Nursing**

**Pre-Medical**

**General**



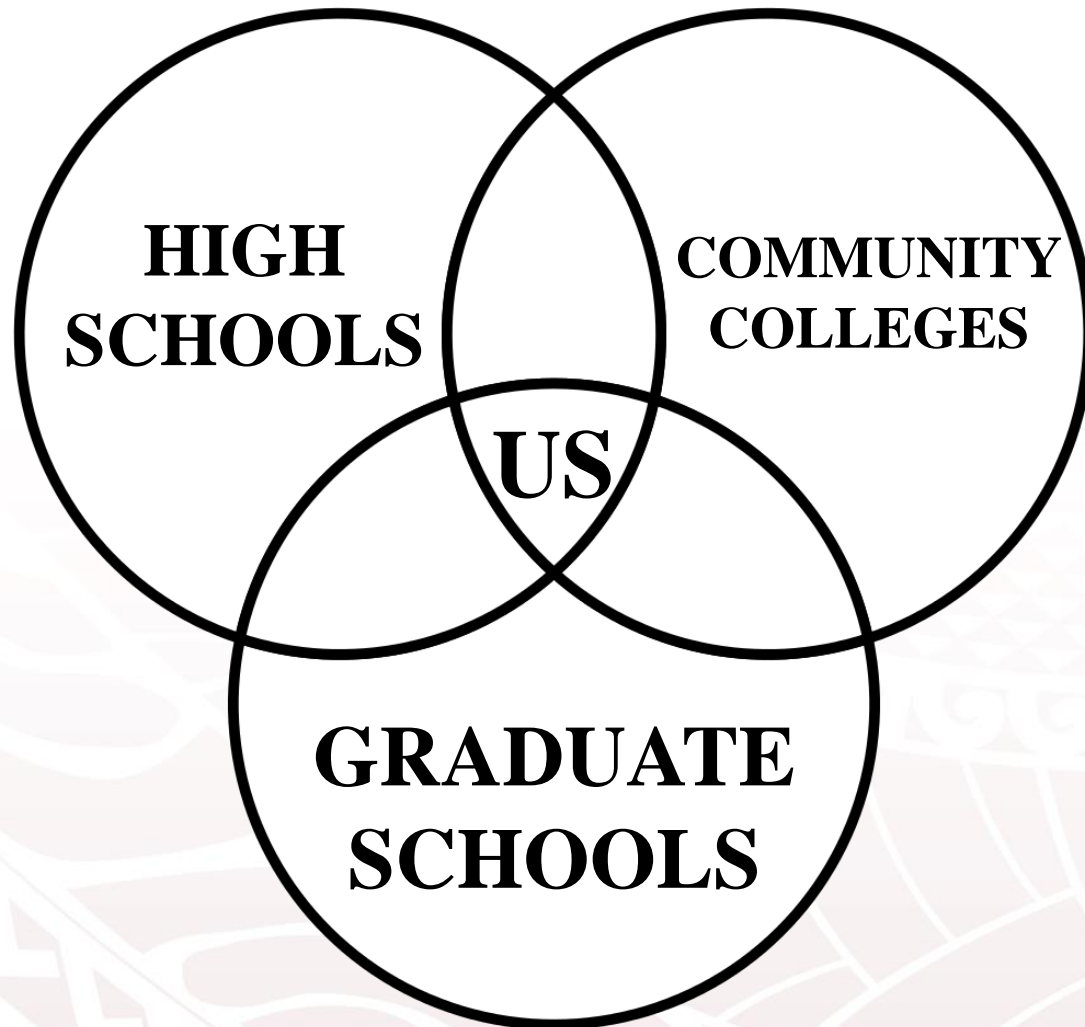
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# ***ARTICULATION AGREEMENTS***



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# **HEALTH PROFESSIONS FOUNDATIONS REQUIREMENTS:**

**HLTH 117 Survey of Health Professions**

**HLTH 123 Introduction to Clinical Skills & Patient Care**

**HLTH 204 Introduction to Native Hawaiian &  
Indigenous Health & Healing**

**PSY 100 Survey of Psychology**

**HLTH 395 Health and Wellness for Life**

**HLTH 488 Practicum in Health Professions**

***Total = 18 Credits (Six 3-Credit Courses)***



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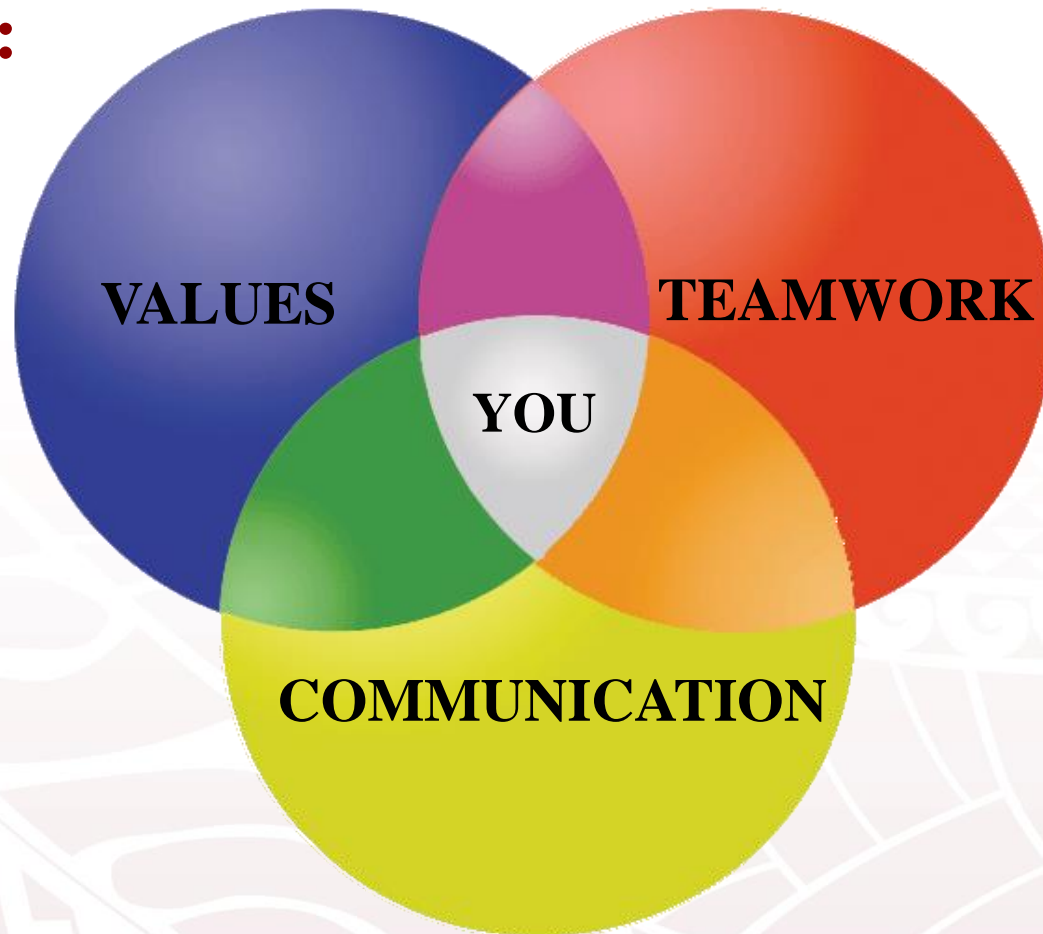
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# **TO BE AN EXCELLENT HEALTH PROFESSIONAL YOU NEED:**



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FIRST MONTH

# HLTH 117 & HLTH 123

## Health Professional Foundation

***Week #1: Overview & Personal  
Introduction***

***Week #2: Values***

***Week #3: Communication***

***Week #4: Teamwork***



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# HLTH 117: SURVEY OF HEALTH PROFESSIONS

*“What health career interests you?”*

- **Physicians**
- **Nurses**
- **Social Workers**
- **Pharmacists**
- **Registered Dietitians**
- **Respiratory Therapists**
- **Public Health Experts**

- **Physical Therapists**
- **Occupational Therapists**
- **Chief Medical Officers**
- **Traditional Healers**
- **Psychologists**
- **Researchers**
- **Hospital CEO's**

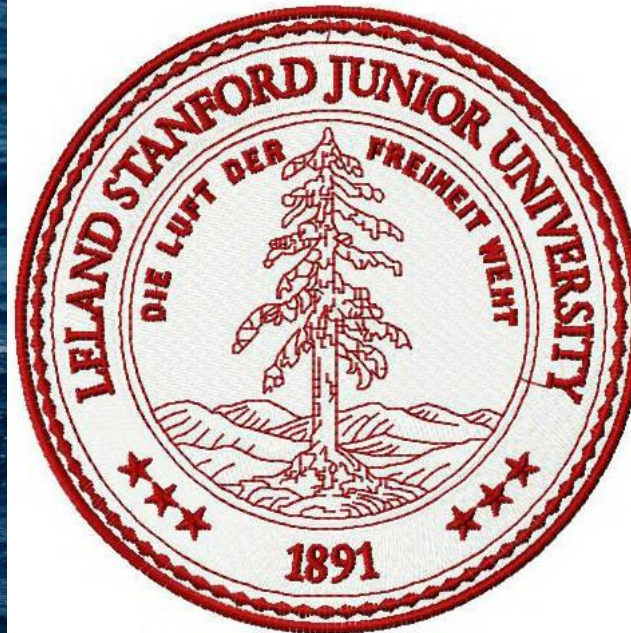
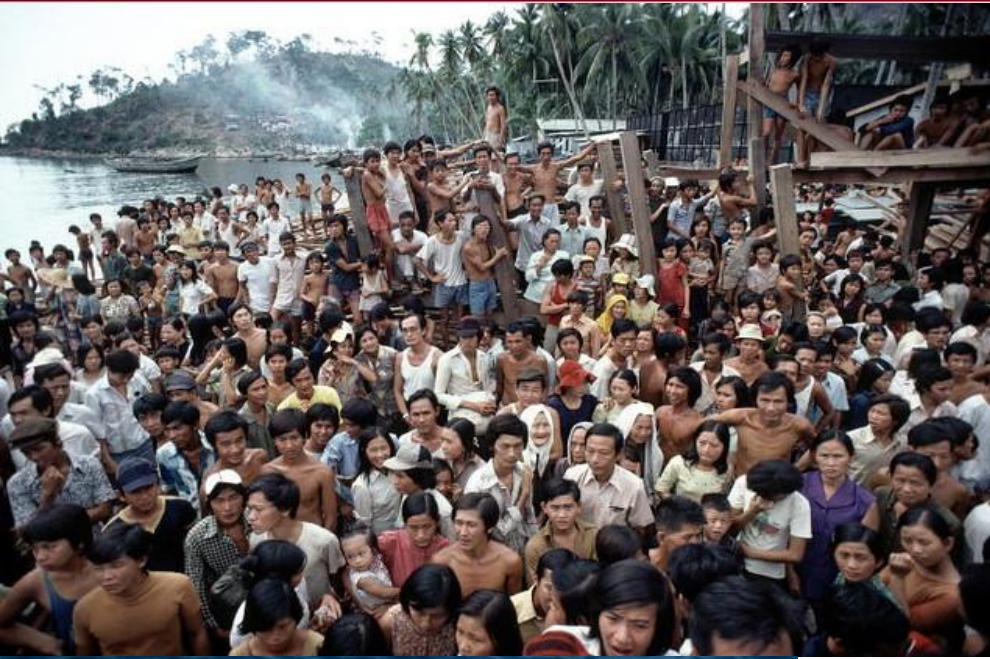


# VIRTUAL DURING COVID, ALL IN-PERSON NOW





***GUEST SPEAKERS: Family Practice DO, Mental Health Trainer, Nutritionist, Cardiologist***





*MONICA, PhD (Nutritionist), May Rose, PhD (Research), Michelle, PhD (Public Health)*





***GUEST SPEAKERS: DANIEL, PA (Yale) & SHAWNEA, PA Student***





## *GUEST SPEAKERS: MAHE, DO & MONICA, Pre-Med*





*GUEST SPEAKERS: GOV. JOSH GREEN, MD*







# HLTH 123: INTRODUCTION TO CLINICAL SKILLS & PATIENT CARE

***“Do you like touching  
patients?”***

- **Hands On Clinical Skills**
- **CPR Certification**
- **Mental Health First Aid**
- **Safety Awareness / Threat Assessment**
- **School & Clinical Site Visits**
- **Clinical Cases**



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# ***FIRE EXTINGUISHERS, PPE, ULTRASOUND, ANATOMY***





# MORE FIRE EXTINGUISHERS





# VITAL SIGNS & SIMULATIONS





# TRADITIONAL HEALING & SUTURING





# FIRST AIDE – CPR – DENTAL FILLINGS





# PHYSICAL THERAPY & MENTAL HEALTH





# HO'IKE

A final presentation  
to display what you  
have learned over  
the semester.





# HO'IKE





# POTLUCK





# FAMILY, FRIENDS, SPEAKERS, KIDS & PETS INVITED





# GRADUATION





# GRADUATION









**WE JUST GOTTA START EARLIER**







***DARE TO DREAM,  
PROMISE TO SERVE.***



**If you could use AI to design a measuring device to admit students into health profession schools, what characteristic about the candidate would the device measure?**



# COMPASSIONOMETER







***MAHALO & ALOHA***



# **Growing socially accountable graduates: From pre-admissions through practice outcomes.**

Professor Sarah Larkins  
[sarah.larkins@jcu.edu.au](mailto:sarah.larkins@jcu.edu.au)

**Global Forum on Innovation in Health Professional Education**  
US National Academies of Science  
28<sup>th</sup> March 2024



## Acknowledgement of Country

*We acknowledge the traditional owners of the country on which we live, work and travel and recognise their continuing connection to land, waters and community.*

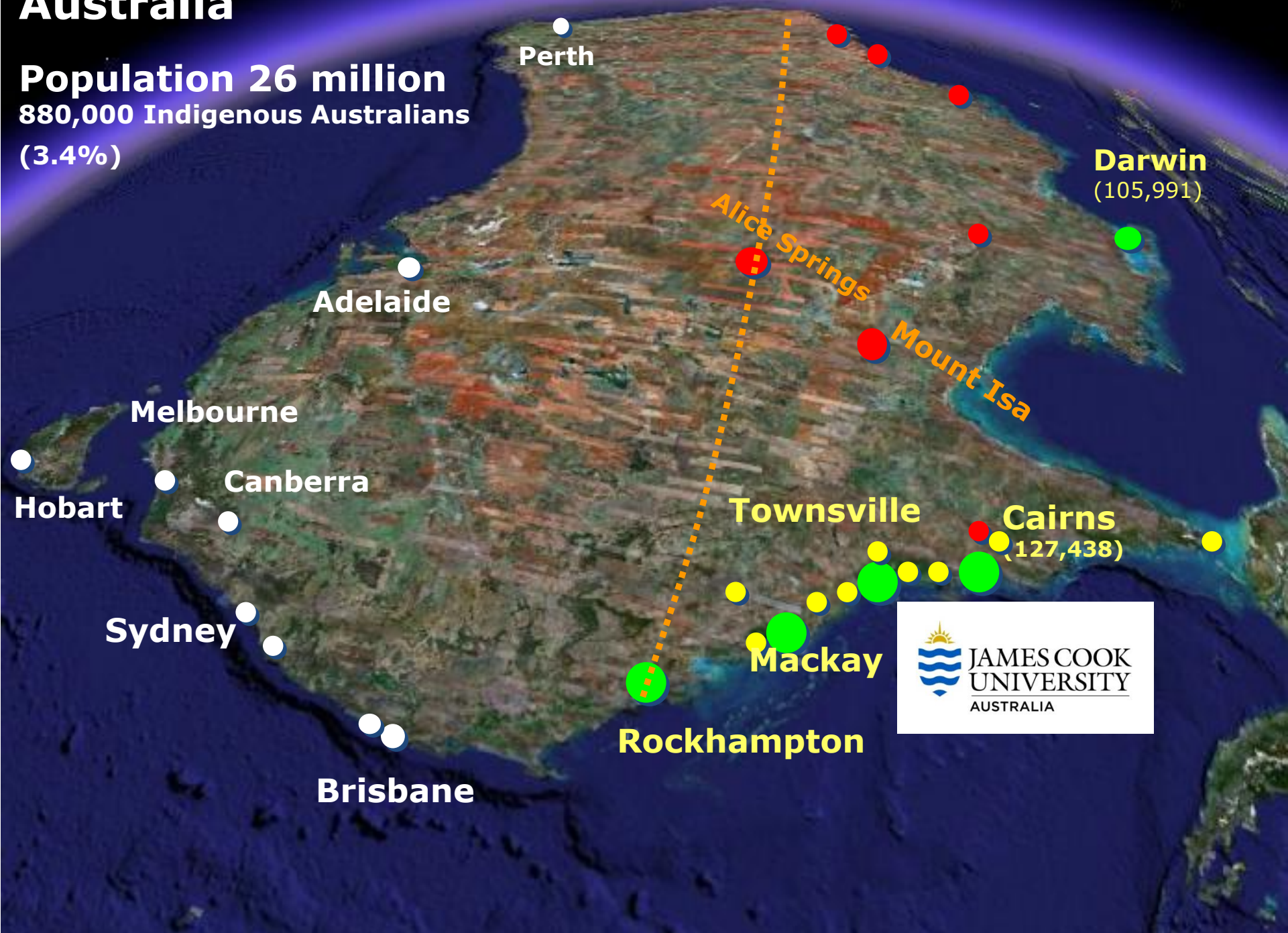
*We pay our respect to them and their cultures and to elders both past and present.*





# Australia

**Population 26 million**  
880,000 Indigenous Australians  
(3.4%)





Australia's most successful university in producing  
health professionals who go on to work in regional  
and remote communities



JAMES COOK  
UNIVERSITY  
AUSTRALIA

[jcu.edu.au](http://jcu.edu.au)

*Making Rural Health Matter*





NATIONALLY...

**1** IN **5** Health Professionals

in outer regional, rural and remote locations  
are **JCU graduates**



JCU graduates **recruited from** and **trained in** regional, rural and remote communities are **more likely to stay** in those locations



of JCU students from  
outer regional locations  
**stayed outer regional**



of JCU students from  
remote locations  
**stayed outer regional  
or remote**

*\*Source: Graduate Outcomes Survey, November 2020. Raw dataset supplied to JCU by Universities Australia accessed 27 April, 2021. Survey produced and reported by Social Research Centre. Graduate Outcomes Survey – Longitudinal, release August 2020. Raw data set supplied to JCU by Universities Australia 27 April, 2021. Survey produced and reported by Social Research Centre.*





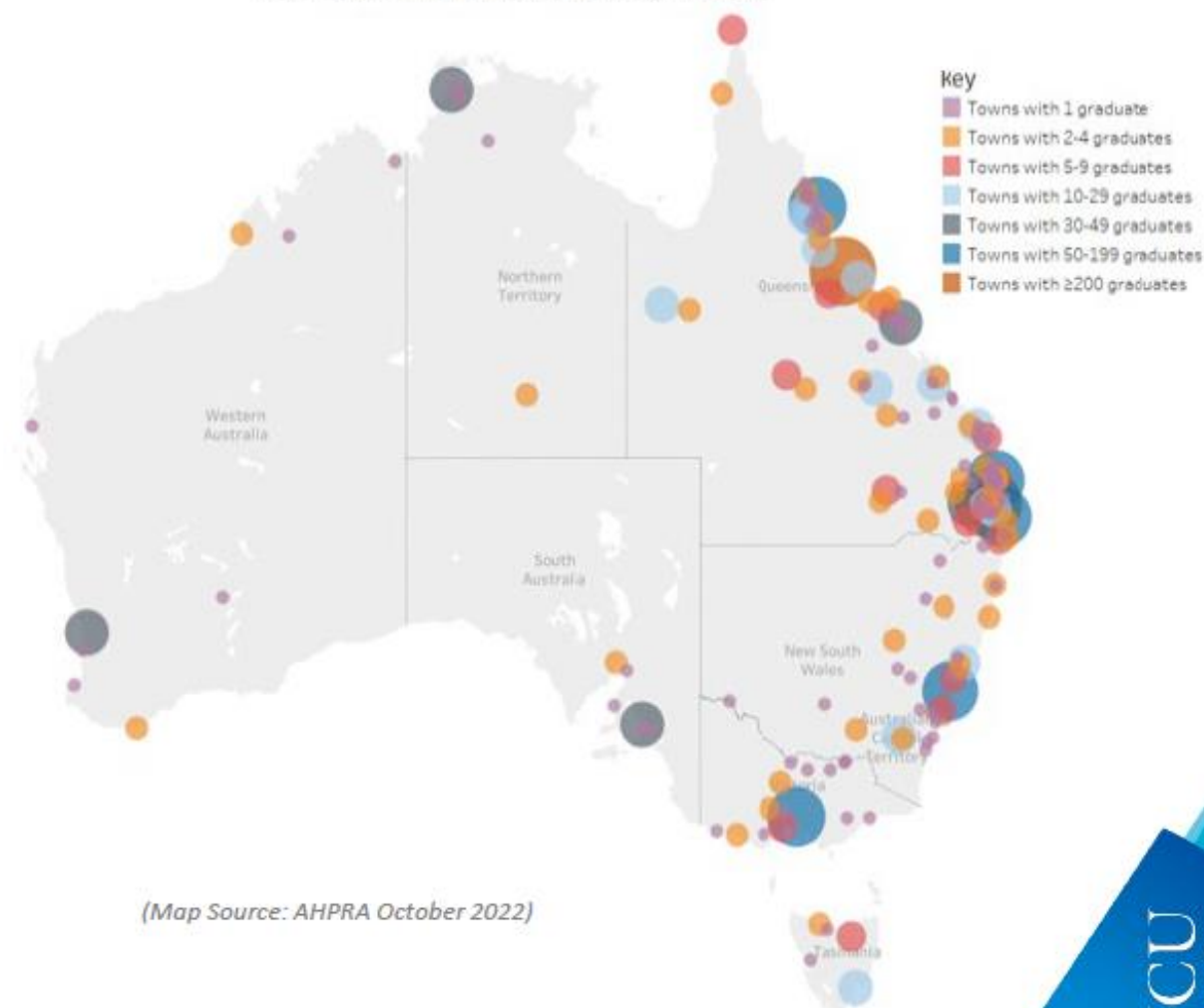
# Where do JCU MBBS graduates end up? Location of practice

*JCU is producing well-trained doctors to join the workforce and meet community needs in regional, rural and remote Australia.*

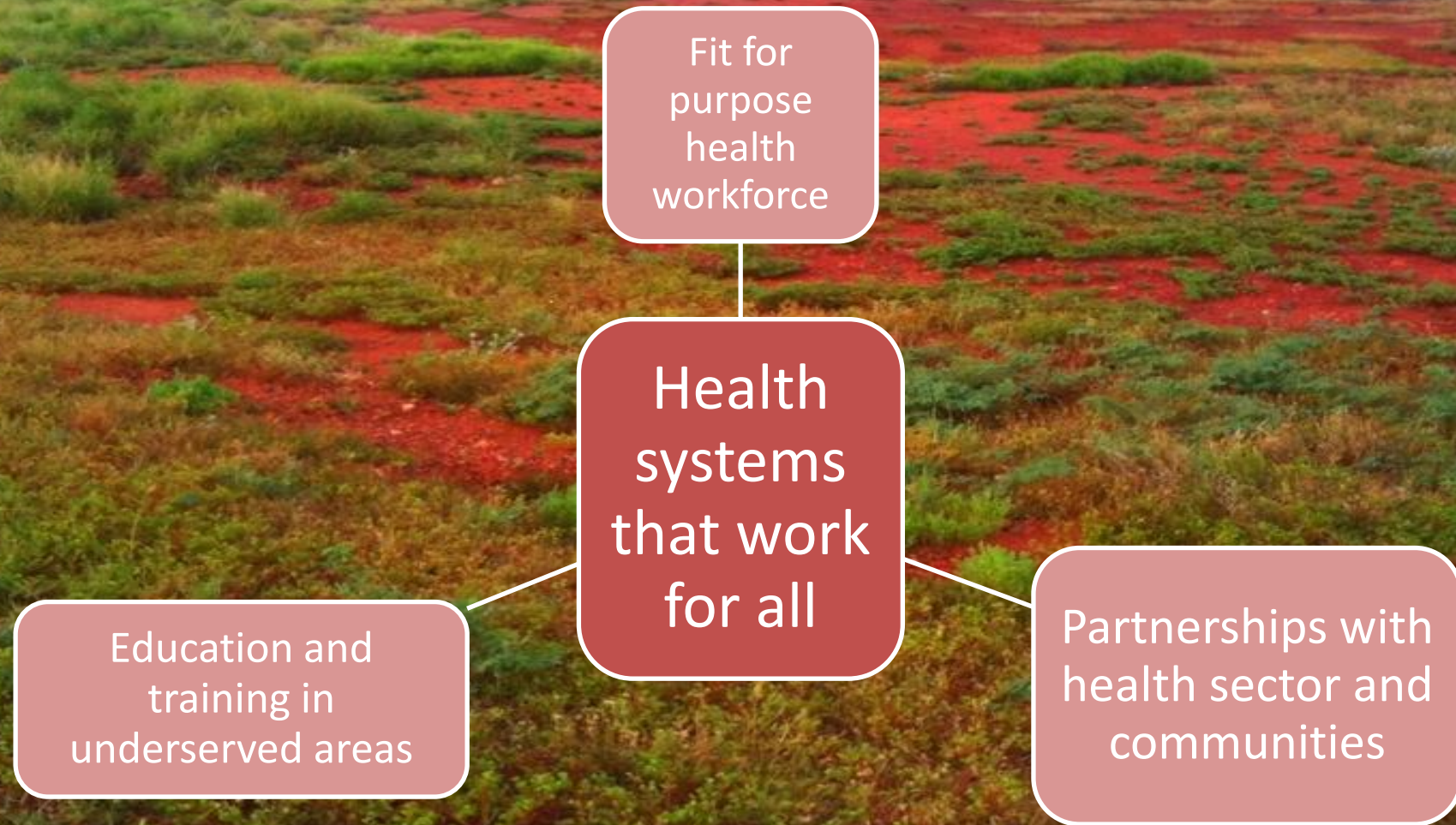
- 66% of medical students stay in the region after graduating<sup>1</sup>.
- Just under half of JCU's medical graduates pursue careers in general practice, one third of those in rural generalism.
- 44% of North and Central Queensland towns with a hospital and /or medically led community health centre have one or more JCU medical graduates<sup>2</sup>.

1. AHPRA Data 1 Oct 2021. | 2. Woolley T, Sen Gupta T, Paton K. Mid-career graduate practice outcomes of the James Cook University medical school: key insights from the first 20 years. Rural Remote Health. 2021

Location of JCU MBBS Graduates in 2022









# What does this mean for the health workforce?

- Need to manage a **transition of current workforce** to **new and different ways of working**
- Consider what is needed to **select and train a future health workforce** that can deliver health outcomes in a changing health landscape into the future.

# What about the future workforce?

What is the **role** of health professional schools?

- To train health professionals to a **set of professional standards**?
- To be a partner in producing a **fit-for-purpose health workforce** and **addressing priority health needs** of local populations?





Are we teaching:

- the *right* people
- the *right* things
- at the *right* time
- in the *right* places?

....to address the inverse care law in health care

(Thanks to Tarun Sen Gupta)



(Julian Tudor Hart)

---

# *Who are the ‘right’ people?*

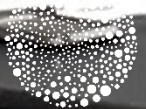
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It depends....





.....Representation is important !





the right people....

**Start with the end in mind**

Define your outcomes, select appropriately

**Turning on the tap is not enough**

Design appropriate pathways, drivers towards  
generalism (incl. postgraduate)

Measure your outcomes (Thanks to Tarun Sen Gupta)



# What do we know about selection?

Academic  
grades

Situational  
judgement tests

- Lots about academic merit in selection
- And about selection for non-academic personal characteristics
- Little on selecting to increase diversity in intake and output of medical schools

Aptitude and  
psychometric  
tests

Interviews  
/MMIs

Personal  
statements and  
characteristics

# For a more equitable health system which is the right formula for health professional education?



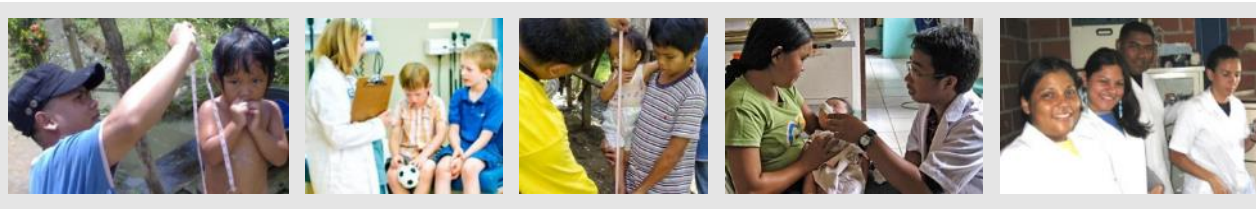
Recruiting for the health care workforce of the future



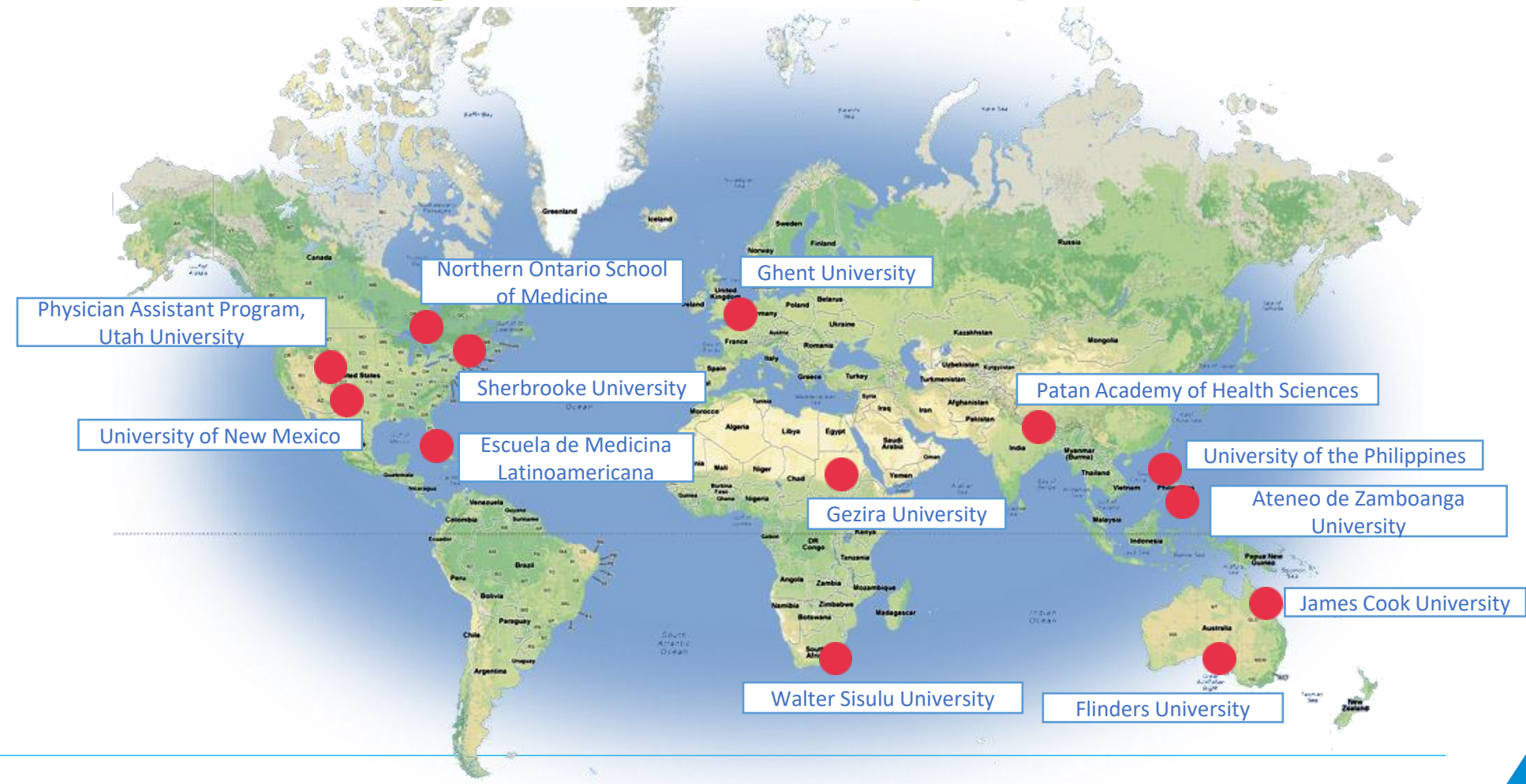
Everyone is a  
genius. But if you  
judge a fish on its  
ability to climb a  
tree, it will live its  
whole life believing  
that it is stupid.

-A Einstein





# The Training for Health Equity Network





# Key Components of the Evaluation Framework



## How does our School work?

- What do we believe in?
- Who do we serve? (Reference Populations)
- What are the needs of these populations?
- What are the current and future needs of the health system?
- How do we work with others?
- How do we make decisions? (Governance)



## What do we do?

- How do we manage our resources? (Resource Allocation)
- What, where and how do we teach?
- Who are our learners?
- Who does the teaching?
- How do our research activities address health and health system needs?
- What contribution do we make to the delivery of health services?



## What difference do we make?

- Where are our graduates and what are they doing?
- What difference have we made to our reference populations?
- What difference have we made to our health system?
- How has our research affected policies?
- How have we shared our ideas and influenced others?
- What impact have we had on other schools?

## Impact of selection strategies on representation of underserved populations and intention to practise: international findings

Sarah Larkins,<sup>1,2</sup> Kristien Michielsens,<sup>3</sup> Jehu Iputo,<sup>4</sup> Salwa Elsanousi,<sup>5</sup> Marykutty Mammen,<sup>4</sup> Lisa Graves,<sup>6,7</sup> Sara Willems,<sup>8</sup> Fortunato L. Cristobal,<sup>9</sup> Rex Samson,<sup>9</sup> Rachel Ellaway,<sup>6</sup> Simone Ross,<sup>1,2</sup> Karen J. Anselme Derese<sup>8</sup> & André-Jacques Neusy<sup>3</sup>

Larkins et al 2015.  
 Medical Education  
 Doi:10.1111/medu.12518

**CONTEXT** Socially accountable medical schools aim to reduce health inequalities by training workforces responsive to the priority health needs of underserved communities. One key strategy involves recruiting students from underserved and unequally represented communities on the basis that they may be more likely to return and address local health priorities. This study describes the impacts of different selection strategies of medical schools that aspire to social accountability on the presence of students from underserved communities in their medical education programmes and on student practice intentions.

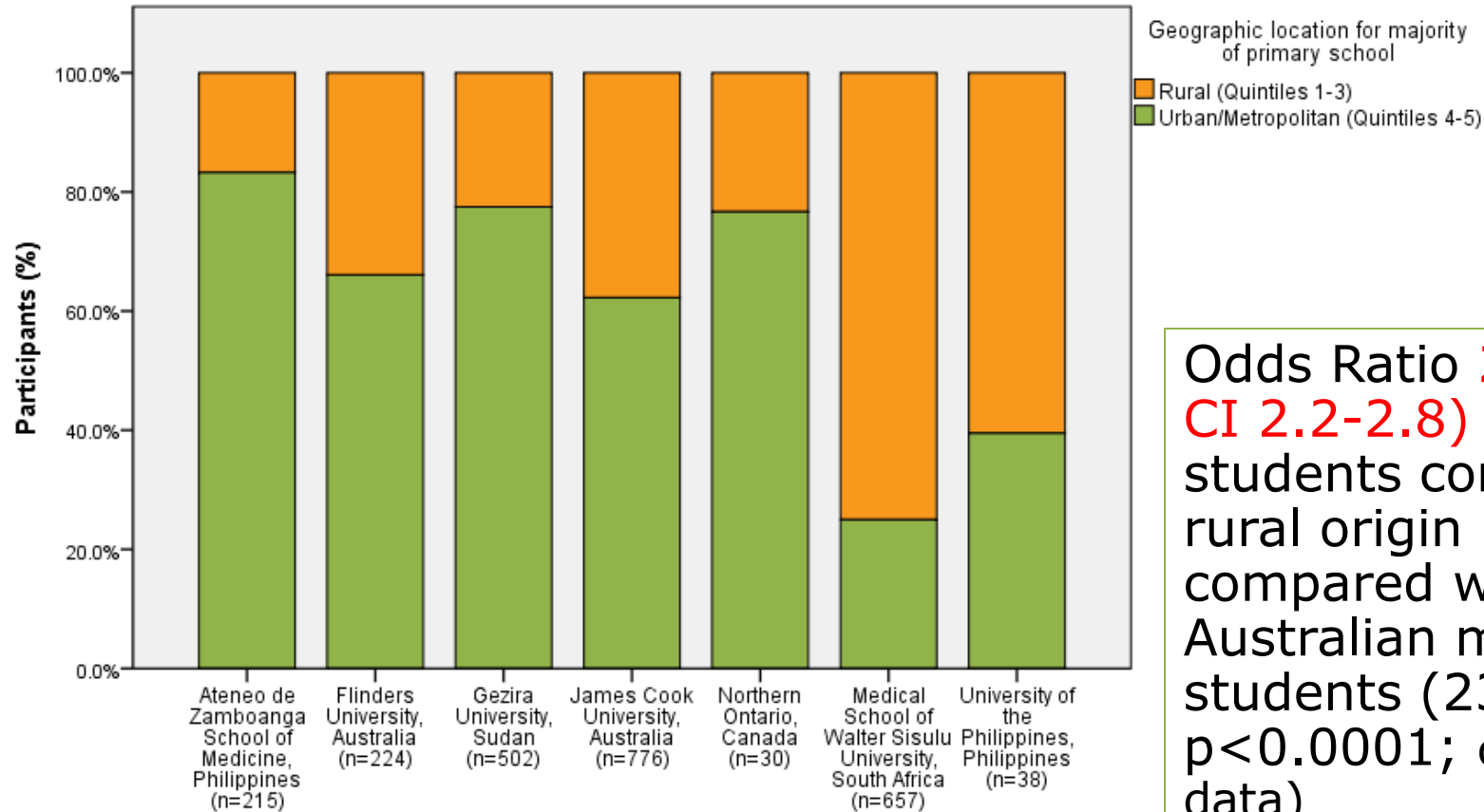
**METHODS** A cross-sectional questionnaire was administered to students starting medical education in five institutions with a social accountability mandate in five different countries. The questionnaire assessed students' background characteristics, rurality of background, and practice intentions (location, discipline of practice and population to be served). The results were compared with the characteristics of students entering medical education in schools with standard selection procedures, and with publicly available socio-economic data.

**RESULTS** The selection processes of all five schools included strategies that extended beyond the assessment of academic achievement. Four distinct strategies were identified: the quota system; selection based on personal attributes; community involvement, and school marketing strategies. Questionnaire data from 944 students showed that students at the five schools were more likely to be of non-urban origin, of lower socio-economic status and to come from underserved groups. A total of 407 of 810 (50.2%) students indicated an intention to practise in a non-urban area after graduation and the likelihood of this increased with increasing rurality of primary schooling ( $p = 0.000$ ). Those of rural origin were statistically less likely to express an intention to work abroad ( $p = 0.003$ ).

**CONCLUSIONS** Selection strategies to ensure that members of underserved communities can pursue medical careers can be effective in achieving a fair and equitable representation of underserved communities within the student body. Such strategies may contribute to a diverse medical student body with strong intentions to work with underserved populations.



# Findings



Odds Ratio **2.5 (95% CI 2.2-2.8)** for THENet students coming from rural origin (42.6%) compared with all Australian medical students (23.2%;  $p < 0.0001$ ; c.f. MSOD data)

# Intended practice discipline

Larkins et al. *BMC Medical Education* (2018) 18:261  
<https://doi.org/10.1186/s12909-018-1360-6>

BMC Medical Education

## RESEARCH ARTICLE

Open Access



## Practice intentions at entry to and exit from medical schools aspiring to social accountability: findings from the Training for Health Equity Network Graduate Outcome Study

Sarah Larkins<sup>1,2,12\*</sup>, Karen Johnston<sup>1,3</sup>, John C. Hogenbirk<sup>4</sup>, Sara Willems<sup>5</sup>, Salwa Elsanousi<sup>6</sup>, Marykuty Mammen<sup>7</sup>, Kaatje Van Roy<sup>8</sup>, Jehu Iputo<sup>9</sup>, Fortunato L. Cristobal<sup>9</sup>, Jennene Greenhill<sup>10</sup>, Charlie Labarda<sup>11</sup> and Andre-Jacques Neusy<sup>12</sup>

### Abstract

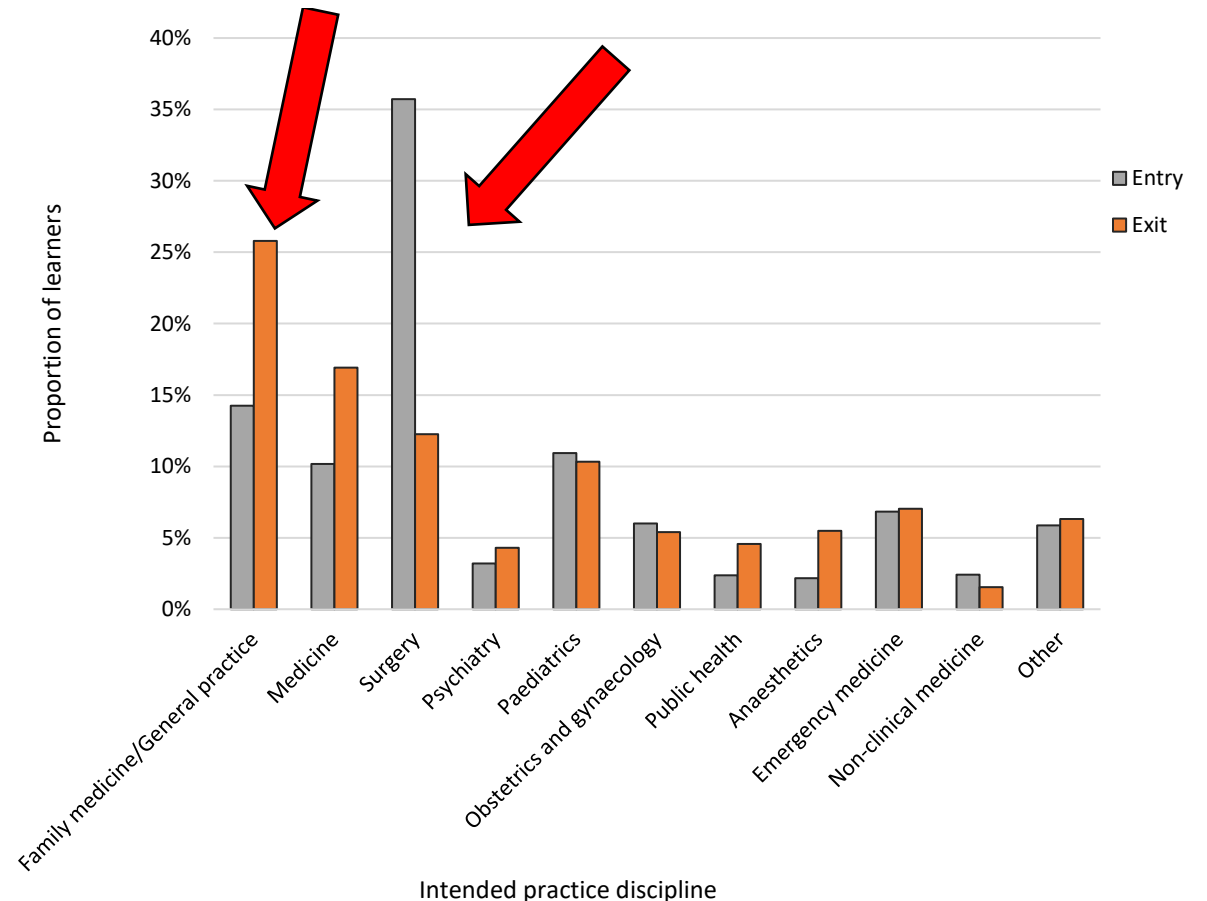
**Background:** practice is a need. Existing the practice correlation

**Methods:** prospective impact assessment twelve med exit data of continents.

**Results:** For 2016 are pr background locations at low income practice in responden (Continued on

For exit cohort, intent to practice in family medicine/general practice double that of entry cohort (OR 2.34; 95% CI 1.87-2.93;  $p < 0.001$ )

\* Correspondence: <sup>1</sup>College of Medicine, Queensland, Australia; <sup>2</sup>Anton Breinl Research Cook University; Full list of author





# Findings – Practice intentions

## Intention to work abroad

### 5 schools in Africa, Philippines and Nepal combined

- Intention to work abroad significantly lower for exit cohorts (29.3%) compared with entry cohorts (61.9%) (OR 0.25,  $p < 0.001$ )
- Proportion of learners intending to work abroad for >10 years also significantly lower (OR 0.24,  $p = 0.005^{\text{FET}}$ )
- Intention to stay in country motivated by desire to respond to the need for doctors in their country (55.2%) or preference to stay close to home or family (40.0%).



### Training a Fit-For-Purpose Rural Health Workforce for Low- and Middle-Income Countries (LMICs): How Do Drivers and Enablers of Rural Practice Intention Differ Between Learners From LMICs and High Income Countries?

#### OPEN ACCESS

**Edited by:**  
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Acharya B, Hogenbirk JC,  
Ketheesan S, Craig JC, Neusy A-J  
and Larkins S (2020) Training a  
Fit-For-Purpose Rural Health  
Workforce for Low- and  
Middle-Income Countries (LMICs):  
How Do Drivers and Enablers of Rural  
Practice Intention Differ Between  
Learners From LMICs and High  
Income Countries?  
Front. Public Health 8:582464.  
doi: 10.3389/fpubh.2020.582464

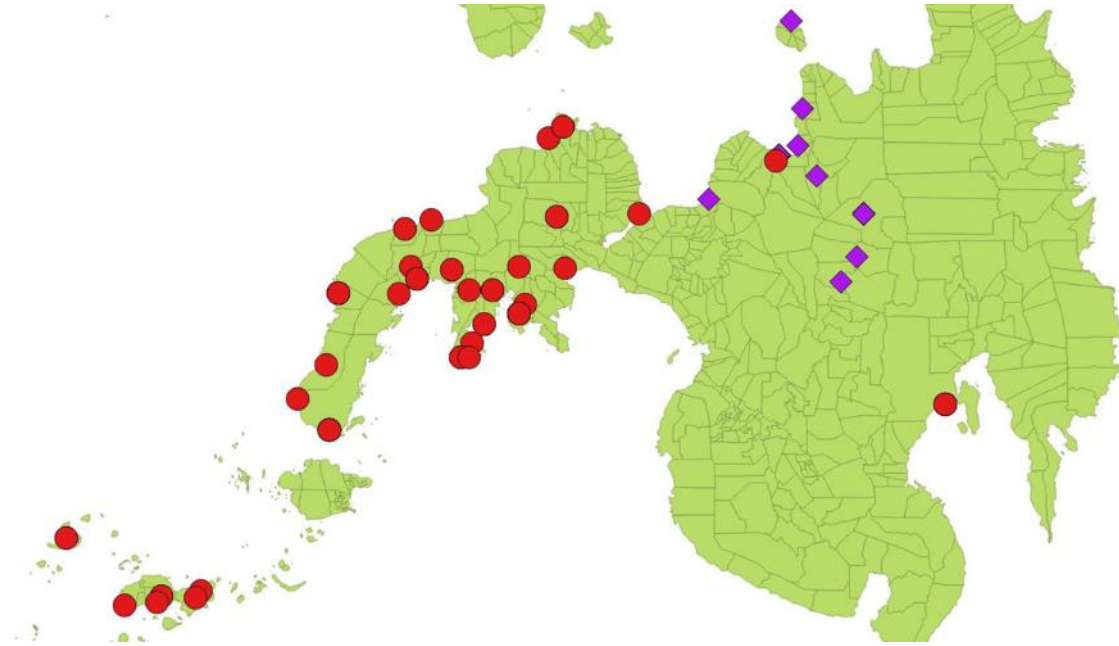
Karen Johnston<sup>1</sup>, Monsie Guingona<sup>2</sup>, Salwa Elsanousi<sup>3</sup>, Jabu Mbokazi<sup>4</sup>,  
Charlie Labarda<sup>5</sup>, Fortunato L. Cristobal<sup>6</sup>, Shambhu Upadhyay<sup>6</sup>, Abu-Bakr Othman<sup>7</sup>,  
Torres Woolley<sup>1</sup>, Balkrishna Acharya<sup>8</sup>, John C. Hogenbirk<sup>1</sup>, Sarangan Ketheesan<sup>1</sup>,  
Jonathan C. Craig<sup>8</sup>, Andre-Jacques Neusy<sup>9</sup> and Sarah Larkins<sup>1\*</sup>

<sup>1</sup>Antoni Bruni Research Centre of Health Systems Strengthening, College of Medicine and Dentistry, James Cook University, Douglas, QLD, Australia, <sup>2</sup>Ateneo de Zamboanga University School of Medicine, Zamboanga City, Philippines, <sup>3</sup>University of Gezira Faculty of Medicine, Gezira, Sudan, <sup>4</sup>School of Medicine, Walter Sisulu University, Mthatha, South Africa, <sup>5</sup>School of Health Sciences, University of the Philippines, Manila, Philippines, <sup>6</sup>Patan Academy of Health Sciences, Patan, Nepal, <sup>7</sup>Centre for Rural and Northern Health Research, Laurentian University, Sudbury, ON, Canada, <sup>8</sup>College of Medicine and Public Health, Flinders University, Adelaide, SA, Australia, <sup>9</sup>Training for Health Equity Network, New York, NY, United States

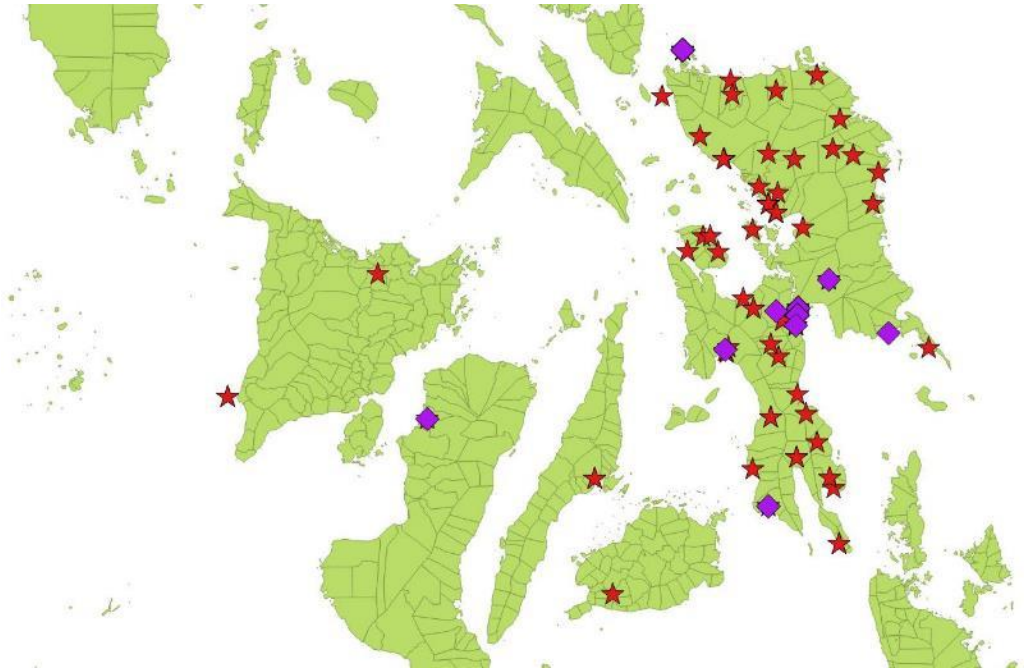
Equity in health outcomes for rural and remote populations in low- and middle-income countries (LMICs) is limited by a range of socio-economic, cultural and environmental determinants of health. Health professional education that is sensitive to local population needs and that attends to all elements of the rural pathway is vital to increase the proportion of the health workforce that practices in underserved rural and remote areas. The Training for Health Equity Network (THEnet) is a community-of-practice of 13 health professional education institutions with a focus on delivering socially accountable education to produce a fit-for-purpose health workforce. The THEnet Graduate Outcome Study is an international prospective cohort study with more than 6,000 learners from nine health professional schools in seven countries (including four LMICs: the Philippines, Sudan, South Africa and Nepal). Surveys of learners are administered at entry to and exit from medical school, and at years 1, 4, 7, and 10 thereafter. The association of learners' intention to practice in rural and other underserved areas, and a range of individual and institutional level variables at two time points—entry to and exit from the medical program, are examined and compared between country income settings. These findings are then triangulated with a sociocultural exploration of the structural relationships between educational and health service delivery ministries in each setting, status of postgraduate training for primary care, and current policy settings. This analysis confirmed the association of rural background with intention to practice in rural areas at both entry and exit. Intention to work abroad was greater for learners at entry, with a

# Graduate outcomes – Philippines

Practice locations for graduates from **ADZU-SOM** (red dots) and a conventional medical school (purple dots); both located on the island of Mindanao



Practice locations for graduates from **SHS-Palo** (red stars) and from a conventional medical school (purple diamonds); both located in the Eastern Visayas

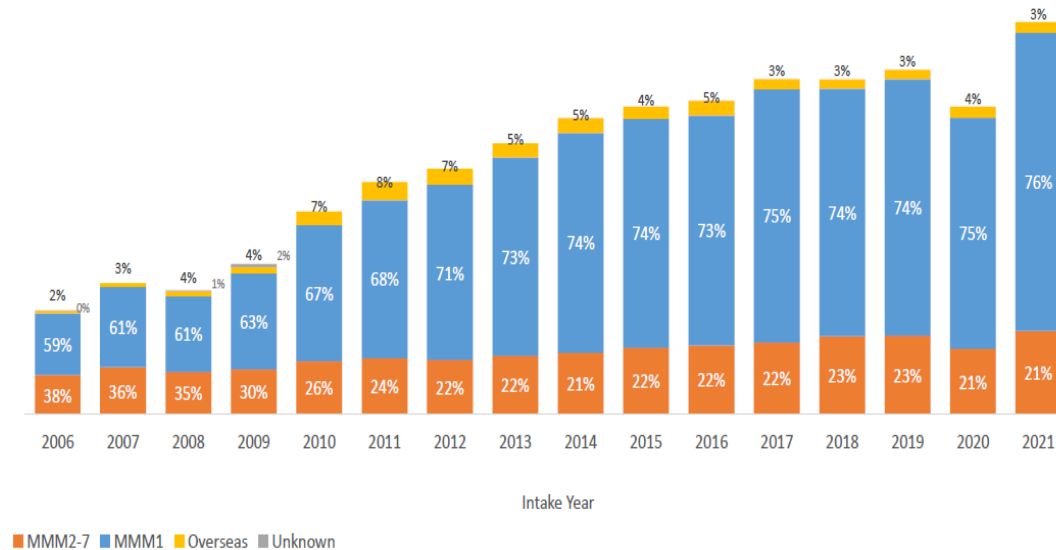


Halili, S, Woolley, T et al. (2017) [\*Addressing health workforce inequities in the Mindanao regions of the Philippines: tracer study of graduates from a socially-accountable, community-engaged medical school and graduates from a conventional medical school\*](#). Medical Teacher, 39 (8). pp. 859-865.

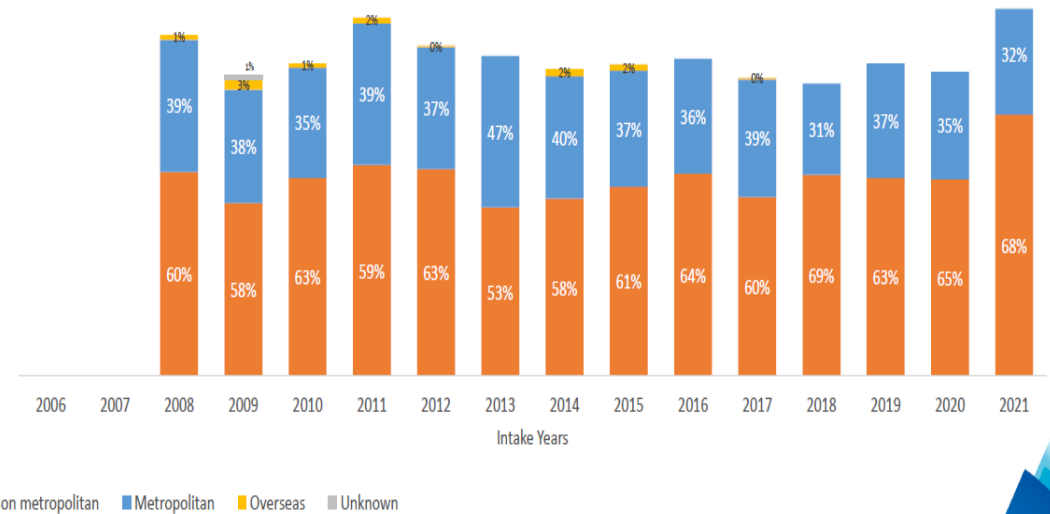


# And back to JCU...Metropolitan demand is growing but maintaining 2/3 RRR offers...

Applicants for JCU Medicine by address at application 2006 - 2021



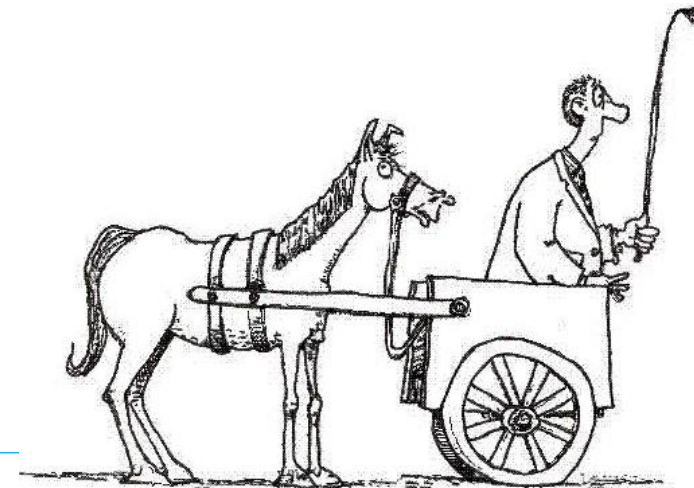
JCU MBBS Applicants Offered a Place by location at application



# Better approaches to HRH planning for future workforce

- Priority health care needs (basket of services)
  - .... and considering resource constraints, subgroup access, evidence for quality and effectiveness
- Options for configuration of health services **THEN:** Health workforce implications...
- and what this means for training
- and selection....

(WHO 2013 Guidelines for Transforming and Scaling-up Health Professional Education)  
(and thanks to Richard Murray)





# So to conclude....”start with the end in mind”

- To respond to health care challenges we need **supportive policy, creative service delivery models** and a **flexible and responsive workforce**
- Call to heed evidence about the **importance of selection and the “rural pipeline”** for training a fit-for-purpose health workforce
- Selection processes must address **diversity and equity** as well as academic success and competence – they are not mutually exclusive
- As educators we need to **hold ourselves responsible for the health system and workforce outcomes** from our graduates

# Table question:

What can you do in your institution to adjust selection and admissions processes to ensure:

- recruitment and training of a diverse and representative cohort of students; and
- increased likelihood of producing a fit-for-purpose health workforce to meet the needs of the population you serve?



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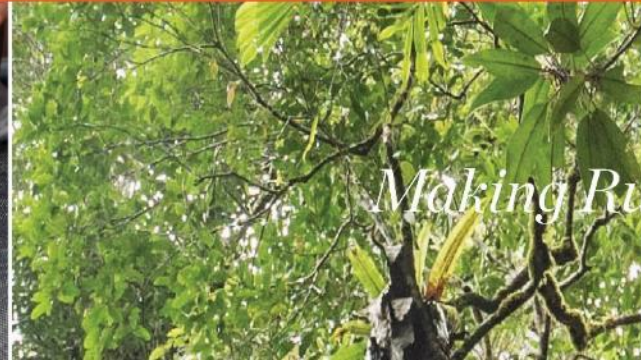


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