



Consolidating Colleges and Merging Universities: New Strategies for Higher Education Leaders

James Martin, James E. Samels

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Since the economic recession of 2008, colleges and universities have looked for ways to lower costs while increasing incomes. Not all have succeeded. Threatened closures and recent institutional mergers point to what might be a coming trend in higher education. The long-term economic weakness of colleges and universities means schools need to become more strategic about how they consider previously unthinkable options. This provocative book will be their indispensable guide to managing the crisis.

In *Consolidating Colleges and Merging Universities*, James Martin and James E. Samels bring together higher education leaders to talk about something that few want to discuss: how institutions might cooperate with their competitors to survive in this economic climate. Barring that, Martin and Samels argue, some will shutter their campuses. But closing, they emphasize, is a complex process that involves more than just sending the students home and turning off the lights.

The first one-volume resource for presidents, trustees, provosts, chief financial officers, and faculty leaders planning to partner, merge, or close a college or university, the book offers specific guidelines and action steps used successfully to create multiple forms of partnership between higher education institutions. The book includes contributions by twenty nationally recognized leaders in partnership and strategic planning, as well as an appendix detailing key college and university mergers and closures since 2000. Each chapter includes informative responses from practitioners who answer the question, "What is the single most important lesson you would share with a planning team designing a partnership or merger this year?" Responding to many daunting questions now being raised nationally about institutional fragility and sustainability, *Consolidating Colleges and Merging Universities* is an honest and practical guide to the possibilities and pitfalls of downsizing American higher education.

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