

Exhibit A. : Summary of Previous Experience in Higher Education Searches

Please answer the following questions and attach as the cover sheet to your proposal:

Name of Search Firm: _____

1. Do you wish to be considered for searches related to:
 - State Universities
 - Community and Technical Colleges
 - System Senior Leaders (chancellor, vice-chancellor level positions, or other senior leadership positions in the system office)
2. Provide examples of your experience with Chief Executive/System Senior Leader Searches for the type of institution(s) you indicated in question # 1.
3. Provide examples of your experience with searches in **public sector** higher education institutions.
4. Provides examples (if you have them) of recruiting chancellors and presidents in a system.
5. Provide information regarding the diversity of the candidate pools that resulted from your recruiting efforts.

Please answer the following questions:

- a. Why should we hire your firm? What distinguishes your firm? What do you bring that other firms do not?
- b. How do you judge success in a search?
- c. Describe a search that was highly successful. Why does that search stand out?
- d. Describe a search that was very challenging. How did you overcome the challenge?

Signed:	Date:
Title:	