

Dynamic learning environments for a more competitive workforce.



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welcome to
the human network.



Ensuring your classrooms prepare students for the real world.

Connected learning: Inspiring new connections.

At Cisco, we're working hard to help create a connected way of living and learning. Cisco® Solutions give institutions of higher education the ability to create a connected on-demand learning environment — removing barriers to communications, enabling real-time interactions, and expanding access to quality education. Educational opportunities are everywhere. Our goal is to help keep those connections dynamic and impactful. Our vision is a secure, connected campus that inspires students, faculty and staff to engage in lifelong learning.



The education needed to prepare students for their role in the next-generation workforce has changed on virtually every level. From teaching tech-savvy students who have grown up in a connected world to delivering the right skill sets to future employers that have higher expectations, colleges and universities have to find ways to keep up. Ensuring you have the dynamic learning environments and effective educational programs that will give your graduates competitive advantage in the workforce is a critical concern.

While creating a more dynamic campus and learning environment may seem challenging,

the global economy offers many opportunities to succeed in this effort. Whether it involves connecting your students with experts outside your institution, enabling self-directed learning opportunities, or facilitating collaborative learning that extends across or beyond your campus, the 21st century classroom now reaches past the walls of a lecture hall to create a more compelling worldwide community of learning.

To provide your students with next-generation learning opportunities, you likely face at least three key challenges on a daily basis:

- Effectively meeting growing demand for access to higher education
- Ensuring students receive an educational experience that prepares them for the future
- Cost-effectively delivering a more connected learning experience

We understand these challenges. Our goal is to help you find the best solutions to these issues so you can focus on creating the most effective 21st century academic environment possible.

When humanity meets technology, the way we work changes and the way we live is transformed. We are realizing human potential, seeing the results of our actions. When people are connected, wonderful things happen, and innovative and sustainable solutions are born both locally and globally. That's the human network effect.

Providing greater access to next-generation learning.

Engaging a diverse, growing market.

In an increasingly competitive global economy, higher education has become a critical way for individuals to differentiate themselves. For institutes of higher learning, this means more applicants, more students, and the growth of a nontraditional student base that demands a different approach to teaching and learning. Traditional learning structures are no longer enough. Colleges and universities now look to technology to expand capacity, improve engagement, and better serve a changing population.

Expanding full-time faculty positions or building new classrooms to address the growing market is not always feasible. Instead, some schools use collaboration tools to effectively integrate external subject matter experts to increase staff virtually. Remote learning tools also allow students to access higher education from new places. Whether they are professionals attending classes from their desks or individuals participating from halfway around the world participating by video conference, these nontraditional students demand a different approach to teaching and in return contribute robust, distinct experiences that enrich class discussions and group learning activities.

Key questions to ask about meeting growing demand:

- How can we cost-effectively expand our capacity to serve students?
- What programs do we have in place to serve non-traditional student populations?
- Where can we integrate subject matter experts beyond our campus?
- How can we use technology solutions to more efficiently and cost-effectively provide high-caliber teaching and learning to our existing student base?
- Where are there opportunities to introduce self-directed learning programs?

Effectively preparing students for the future.

For most people, an education is ultimately about one thing — employability. Today's employers have become increasingly demanding and selective. They want the best and brightest. And in the current economy, they can be picky. The pressure is on for educational institutions to effectively equip the future workforce and provide programs and opportunities that help them stand out in a crowd of résumés.

The first challenge is ensuring your classrooms are relevant to the real world. Students want the technologies they use on a daily basis — the Internet, mobile communications, and social networking — to play a part in their educational experience. The days of relying on printed textbooks and bi-weekly lectures are gone. Curricula must be drawn from a range of multimedia sources such as podcasts, blogs, or wikis and reflect up-to-the-minute advances in any subject area. Collaborative learning is key to ensuring that students have the necessary skills to work effectively in a team environment. And the rich media and more open learning processes that inspire faculty and students to innovate and explore new opportunities must become the educational norm.

To ensure your students are future-ready, consider these questions:

- Where do we integrate new media into our curriculum?
- How are we ensuring that our students graduate with the skills today's employers demand?
- What solutions do we have in place to facilitate more creative learning opportunities?
- How do we encourage students and faculty to collaborate more effectively with one another?
- Where can we cost-effectively implement new learning approaches?
- Do we have the right training in place to ensure faculty and staff can effectively use new learning solutions?

Creating cost-effective connected learning.

In education, budget constraints are a constant challenge is to do more with less. That means being smart about the programs you have in place and choosing solutions that help you do more with existing resources. Ultimately, it comes down to making new choices, avoiding getting stuck in the status quo, and blending new learning modalities with traditional learning approaches to enable the kind of evolution that will meet the expectations of today's students and faculty and the demands of a new economy.

Connected learning can also result in savings for your college or university. Technology-enabled, self-directed learning opportunities can help you expand your student and tuition base with only minimal overhead burden. Campuswide wireless connectivity reduces the need for hard-wired computer labs and their support requirements. Video conferencing and collaboration tools can lessen demand for lecture space, simplify scheduling, and enable classes to take place anytime, anywhere. In fact, as the 21st century classroom and campus are redefined, your institution has an array of opportunities to transform educationally and economically.

Discover opportunities to improve cost-efficiencies with these questions:

- How can new learning solutions help us more efficiently use existing infrastructure?
- Where can new learning solutions enable greater access by more students?
- How can we make existing programs more efficient?
- Where can new learning solutions be shared across departments for greater economies of scale?
- How will new learning solutions transform the physical landscape of our campus?

Cisco Solutions for next-generation learning.



Think of your IP network as the platform for enabling a truly connected, next-generation learning environment. By using it as the foundation for your communications tools, collaboration capabilities, rich media solutions, and mobility infrastructure, you can help ensure that you have the systems and processes in place to deliver a more dynamic educational experience. Cisco Solutions optimize that network to help you respond to the latest learning opportunities and empower your students with the skills that will make them more competitive.

Cisco Solutions deliver:

- **Improved communications:** A single communications system that combines voice, video, and data boosts faculty and student satisfaction by simplifying access to information.
- **Enhanced collaboration:** With a single, combined voice and data network, sharing information is easy, inspiring new learning opportunities and bringing staff, students, and faculty together.
- **Reduced costs:** By consolidating various networks, you can improve connectivity and cost-effectively deliver access to the latest learning tools.

- **Expanded access:** Provide students and faculty access to a wider array of media-rich resources, while enabling remote learning and integration of external subject matter expertise.
- **Improved mobility:** Give students, faculty, and staff access to information and resources from anywhere on campus, indoors or outdoors.
- **Seamless implementation:** Ensure that students and staff have access to the latest tools and the expertise to effectively put them to use.

These Cisco Solutions are designed to help institutions of higher education create next-generation learning environments and prepare students for the future:

- **Cisco Unified Communications:** Enhance communications security, flexibility, and information access with a single IP network that includes data, voice, and video capabilities.
- **Cisco Unified Wireless Network:** Provide high-speed, next-generation wireless access to extend learning beyond the classroom to anywhere on campus.
- **Cisco Digital Media System:** Deliver on-demand learning content to desktops and digital signs anywhere, anytime.
- **Cisco WebEx™ Collaboration:** Expand the reach of courses to remote learners, provide rich interactive environments for online classes, and enable collaborative online projects and conversations between faculty and students.
- **Cisco Consulting Services:** Help faculty and students effectively use new collaboration, communications and learning tools by providing online or on-campus training from our experienced educational consultants.

At Cisco, our goal is to put the human network effect to work for you to create an optimal learning environment for your students, faculty, and staff. Ensuring opportunities for next-generation learning experiences is at the heart of this effort. By helping you integrate new broadband and next-generation learning tools, increase collaboration opportunities, and implement technologies that give your students, faculty, and staff access to a wider world of educational resources, we provide a solid foundation for creating a learning and teaching environment that effectively prepares your students for the future. Your network is at the center of this integrated effort.

To learn more about the Cisco Solutions designed to enhance next-generation learning in higher education, contact your Cisco representative or visit http://www.cisco.com/web/strategy/education/21stGenEdu_CCEHigherEd.html