

HARTNET

Responsible department: Marketing
Conversion point: Individual expresses interest
Interaction Software:

PRIOR TO PROSPECT

Responsible department: Pathways

Conversion point: prospect starts application, but has not submitted
Interaction Software:

PROSPECT

Responsible department: CCC

Responsible department: Admissions & Records

Interaction Software:

PROCESSING

Responsible department: Admissions

Conversion point: Application is dropped

ELIGIBLE TO ENROLL

Responsible department: Counselor

Conversion point: Enrollment

Department: Academic Affairs

Interaction Software:

Non-Credit Upskilling/ lifelong Learning Opportunities

Responsible

Interaction Software:

Responsible department: Counseling

Interaction Software:

Responsible department: Workforce

ACQUISITION

