

Name:

Teacher:

Class:

Date:

COLLEGE Inc.

1. For-profit colleges spend 20 to 25 percent of their total revenue on getting people to come to the college and only about 10 to 20 percent on instruction once the student is there. How would you allocate funds if you ran a for-profit college? Explain your reasoning.
2. How do federal grants and loans benefit both students and for-profit schools? Why do many graduates find it difficult to repay student loans? Do you feel the for-profit schools that arrange for these loans are partly responsible for the problem? Explain.
3. For-profit colleges' have been criticized for their high-pressure recruitment and enrollment practices. What do you think about them? How do for-profit institutions answer these criticisms?

4. Consider the case of Anne Cobb. At 35, Anne made less than \$7,000 a year but was able to apply for a student loan. She graduated with more than \$30,000 in debt and has struggled to pay back her loans. What do you think about Anne's situation? Do you think students at other higher-education institutions face similar problems? Explain your answers.

5. After watching the documentary, list the Pros and Cons of attending a for-profit institution. How are such institutions beneficial? How are they harmful?

Pros:

Cons: