



**ALPHA KAPPA PSI**

*The Professional Business Fraternity*

## Curriculum Roadmap

Vice President of Membership

Updated as of 07/18

## Congratulations on your election!

At this point, you likely have several ideas for your position, and a lot of questions on what to do next. By reviewing the following resources, you will be equipped with the information and resources needed to be a chapter officer. After completing this pathway, the following curriculum roadmap will guide you through the month-by-month lesson plan providing you the skills and resources to be successful in your position, and as a member of the organization.

By following the curriculum roadmap, chapter officers will be guided throughout their term to execute their officer duties and continue to grow as a principled business leader. Each unit is specifically tailored to impact the growth and learning of chapter officers and their needs throughout the year. As we are continually working to develop new resources, some resources may not be linked as they are in creation. The roadmap will be updated periodically to reflect the new resources available. If there are resources not listed that would be helpful in your role, suggestions can be sent to [education@akpsi.org](mailto:education@akpsi.org).

Fraternal Resources		Officer Resources		Leadership Resources	
<input type="checkbox"/>	<a href="#">Governing Documents Review</a> (30') <ul style="list-style-type: none"> <li><a href="#">2017-19 Constitution</a></li> <li><a href="#">Board of Directors Statement of Policy - August 2016</a></li> <li>The Ritual of Alpha Kappa Psi</li> <li>Chapter Bylaws</li> </ul>	<input type="checkbox"/>	<a href="#">Vice President of Membership eLearning</a> (3')	<input type="checkbox"/>	<a href="#">Positive Confrontation Program</a> (10') <i>Go to Chapter 3 in the webinar</i>
		<input type="checkbox"/>	<a href="#">Executive Board eLearning</a> (2')		
<input type="checkbox"/>	<a href="#">General Liability Insurance</a> (15')	<input type="checkbox"/>	<a href="#">Chapter Meeting Procedure</a> (5')	<input type="checkbox"/>	<a href="#">Communicating with the RMT</a> (5')
<input type="checkbox"/>	<a href="#">Minimum Standards Review</a> (10')	<input type="checkbox"/>	<a href="#">SMART Goals</a> (5')	<input type="checkbox"/>	<a href="#">Enhancing Your Fraternity Communication eLearning</a> (3')
<input type="checkbox"/>	<a href="#">Hazing Prevention</a> (5')	<input type="checkbox"/>	<a href="#">RMT Structure Review</a> (5')	<input type="checkbox"/>	<a href="#">Leadership and Motivation</a> (5')
<input type="checkbox"/>	Risk Management eLearnings <ul style="list-style-type: none"> <li><a href="#">Alcohol and Drug Policy</a> (3')</li> <li><a href="#">Fire and Health Safety</a> (2')</li> <li><a href="#">Preventing Sexual Harassment</a> (3')</li> <li><a href="#">Publication of Inappropriate Materials Policy</a> (2')</li> <li><a href="#">Understanding the Hazing Policy</a> (3')</li> </ul>	<input type="checkbox"/>	<a href="#">Heritage Center Staff Contacts</a> (5')	<input type="checkbox"/>	<a href="#">Basics of Parliamentary Procedure</a> (5')
		<input type="checkbox"/>	Parliamentary Pro eLearnings <ul style="list-style-type: none"> <li><a href="#">7 Steps to Handling a Motion</a> (5')</li> <li><a href="#">Basic Definitions</a> (3')</li> <li><a href="#">Incidental Motions</a> (3')</li> </ul>	<input type="checkbox"/>	<a href="#">Parliamentary Procedure at a Glance</a> (5')
				<input type="checkbox"/>	Join the Regional Facebook Page
<b>Total Time to Complete:</b> About 2 hours 30 minutes					

## Vice President of Membership Position Description

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Alpha Kappa Psi is recognized as the premier developer of principled business leaders.

Recruitment is 365. Your role is not limited to a two-week period each academic term where the chapter accepts new members. Through proper planning, you will set the chapter up for membership sustainment. The following actions will ensure your term starts off on the right foot:

- Attend the weekly executive board meeting.
- Responsible for overseeing recruitment and the pledge program.
- Communicate well with pledge educators.
- Initiate a discussion about the pledge class during student member meetings.
- Ensure the chapter is following the fraternity-approved pledge program - PEP. The program can be downloaded online at [www.akpsi.org](http://www.akpsi.org). Each chapter is required to follow the minimum standards as outlined in the *Pledge Educator Guide*.
- Check with the master of rituals to ensure there are enough pledge pins PRIOR to pledge induction.
- If you must reserve rooms on campus for pledge education meetings, coordinate with the president and master of rituals who also must reserve rooms.
- Fill out the chapter's *Recruitment Plan* and submit to the chapter advisor, section director and regional director each term.
- Follow up to ensure pledges and initiates are properly reported.
- Set up the recruitment events for the chapter.
- Get the ENTIRE chapter and alumni involved with recruitment!
- Recruit year-round. Always be recruiting!
- Conduct a recruitment clinic prior to the start of recruitment.

### Things to do

- Know your regional objectives and projected goals for your chapter.
- Review all Pledge Education Materials
- Establish specific characteristics you desire in prospective brothers.
- Ensure your recruitment period and pledge education program are well organized.
- Focus on both recruitment and retention. Strive for fraternity awards.
- Have a backup plan if your chapter fails to reach the objective.
- Identify every brother's role in the recruitment process. Include everyone.
- Create an atmosphere of excitement... think membership.

## Planning for Recruitment and the Pledge Education Program

The vice president of membership is responsible for recruiting the future for the chapter. However, it cannot be achieved successfully without the ENTIRE chapter's help. A good vice president of membership must be organized, dedicated and motivated.

The vice president of membership should have a calendar of chapter events including Induction, pledge education, Big Brother/Little Brother functions, and Initiation. To help you plan, you should read the past officer documentation, the ***Bridge to Brotherhood Facilitator Guide***, the ***Constitution and Statutory Code***, and the chapter *Bylaws*.

As vice president of membership, you are also responsible for filling out the recruitment plan for the chapter each academic term. It is extremely important recruitment is thoughtfully planned out months in advance. After completing the Recruitment Plan, forward it to your chapter advisor, section director and regional director. They will be able to provide valuable feedback.

When setting membership goals it is extremely important to get buy-in from the members of the chapter. You'll need their assistance to meet these goals.

### What is my part?

Each individual plays a small, but significant part in a chapter's recruitment program. Listed below are several ideas to get you moving in the right direction. If you need additional ideas or assistance please call your chapter advisor, section director, regional director, or chapter educational resource coordinator at the Heritage Center.

Have you ever thought of all the benefits of having a successful recruitment campaign? Greater participation, more revenue and a broadening of your network are just a few reasons to organize your chapter's efforts. Starting the term with a successful recruitment raises the morale of the brothers and carries over to other programs. Successful recruitment programs work due to careful planning and the involvement of all brothers. Specifically defining what you offer to your members and knowing what you look for in potential members are the first steps you must take.

## How do I follow the Curriculum Roadmap?

Each month, the units are designed to assist you based on the timeline of the Leadership Pathway and the skills and knowledge you need to complete the associated requirements. The unit names laid out on the curriculum roadmap are connected to the Chapter Success Plan, chapter operations, and Alpha Kappa Psi's Learning and Leadership Development model, which has been designed to expose members to a comprehensive set of key skills and three key practices. These key skills and practices were identified through extensive research on what will give Alpha Kappa Psi's members a competitive advantage once they enter the workforce.

The below sample walks you through the layout of the month-by-month roadmap.

Month		
Unit Name	Chapter Success Plan	Operational Topic
Relation to the competency model	Key Practices explored	Key Practices explored
	Key Skills explored	Key Skills explored
	Behaviors explored	Behaviors explored
Essential Questions	What should you be able to answer about the Chapter Success Plan?	What should you be able to answer about the operational topic?
Event	What fraternal events or activities should the chapter officer be attending doing with their chapter in relation to the Chapter Success Plan?	What fraternal events or activities should the chapter officer be attending or doing with their chapter to support this fraternal topic?
Learning Objectives	By participating in the fraternity or chapter events or activities, an officer will be able to do the following.	By participating in the fraternity or chapter events or activities, an officer will be able to do the following.
Additional Resources	What additional resources does the fraternity provide to assist the officer with learning the Chapter Success Plan?	What additional resources does the fraternity provide to support the officer and chapter with this fraternal topic?
Action Items	What action items need to be accomplished this month in relation to the Chapter Success Plan and/or Leadership Pathway?	What action items need to be accomplished this month in relation to chapter operations?

## January

January				
Unit Name	Chapter Success Plan		Risk Management	
Relation to the competency model	Active Learner	Principled Decision Maker	Change Agent	
	Relationship Building	Organization	Confidence	Oral Communication
	Explore issues, object, and works	Identify and define the problem, issue or opportunity	Reflect upon conditions that led to decision and outcomes to learn and improve future decisions	Take responsibility for results and outcomes
Essential Questions	Are we meeting the goals of the current Chapter Success Plan?	What is the current state of the chapter?	Does the entire chapter understand the risk management policies and their relationship to pledge education?	How can we improve our pledge education to be more compliant with risk management?
Event			Chapter-wide Risk Management Refresher	
Learning Objectives	Review the current state of the chapter		Demonstrate knowledge of the fraternity's risk management policies	Analyze the chapter's pledge program for areas of risk and potential violations
Additional Resources	Current year's Chapter Success Plan		<a href="#">Fraternity Governing Documents</a>	<a href="#">Risk Management Webinars and eLearnings</a>
Action Items	<ul style="list-style-type: none"> <li><input type="checkbox"/> Complete SWOT Analysis</li> <li><input type="checkbox"/> Prepare for Chapter Achievement Pathway Track by discussing expectations and opportunities</li> <li><input type="checkbox"/> Prepare for PBLI by discussing expectations and opportunities</li> </ul>		<ul style="list-style-type: none"> <li><input type="checkbox"/> Attend Chapter Risk Management Refresher</li> <li><input type="checkbox"/> Review the Risk Management resources available</li> <li><input type="checkbox"/> Attend discussion with the Executive Board about Servant Leadership and what the President learned at Presidents Academy</li> <li><input type="checkbox"/> Report Winter Quarter Initiates within 7 days of Initiation</li> <li><input type="checkbox"/> Submit Recruitment Plan to RD, SD and CA</li> </ul>	

**February**

Unit Name	Chapter Success Plan		Pledge Education Preparation		
Relation to the competency model	Active Learner	Principled Decision Maker	Active Learner	Principled Decision Maker	Change Agent
	Analytical and Critical Thinking	Listening and Comprehension	Confidence	Organization	Oral Communication
	Identify root causes rather than symptoms	Listen to others to understand perspectives, concerns, and needs	Involve others in the process	Build trust in teams in order to engage and learn	Speak in ways that enable others to engage and learn
Essential Questions	What do the chapter officers see as strengths, weaknesses, opportunities and threats of the chapter?	What should we be focusing on for the next academic year?	Is the pledge education committee prepared to lead the modules?	Are the materials ready for pledge education?	Are there any final logistics for this term that need finalized?
Event	Chapter Achievement Pathway Track		Pledge Class Meetings		
Learning Objectives	Examine the current state of the chapter	Explore opportunities for the chapter to focus on	Prepare pledge education materials for the term	Review the module content with the pledge education committee	Identify final logistics that need completed
Additional Resources	Current year's Chapter Success Plan		<a href="#">Bridge to Brotherhood Facilitator Guide</a>	<a href="#">Bridge to Brotherhood Participant Manual</a>	<a href="#">Module PowerPoints</a> <a href="#">Program Syllabus</a>
Action Items	<input type="checkbox"/> Attend PBLI <input type="checkbox"/> Attend Chapter Achievement Pathway Track <input type="checkbox"/> Complete a deep dive of the SWOT Analysis at Chapter Achievement Pathway Track <input type="checkbox"/> Complete PBLI and Chapter Achievement Pathway Track Evaluation		<input type="checkbox"/> Review the Facilitator Guide <input type="checkbox"/> Communicate with the pledge education team regarding expectations for the term <input type="checkbox"/> Prepare additional materials for the modules and electives <input type="checkbox"/> Submit Spring Program Syllabus (quarter schools) <input type="checkbox"/> Report Winter Initiates within 7 days of Initiation <input type="checkbox"/> Report Spring pledges within 7 days of Induction		

## March

Unit Name	Chapter Success Plan	Pledge Education Planning			
Relation to the competency model	Principled Decision Maker		Active Learner		Principled Decision Maker
	Organization	Decision Making	Analytical and Critical Thinking	Decision Making	Organization Written Communication
	Define processes and tasks in terms of expected outcomes	Think About Tomorrow's Business while Managing Today's Business	Define processes and tasks in terms of expected outcomes	Reflect upon conditions that led to decision and outcomes to learn and improve future decisions	Think about tomorrow's business while managing today's business
Essential Questions	What actions do we need to be taking now to complete the Chapter Success plan?	What questions do we need to be considering now to complete the Chapter Success Plan?	What electives do we want to select for next term?	What is the schedule for pledge class meetings and rituals next term?	What logistics need planned for next term?
Event	Chapter Executive Board meetings		Pledge Class Meetings		
Learning Objectives	Plan the Executive Retreat		Discuss the elective options for next term's program	Identify areas of improvement for the next term's pledge education	Plan the logistics for the next pledge education
Additional Resources	Chapter Success Plan	Chapter Success Plan Reflection	<a href="#">Bridge to Brotherhood Facilitator Guide</a>	<a href="#">Bridge to Brotherhood Participant Manual</a>	<a href="#">Module PowerPoints</a> <a href="#">Program Syllabus</a>
Action Items	<input type="checkbox"/> Begin working on the new Chapter Success Plan <input type="checkbox"/> Ensure the previous MOR begins working on the Chapter Success Plan Reflection <input type="checkbox"/> Begin preparing for the Executive Retreat		<input type="checkbox"/> Meet with the pledge education committee to discuss options for next term's program <input type="checkbox"/> Begin working on the Fall Program Syllabus <input type="checkbox"/> Report Spring pledges within 7 days of Induction		

## April

Unit Name	Chapter Success Plan			Officer Transition		
Relation to the competency model	Principled Decision Maker			Change Agent		
	Relationship Building	Emotional Intelligence	Decision-Making	Organization	Relationship Building	
	Build trust in teams, in order to engage and to learn	Seek to understand short term and long-term consequences of decisions		Define processes and tasks in terms of expected outcomes	Involve Others in the Process	Listen to others to understand perspectives, concerns and needs
Essential Questions	Who are we as an Executive Board?	What do we want to want to accomplish over the next year?		Have I given my successor everything they need to be successful?		
Event	Executive Retreat			Officer Transition		
Learning Objectives	Discuss behaviors of a healthy team	Discuss personal and chapter-based goals for the upcoming year		Formulate discussions between officers to share best practices and learned knowledge	Develop succession plan for transfer of documents and contacts	
Additional Resources	Executive Retreat Agenda			<a href="#">ChapterSpot HQdocs</a>		
Action Items	<input type="checkbox"/> Attend the Executive Retreat <input type="checkbox"/> Continue working on the new Chapter Success Plan <input type="checkbox"/> Ensure the previous Executive Board continues working on the Chapter Success Plan Reflection			<input type="checkbox"/> Coordinate with the VP Membership elect to ensure transfer of knowledge, documents and materials <input type="checkbox"/> Submit the Fall Program Syllabus <input type="checkbox"/> Report Spring initiatives within 7 days of Initiation		

May				
Unit Name	Chapter Success Plan		Chapter Assessments	
Relation to the competency model	Principled Decision Maker		Active Learner	Principled Decision Maker
	Decision-Making	Organization	Organization	Oral Communication Written Communication
	Apply learned concepts to novel situations	Organize and develop written communication in various forms	View success and failure in terms of learning and improvement in addition to results	Listen to others to understand perspectives, concerns and needs
Essential Questions	What are we committing to work on as a chapter for the next academic year?		What did chapter members enjoy that they want to see more of next year regarding pledge education?	What did chapter members not enjoy that they want to see improved upon next year regarding pledge education?
Event				
Learning Objectives	Complete the Chapter Success Plan	Complete the Chapter Success Plan Reflection	Collect thoughts and feelings regarding pledge education	
Additional Resources	Chapter Success Plan		Chapter Needs Assessment	
Action Items	<input type="checkbox"/> Submit the new Chapter Success Plan <input type="checkbox"/> Submit the Chapter Success Plan Reflection (semester schools)		<input type="checkbox"/> Conduct year-end assessment <input type="checkbox"/> Report Spring initiatives within 7 days of Initiation	

June					
Unit Name	Chapter Success Plan		Chapter Communication		
Relation to the competency model	Principled Decision Maker		Change Agent		
	Creative and Innovative Thinking	Decision Making	Organization	Decision Making	Written Communication
	Define processes and tasks in terms of expected outcomes	Involve others in the process	Define processes and tasks in terms of expected outcomes		
Essential Questions	How do we execute the Chapter Success Plan?		How can the chapter stay connected during the summer break?	What should the chapter still be aware of in regard to pledge education during their time away from campus?	
Event					
Learning Objectives	Identify tasks to complete in order to execute the Chapter Success Plan		Identify appropriate methods of communication	Practice various methods of communication with chapter officers and members	
Additional Resources	Chapter Success Plan		Chapter Communication Plan		
Action Items	<input type="checkbox"/> Begin planning for the year based off the Chapter Success Plan		<input type="checkbox"/> Communicate with chapter president about plans and expectations over summer break <input type="checkbox"/> Report Spring initiates within 7 days of Initiation		

## July

July					
Unit Name	Chapter Success Plan		Recruitment Planning		
Relation to the competency model	Principled Decision Maker		Active Learner		Principled Decision Maker
	Creative and Innovative Thinking	Decision making	Analytical and Critical Thinking	Creative and Innovative Thinking	Decision Making
	Define processes and tasks in terms of expected outcomes	Involve others in the process	Define processes and tasks in terms of expected outcomes	Capable of exploring different options to overcome hurdles/challenges	Identify and define the problem, issue or opportunity
Essential Questions	How do we execute the Chapter Success Plan?		How are we marketing to our target audience?	What is the format and length of our recruitment?	What logistics need planned?
Event					
Learning Objectives	Identify tasks to complete in order to execute the Chapter Success Plan		Develop recruitment marketing plan		Plan recruitment events and activities
Additional Resources	Chapter Success Plan		<a href="#">Recruitment Plan Template</a>	<a href="#">Recruitment Improvement Plan</a>	<a href="#">Sample Recruitment Letter</a>
			<a href="#">Sample Recruitment Workshop</a>	<a href="#">Preparing for Recruitment</a>	<a href="#">Executing a Successful Recruitment</a>
Action Items	<input type="checkbox"/> Continue planning for the year based off the Chapter Success Plan		<input type="checkbox"/> Begin working on Recruitment Plan <input type="checkbox"/> Prepare a Recruitment Clinic for the chapter		

## August

Unit Name	Chapter Success Plan					Risk Management	
Relation to the competency model	Change Agent					Change Agent	
	Confidence	Creative and Innovative Thinking	Oral Communication	Organization	Relationship Building	Confidence	Oral Communication
	Speak in ways that will enable others to engage and learn		Build trust in teams in order to engage and to learn		Involve Others in the Process	Reflect upon conditions that led to decision and outcomes to learn and improve future decisions	Take responsibility for results and outcomes
Essential Questions	How do we share the Chapter Success Plan and goals for the year with the chapter?					Does the entire chapter understand the risk management policies and their relationship to pledge education?	How can we improve our pledge education to be more compliant with risk management?
Event	Chapter Kickoff Meeting		Regional Assembly			Chapter-wide Risk Management Refresher	
Learning Objectives	Discuss the Chapter Success Plan with the chapter					Demonstrate knowledge of the fraternity's risk management policies	Analyze the chapter's pledge education for areas of risk and potential violations
Additional Resources	Chapter Success Plan					<a href="#">Fraternity Governing Documents</a>	<a href="#">Risk Management Webinars and eLearnings</a>
Action Items	<input type="checkbox"/> Attend the Chapter Kickoff Meeting <input type="checkbox"/> Attend the Regional Assembly <input type="checkbox"/> Begin executing the Chapter Success Plan					<input type="checkbox"/> Attend Chapter Risk Management Refresher <input type="checkbox"/> Review the Risk Management resources available <input type="checkbox"/> Submit Recruitment plan <input type="checkbox"/> Hold Recruitment Clinic	

## September

Unit Name	Chapter Success Plan				Pledge Program Preparation			
Relation to the competency model	Active Learner		Principled Decision Maker		Active Learner	Principled Decision Maker	Change Agent	
	Analytical and Critical Thinking	Confidence	Decision Making	Organization	Confidence	Organization	Oral Communication	
	Capable of exploring different options to overcome hurdles/challenges		Take responsibility for results and outcomes		Involve others in the process	Build trust in teams in order to engage and learn	Speak in ways that enable others to engage and learn	
Essential Questions	Are we meeting the goals of the Chapter Success Plan?				Is the pledge education committee prepared to lead the modules?	Are the materials ready for pledge education?	Are there any final logistics for this term that need finalized?	
Event	Chapter Kickoff Meeting		Regional Assembly		Pledge Class Meetings			
Learning Objectives	Implement the Chapter Success Plan				Prepare pledge education materials for the term	Review the module content with the pledge education committee	Identify final logistics that need completed	
Additional Resources	Chapter Success Plan				<a href="#">Bridge to Brotherhood Facilitator Guide</a>	<a href="#">Bridge to Brotherhood Participant Manual</a>	<a href="#">Module PowerPoints</a>	<a href="#">Program Syllabus</a>
Action Items	<ul style="list-style-type: none"> <li><input type="checkbox"/> Attend the Chapter Kickoff Meeting</li> <li><input type="checkbox"/> Attend the Regional Assembly</li> <li><input type="checkbox"/> Continue executing the Chapter Success Plan</li> </ul>				<ul style="list-style-type: none"> <li><input type="checkbox"/> Review the Facilitator Guide</li> <li><input type="checkbox"/> Communicate with the pledge education team regarding expectations for the term</li> <li><input type="checkbox"/> Prepare additional materials for the modules and electives</li> <li><input type="checkbox"/> Report Fall pledges within 7 days of Induction</li> </ul>			

## October

Unit Name	Chapter Success Plan				Pledge Education Planning			
Relation to the competency model	Active Learner		Principled Decision Maker		Active Learner		Principled Decision Maker	
	Analytical and Critical Thinking	Confidence	Decision Making	Organization	Analytical and Critical Thinking	Decision Making	Organization	Written Communication
	Capable of exploring different options to overcome hurdles/challenges		Take responsibility for results and outcomes		Define processes and tasks in terms of expected outcomes	Reflect upon conditions that led to decision and outcomes to learn and improve future decisions	Think about tomorrow's business while managing today's business	
Essential Questions	Are we meeting the goals of the Chapter Success Plan?				What electives do we want to select for next term?	What is the schedule for pledge class meetings and rituals next term?	What logistics need planned for next term?	
Event	Chapter Events				Pledge Education Meetings			
Learning Objectives	Implement the Chapter Success Plan				Discuss the elective options for next term's program	Identify areas of improvement for the next term's pledge education	Plan the logistics for the next pledge education	
Additional Resources	Chapter Success Plan				<a href="#">Bridge to Brotherhood Facilitator Guide</a>	<a href="#">Bridge to Brotherhood Participant Manual</a>	<a href="#">Module PowerPoints</a>	<a href="#">Program Syllabus</a>
Action Items	<input type="checkbox"/> Continue executing the Chapter Success Plan				<input type="checkbox"/> Meet with the pledge education committee to discuss options for next term's program <input type="checkbox"/> Begin working on the Program Syllabus <input type="checkbox"/> Report Fall pledges within 7 days of Induction			

## November

Unit Name	Chapter Success Plan				Officer Transition		
Relation to the competency model	Active Learner		Principled Decision Maker		Change Agent		
	Analytical and Critical Thinking	Confidence	Decision Making	Organization	Organization		Relationship Building
	Capable of exploring different options to overcome hurdles/challenges		Take responsibility for results and outcomes		Define processes and tasks in terms of expected outcomes	Involve Others in the Process	Listen to others to understand perspectives, concerns and needs
Essential Questions	Are we meeting the goals of the Chapter Success Plan?				Are outgoing officers preparing the elect officers for their role?		Are transitioning officers prepared to take over their role?
Event	Chapter Events				Officer Transition		
Learning Objectives	Implement the Chapter Success Plan				Facilitate discussions between officers to share best practices and learned knowledge		Develop succession plan for transfer of documents and contacts
Additional Resources	Chapter Success Plan				<a href="#">ChapterSpot HQdocs</a>		
Action Items	<input type="checkbox"/> Continue executing the Chapter Success Plan				<input type="checkbox"/> Coordinate with the VPM elect to ensure transfer of knowledge, documents and materials <input type="checkbox"/> Submit the Winter/Spring Program Syllabus <input type="checkbox"/> Conduct term-end assessment <input type="checkbox"/> Report Fall Initiates within 7 days of Initiation		

## December

Unit Name	Chapter Success Plan				Recruitment Planning			
Relation to the competency model	Active Learner		Principled Decision Maker		Active Learner		Principled Decision Maker	
	Analytical and Critical Thinking	Confidence	Decision Making	Organization	Analytical and Critical Thinking	Creative and Innovative Thinking	Decision Making	
	Capable of exploring different options to overcome hurdles/challenges		Take responsibility for results and outcomes		Define processes and tasks in terms of expected outcomes	Capable of exploring different options to overcome hurdles/challenges	Identify and define the problem, issue or opportunity	
Essential Questions	Are we meeting the goals of the Chapter Success Plan?				How are we marketing to our target audience?	What is the format and length of our recruitment?	What logistics need planned?	
Event	Chapter Events							
Learning Objectives	Implement the Chapter Success Plan				Develop recruitment marketing plan		Plan recruitment events and activities	
Additional Resources	Chapter Success Plan				<a href="#">Recruitment Plan Template</a>	<a href="#">Recruitment Improvement Plan</a>	<a href="#">Sample Recruitment Letter</a>	<a href="#">Selling AKPsi</a>
					<a href="#">Sample Recruitment Workshop</a>	<a href="#">Preparing for Recruitment</a>	<a href="#">Executing a Successful Recruitment</a>	<a href="#">ChapterSpot Recruitment Video</a>
Action Items	<input type="checkbox"/> Register for PBLI and Chapter Achievement Pathway Track <input type="checkbox"/> Continue executing the Chapter Success Plan				<input type="checkbox"/> Report Fall pledges within 7 days of Initiation <input type="checkbox"/> Begin working on Winter/Spring Recruitment Plan			