

## CURRICULUM VITAE

### MARGUERITE J. DENNIS

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### PROFESSIONAL BACKGROUND

**2001 – 2011**

**Vice President for Enrollment and International Programs  
Suffolk University  
Boston, Massachusetts 02108**

Duties

Responsible for the development and implementation of the University's strategic enrollment, retention and international programs, including marketing, advertising, branding, publications, financial services, and research  
Responsible for annual tuition revenues of \$200 million  
Manage a staff of 15 directors and 100 employees  
Direct university-wide retention program

**1996 -2001**

**Vice President for Development and Enrollment  
Suffolk University  
Boston, Massachusetts 02108**

Duties:

Responsible for the planning, execution and management of all fundraising and alumni programs of the University as well as coordinating the University's public relations activities

**1989 -1995**

**Dean of Enrollment and Retention Management  
Suffolk University  
Boston, MA 02108**

Duties:

Responsible for the enrollment of all undergraduate and graduate students  
Responsible for developing, implementing and advancing a coordinated program of enrollment and retention management for Suffolk University's College of Arts and Sciences and School of Management  
Responsible for establishing campuses in Madrid, Spain and Dakar,

**1978 -1988**

**Associate Dean, Student Services  
Georgetown University Dental School  
Washington, D.C. 20007**

Duties:

Developed long-range enrollment management and strategic plans for the School of Dentistry

**1978 -1988**

**Consultant, Bureau of Health Manpower  
Department of Health and Human Services  
Washington, D.C.**

Duties:

Reviewed financial aid programs and wrote written and oral reports

**1975 -1978**

**Director of Financial Aid  
Georgetown University School of Dentistry  
Washington, D.C.**

Duties:

Administered financial aid programs  
Maintained the fiscal records for all state, federal and University funds  
Prepared annual fiscal report  
Assisted accountants and auditors in administering internal fiscal control

## **EDUCATION**

Executive Women's Training Program, 1994 Center for Creative Leadership  
Greensboro, North Carolina

Certificate of Professional Studies, 1982 Georgetown University  
Washington, D.C.

Master of Arts - African History, 1970  
Bachelor of Arts – History, 1967  
St. John's University  
New York, New York

## **PUBLICATIONS**

Dennis, Marguerite J. Mortgaged Futures: How to Graduate from School Without Going Broke, Washington: Hope Press, 1986

Dennis, Marguerite J. A Practical Guide to Enrollment and Retention Management in Higher Education, Connecticut: Bergin and Garvey, 1998

Dennis, Marguerite J. Will the Bologna Process Work? And Will the U.S. Accept it?, International Education Report, January 2005

Dennis, Marguerite J. Ten Trends in Higher Education, Wisconsin: Magna Publication, 2005

Dennis, Marguerite J. Reading the Tea Leaves: The Future of International Education, International Education Report, June 2005, Volume 2, Issue 6

Dennis, Marguerite J. Ten Steps to Writing and Implementing a Strategic International Recruitment Program, IIE Networker Spring 2008 Issue "International Student Recruitment and Marketing"

Dennis, Marguerite J. In Harsh Economy, Better Financial Services Mean Better Retention Rates, Magna Publication, April, 2009, Vol. 23, NO.4.

## **PRESENTATIONS**

Papers have been delivered on enrollment management, retention management, international programs, financial aid, and students service programs at the following meetings:

How to Establish an Enrollment and Retention Management Program, Harvard Institute for New Presidents, June 1990

The Role of Financial Aid in Enrollment Management, The Snowmass Institute, July 1990

How to Develop Successful International Exchange Programs. European Association for International Education, Berlin, November 1992

How to Finance an Education in the United States. Czech Technical University, Prague, November 1992

Developing Successful Criteria When Selecting an Overseas School. Hong Kong, Institute for International Education, January 1993

Educational Opportunities in the United States. Shanghai Pre-Departure Organization, Shanghai, February 1993

Selecting and Financing a College Education in the United States, Fulbright Office, Tokyo, Japan, 2002

Future Trends in Higher Education, Annual Meeting, Regional Education Advisors, Johannesburg, S. Africa, September 2003

Future Trends in Higher Education, Annual Meetings, Regional Education Advisors, Moscow and Latvia, August 2004

Trends in US Higher Education, Middle East North Africa Regional Advisors Conference, Cyprus, July 2005

Trends in Higher Education, Learning and Consciousness: A Necessary Synthesis for Harmonious Social Development Conference, Tuscania, May 2006

Trends in International Higher Education, "Peace Culture, Education, and Building in Island Societies," World Association for Island Studies; Institute for Peace Studies, Cheju National University; Boston, U.S.A.; Peace Island Foundation; August 2007, Seogwipo, Jeju Island, Korea

Trends in International Higher Education, Lixin University, Shanghai, December, 2008