

PAF 101  
Module 3, Lecture 5

“Kanye told you college sucks so you should drop out, but me, I’m just going to finish to make my parents proud.”

- Sammy Adams



# Class Agenda

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- Announcements
- College Sucks
- Assignment



# Dale Carnegie Fireside Chat... featuring KOENNNNNN

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# Dale Carnegie Principles

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- **Don't criticize, condemn or complain.**
- **Give honest and sincere appreciation.**
- **Arouse in the other person an eager want.**
- **Become genuinely interested in other people.**
- **Remember that a man's name is to him the sweetest and most important sound in any language.**
- **Be a good listener. Encourage others to talk about themselves.**
- **Talk in the terms of the other man's interest.**
- **Make the other person feel important and do it sincerely.**
- **Avoid arguments.**
- **Never tell someone they are wrong**
- **If you're wrong, admit it quickly and emphatically.**
- **Begin in a friendly way.**
- **Start with questions the other person will answer yes to. Let the other person do the talking.**
- **Let the other person feel the idea is his/hers.**
- **Try honestly to see things from the other person's point of view.**
- **Sympathize with the other person.**
- **Appeal to noble motives.**
- **Dramatize your ideas.**
- **Throw down a challenge.**
- **Begin with praise and honest appreciation.**
- **Call attention to other people's mistakes indirectly.**
- **Talk about your own mistakes first.**
- **Ask questions instead of giving direct orders.**
- **Let the other person save face.**
- **Praise every improvement.**
- **Give them a fine reputation to live up to**
- **Encourage them by making their faults seem easy to correct.**
- **Make the other person happy about doing what you suggest.**



# Competition Points

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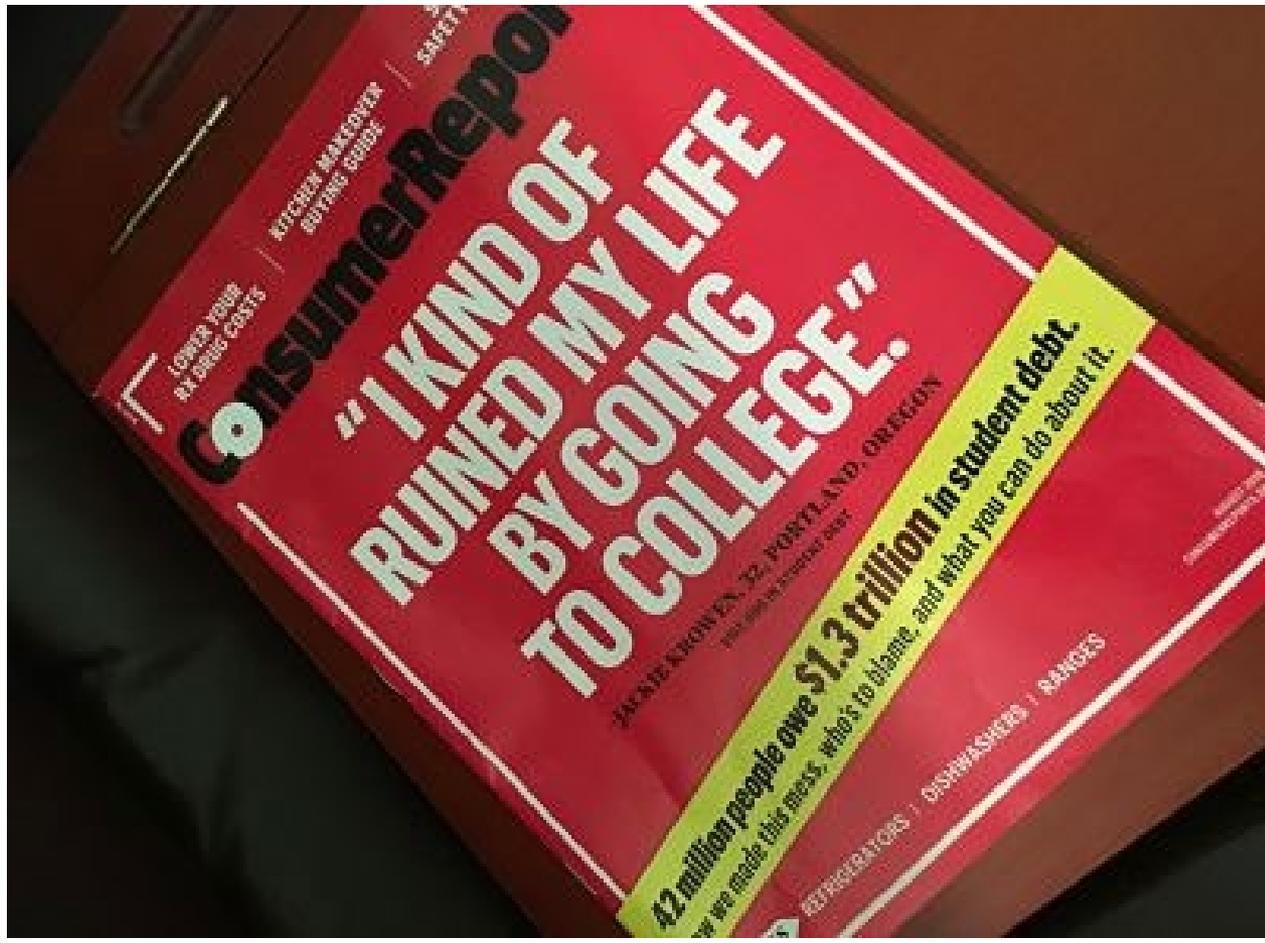
## *Winners*



## *Losers*

As of 3/4/2019

Groups	Points
5	24
10	24
3	21
12	19
4	18
11	17
2	16
6	15
15	15
9	14
7	13
17	13
1	12
13	11
14	10
8	9
16	9



**Can Trees Change How You  
Think About Climate Change?**

**How Academe  
Breeds Resentment**

**History in the Face  
of Catastrophe**

# THE CHRONICLE REVIEW

The Chronicle of Higher Education • Section B

February 9, 2018



## HIGHER EDUCATION IS DROWNING IN BS

By **CHRISTIAN SMITH**



# Paulo Freire, *Pedagogy of the Oppressed*

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- *"Narration Sickness"*
- *"Education has become an act of depositing."*
- *Students are treated as receptacles and not human beings*



# UNDERLYING CAUSE

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Too many faculty act as if the GI Bill never happened.

They have never accepted that the masses, rather than the elites, are their students.



# The Study of the Study

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- Professors want you to be a scholar.
  
- Not what you want to learn



**College Sucks**



# College Board Study

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- Study entitled Education Pays 2016 states, “both individuals and society as a whole benefit from increased levels of education.”
- What is the College Board?





# More on the College Board

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- In 2012, the CEO of College Board retired, making *\$1,848,009 that year plus* 1.1 million in compensation fees after his retirement!!!
- In 2016, the current President of College Board, David Coleman, earned \$1,445,613!
  
- *Total Revenue in 2016 = \$942,621,972*
- *Total Expenses in 2016 = \$905,054,378*
- *Total "profit" = \$37,567,594*



# Despite the propaganda

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- There is both good news and bad news about higher education
- This is true of all BS... but this particular BS is turning you into a unwilling cash cow



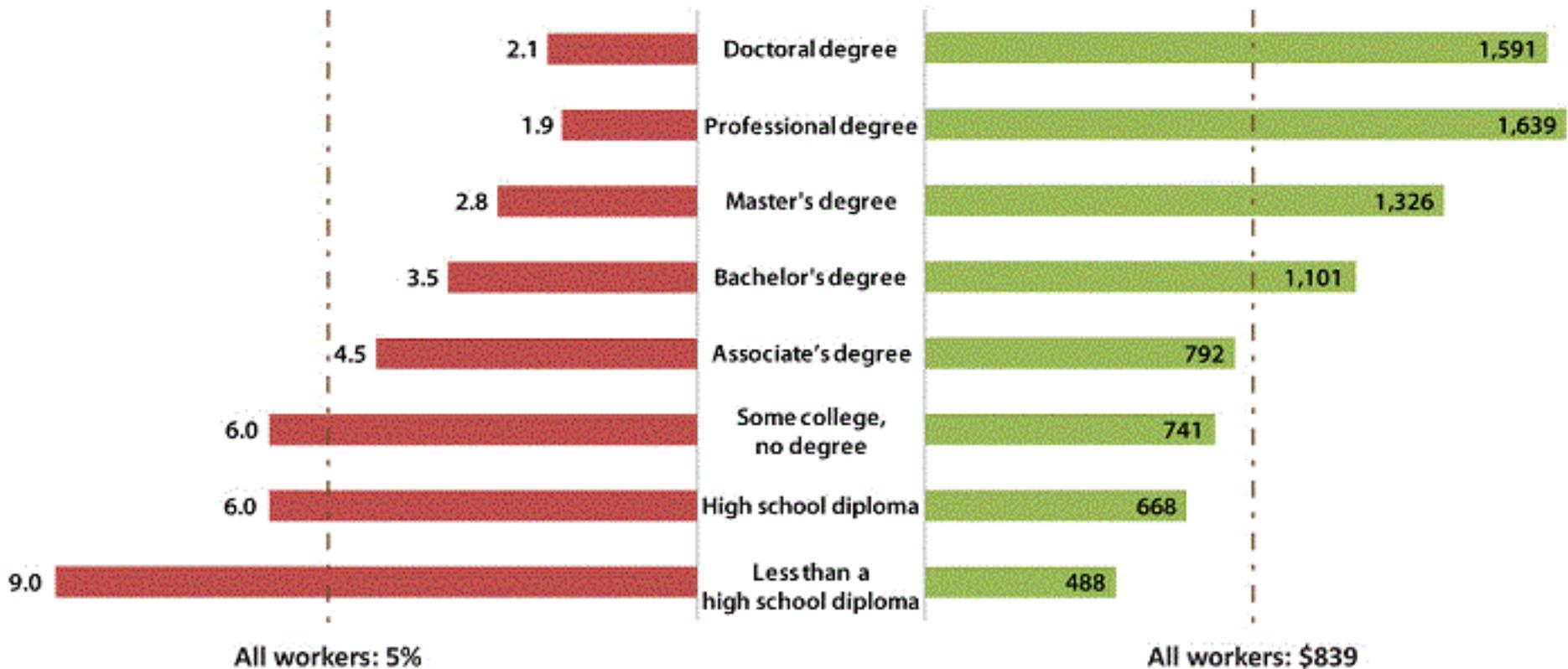
# Good News

## Education Pays

### Earnings and unemployment rates by educational attainment

Unemployment rate in 2014 (%)

Median weekly earnings in 2014 (\$)



Note: Data are for persons age 25 and over. Earnings are for full-time wage and salary workers.  
Source: Current Population Survey, U.S. Bureau of Labor Statistics, U.S. Department of Labor



# Good News for Society

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- Higher levels of volunteer work, blood donations, voting
- Openness to others' opinions or it used to be
- Healthier, off of welfare



# More good news...

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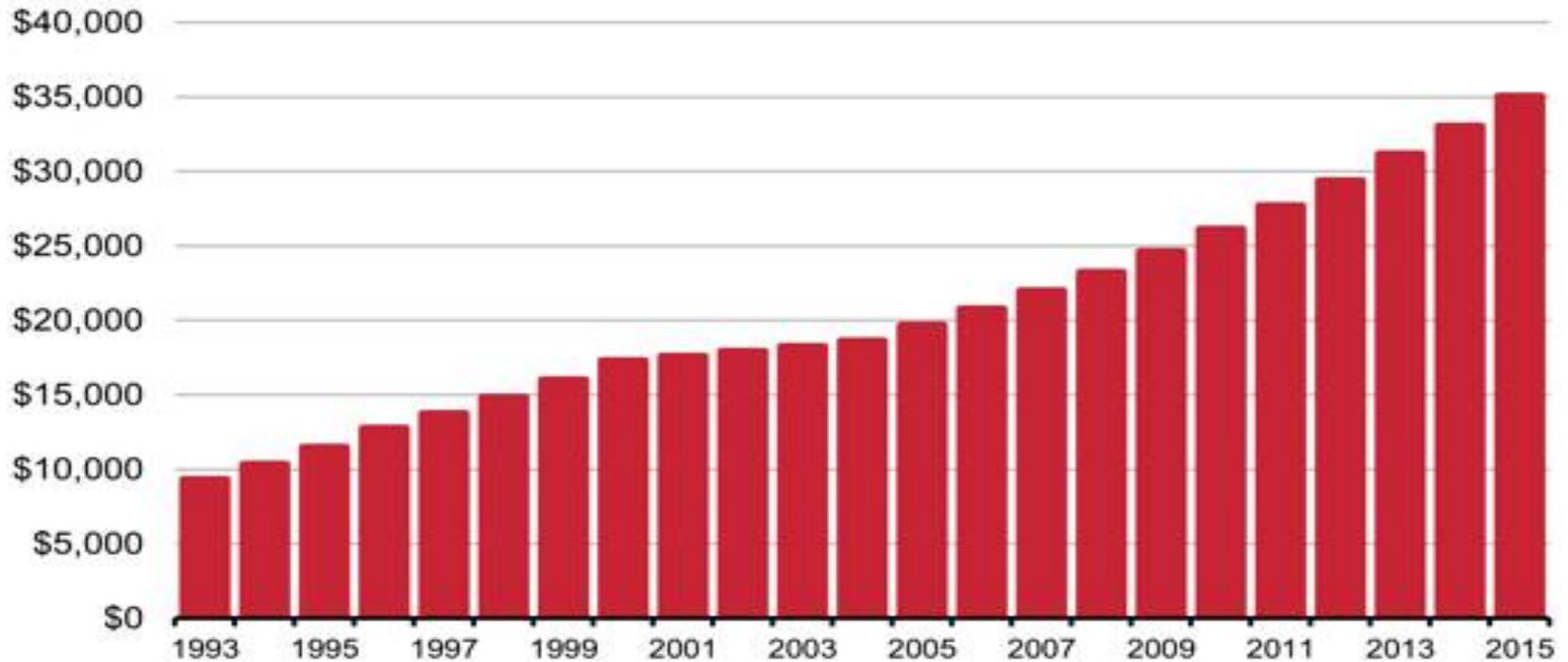
- The 5% poverty rate in 2014 for bachelor's degree recipients was about one-third of the 14.2% poverty rate for high school graduates.
- At every age and income level, higher levels of education are correlated with better health.
- Smoking rates are lower for college graduates

# Bad News

- 70% of graduates have debt (2017).

## Head of the Class

Average debt per borrower in each year's graduating class



Source: Mark Kantrowitz | WSJ.com



# Student Debt Owed by 50+ year olds

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- \$86 Billion owed 50-64
- Average of \$33,000

(Wall Street Journal 2/2/19, page B1)

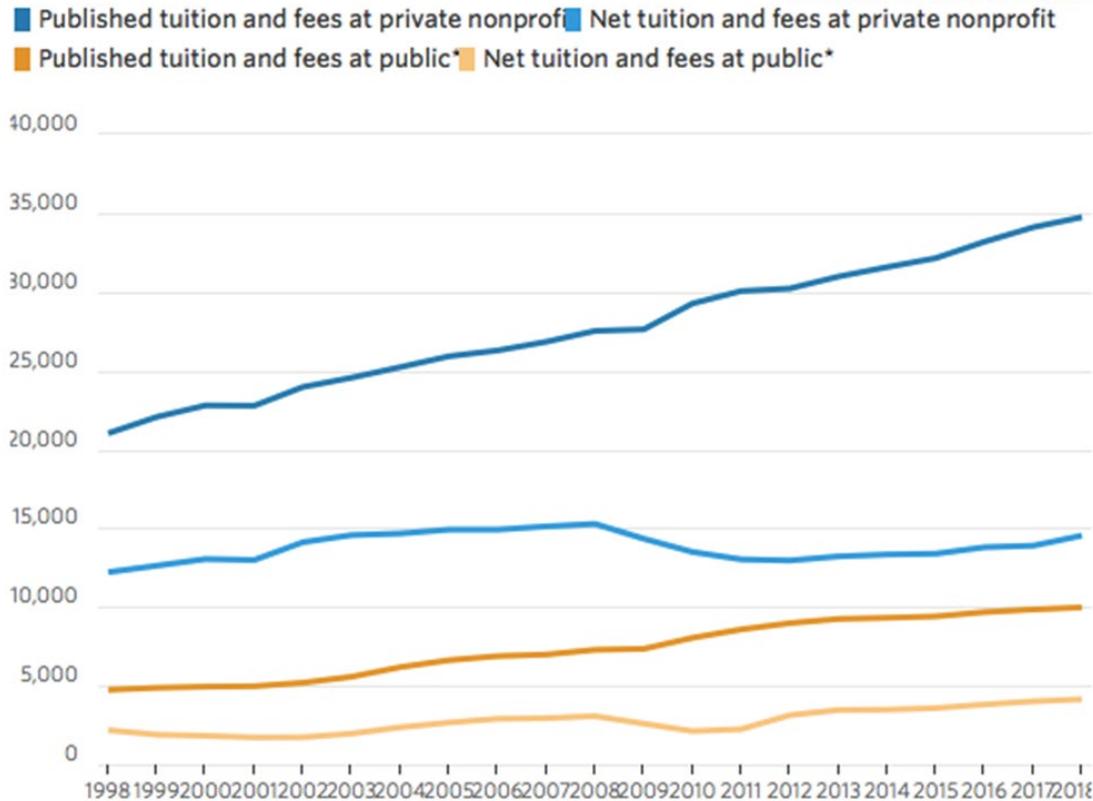


# Average Tuition from 1998-2018

\*For in-state students Note: Net prices take into account grants and tax benefits.

Source: College Board

THE WALL STREET JOURNAL





# College As An Investment

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- 40% of students graduate in four years and 61% in six years.
- It might make more sense to put money in a mutual fund.
- College is risky especially as the price goes up.
- **\$50,000** in debt means **\$500** a MONTH for 10 Years



# *Bad News*

## Lack of Job Preparation

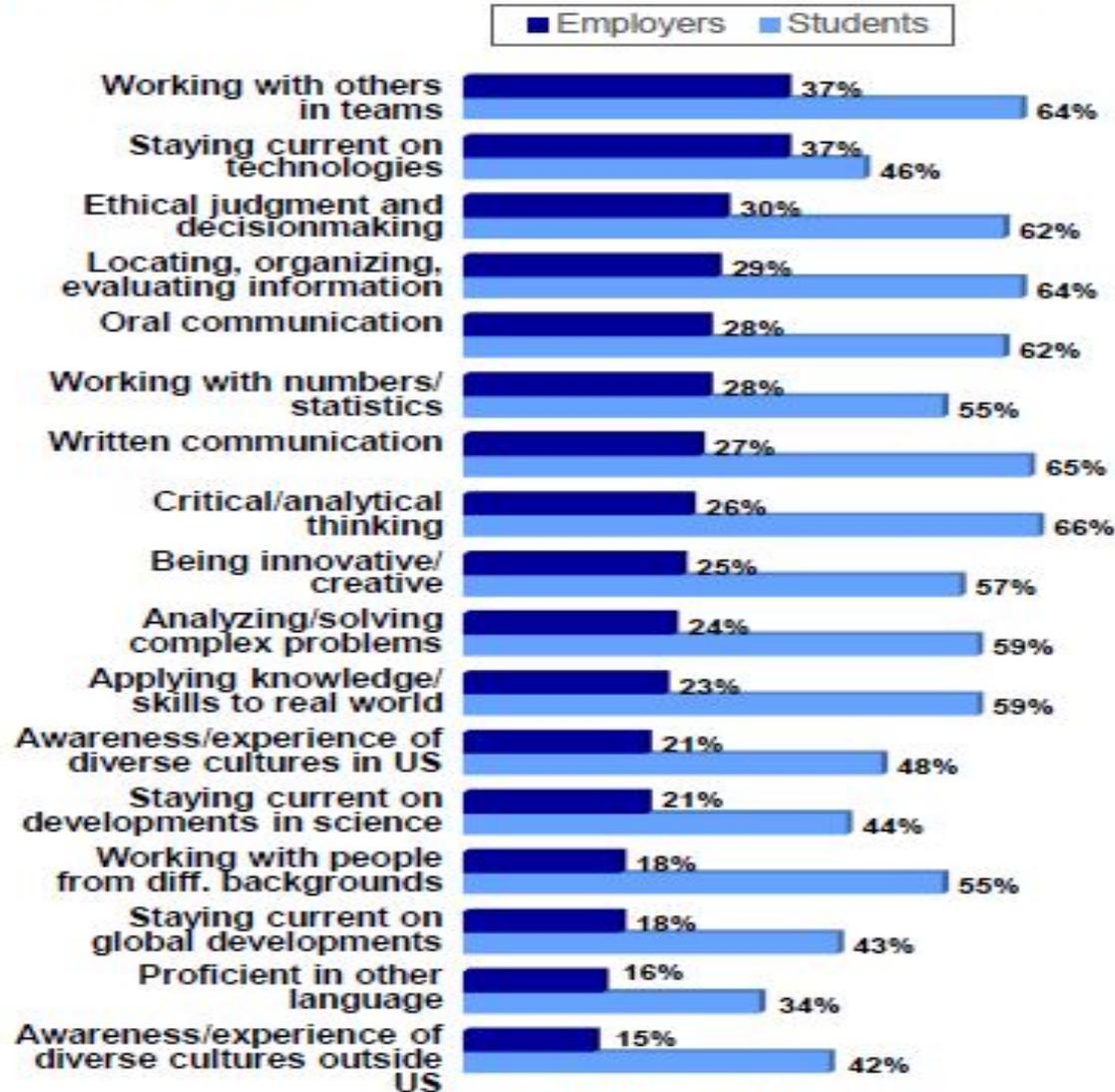
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- Colleges may do very little to prepare students for careers
- 64% of (employed) college graduates say that **they have** the skills to advance in their company (Hart Research Associates, 2014).
- 64% of employers say that college graduates **do not have** the skills to advance in their company. (Hart Research Associates, 2014).



# Students think they are more prepared than employers do

*Proportions saying they/recent college graduates are well prepared in each area\**



\*8-10 ratings on zero-to-ten scale

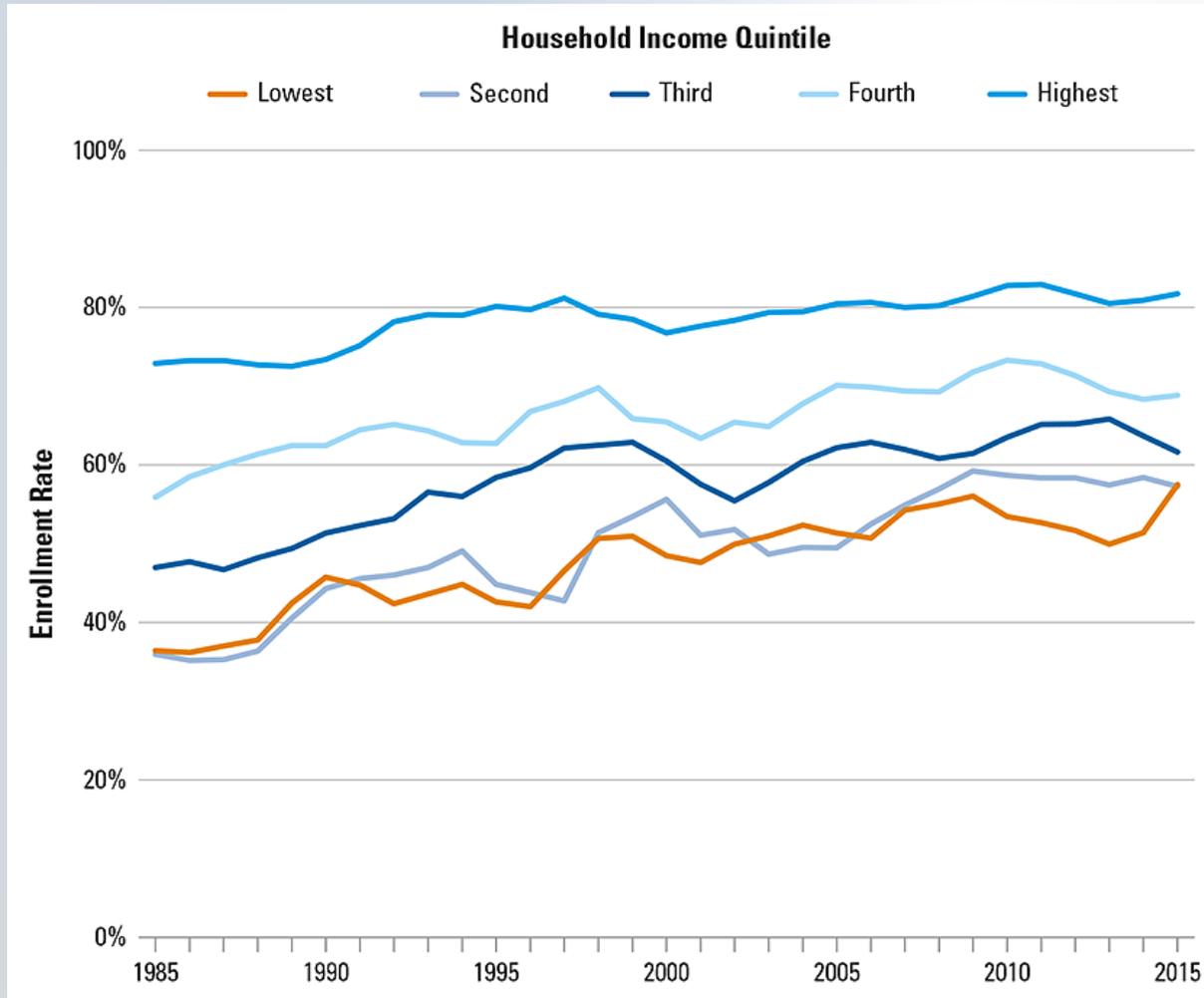


# The WORST OF ALL

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- “American higher education has become a powerful means for perpetuating class divisions across generations.”
- Richard V. Rees, “The End of Upward Mobility,” Chronicle of Higher Education, 12/8/17

# Postsecondary Enrollment Rates of Recent High School Graduates by Household Income, 1985 to 2015



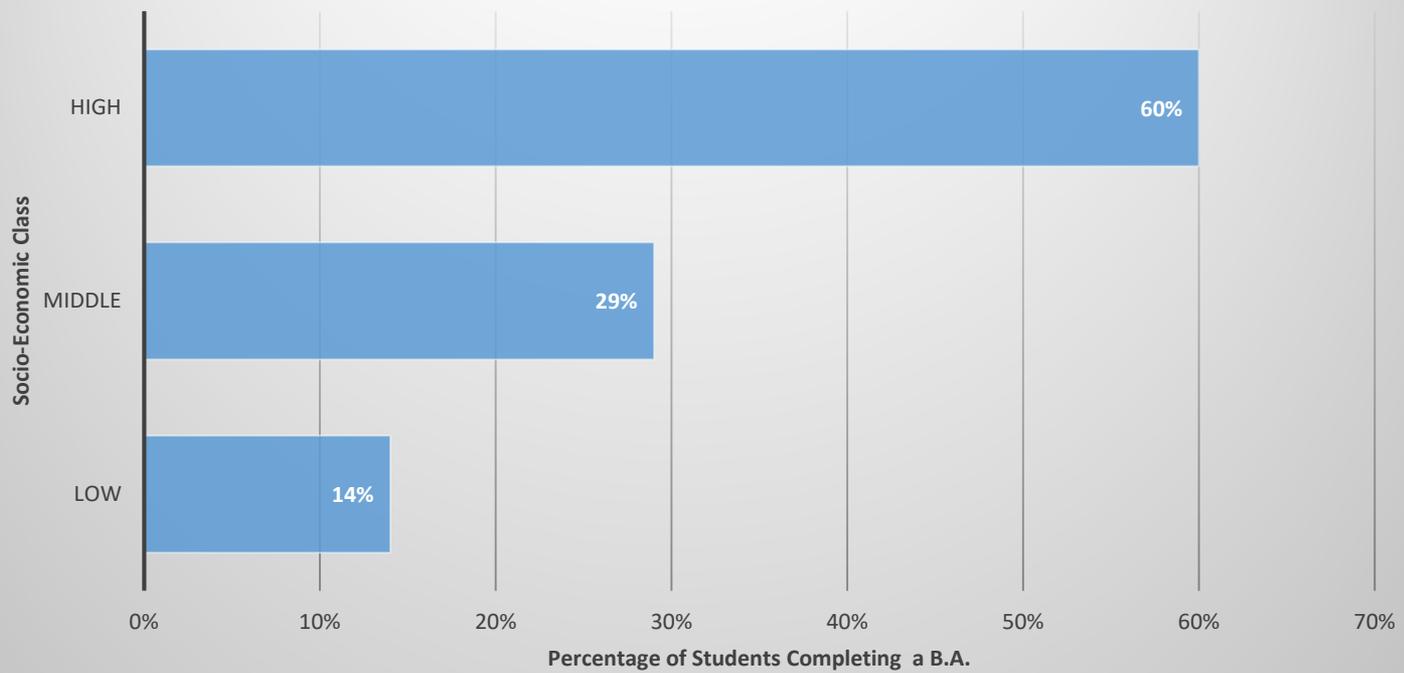
SOURCE: The College Board, *Education Pays 2016*, Figure 1.1



# BA's by Family income

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**B.A. Completion Rate Based on Socio-Economic Class 8 Years After High School Graduation (2016)**





# Merit Versus Equality

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- CAPITALISM REARS ITS UGLY HEAD YET AGAIN
- Merit creates inequality



# America's Reality

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- “We have set up a standard known as the B.A., stripped it of its traditional content, and made it an artificial job qualification. Then we **stigmatize** everyone that doesn't get one.”

Charles Murray



# How Many Americans 25 & Older Have Bachelors Degrees (2017)

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30.9%



# For You—This is Reality

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- “A college degree and a dollar will get you four quarters.”

Bill Coplin in *10 Things Employers Want You to Learn in College*



# Protection Against the Evils of College?

- What's the vaccine if you go to college?





# Reduce the Riskiness of College

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A College Degree + X = Career Success



# Graduate School May Suck Too

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- Unless required for job (e.g., Doctors and Lawyers but law careers SUCK!)
- Unless you have at least 2 years of work experience before grad school
- Unless the program you take has high job placement that you can verify
- Universities are in business and you are the sales target.



# Enough About You

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- What does it mean for America?
- Is subsidizing college good public policy like the College Board claims?



# A Public Policy Investment

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- Does it create economic growth?
- How much personal and public debt does it increase?
- What does college do for SOCIAL MOBILITY?



# Possible Public Policies

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- Government subsidies only for careers where there is a shortage of workers
- Require 30 academic credit hours of experiential credit
- Follow Ben Franklin and make a course in gardening a degree requirement
- Require Warnings labels on all College Materials like---



# WARNING LABEL

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#1: Only 40% will graduate in four years and 60% in six years for all colleges

#2: Although on average college graduates earn much more than high school graduate, the variation around the mean is high and you may find yourself far below the mean.

#3: If you have a pre-existing financial condition such as poverty, your risks of not graduating are much higher.

#4: Potential side effects include significant debt, bankruptcy, and a lower standard of living.

#5: Going to college may be habit forming and lead to graduate school without proper career or financial planning.

#6: Choice of a four year program may prevent you from exploring educational alternatives that are less expensive and more productive for you.

*#7: The outcomes described in these materials illustrate past student achievements and are not guaranteed for current and future students.*



# For Next Class

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- Please complete 5.1 A and B on following topic:
- *Topic: Syracuse University undergraduates have too much debt when they graduate.*
- *Copy and paste these exercises to a separate document, and...*
- *Print and bring to class or LOSE 5 POINTS!!!*