

**Massachusetts Disclosures Required
for Certain Private Postsecondary Institutions**

Business Administration - Marketing Management (Online Program)
Bachelor of Science

**ITT Technical
Institute**
9511 Angola Court
Indianapolis, IN 46268

The following disclosures are made pursuant to 940 CMR 31.05, and are required to be made, clearly and conspicuously, at least 72 hours before you may enter into an Enrollment Agreement with ITT Technical Institute. These disclosures are also on the school's website at: www.itt-tech.edu/massachusetts.

COST OF PROGRAM¹

The total cost of the program is \$76,980. This is an estimated amount, because the total program cost is determined by the following variables:

1. the estimated number of credit hours in the program course(s) that the student takes while enrolled in the program may differ from the actual number of credit hours in those courses;
2. the amount of tuition per credit hour charged for program courses may change;
3. the program course(s) that the student is expected to take while enrolled in the program may differ from the program course(s) that the student actually takes;
4. the pace at which the student takes and satisfactorily completes the program courses will determine the number of quarters that the student is enrolled in the program and the total cost of the program to the student;
5. the number of program courses that the student must satisfactorily complete to graduate from the program will depend on the student's previous postsecondary education and experience;
6. the courses in the program and the number of credit hours in any program course and/or the program may change.
7. the cost of tools required for certain program courses, if the student purchases those tools from the school. The actual cost of those tools could be higher or lower than the estimated cost, and is subject to change by the school at any time.

GRADUATION²

300.00% of students graduated from the program during 2014 and 2015. Although a "Graduation Rate" exceeding 100% may appear counterintuitive and inaccurate, this rate is the correct result of the calculation expressly required by 940 CMR 31.03.

GRADUATION TIME³

The average student graduates in 44.68 months.

YOUR LOAN DEBT

You must repay money that you borrow as student loans to pay for this program, including interest. You must repay any portion of the money you borrow to pay for this program, even if you fail to complete or drop out of the program. Failure to repay student loans is likely to have a serious negative effect on your credit, future earnings, and your ability to obtain future student loans.

LOAN NONPAYMENT STATISTICS⁴

62.3% of ITT Technical Institute students defaulted on, or failed to repay, their loans during the period October 1, 2011-September 30, 2012 [includes the institution's most recent federal three-year cohort default rate of 18.8%, calculated pursuant to 34 CFR Part 668, Subparts M and N].

PLACEMENT RATES⁵

Graduate Placement Rate: 75.00% of graduates during 2014 and 2015 obtained full-time, non-temporary jobs in their field of study.

Total Placement Rate: 225.00% of students that enrolled in the program during 2014 and 2015 obtained full-time, non-temporary jobs in their field of study.

EMPLOYMENT STATISTICS

Employment statistics substantiating these placement rates are available for inspection on request.

1. 940 CMR 31.03 defines "Program Cost" as the tuition and fees charged for completing a program, including the typical costs for books and supplies (unless those costs are included as part of tuition and fees) the cost of room and board (whether on or off campus), and transportation. However, the total program cost is an estimated amount because of the variables described in the Cost of Program section.
2. 940 CMR 31.03 defines "Graduation Rate" as the number of students who received certificates, diplomas, or degrees in the program during the latest two calendar years, divided by the number of students who enrolled in the program during the latest two calendar years. The graduation rate shall be determined within 180 days from the end of each calendar year.
3. 940 CMR 31.03 defines "Median Completion Time" as the median duration of attendance in months, rounded to the nearest month, of all students who obtained a certificate, diploma, or degree from a program during the latest two calendar years.
4. 940 CMR 31.03 defines "Loan Nonpayment Percentage" as the sum of: (a) the most recent federal cohort default rate (as calculated pursuant to 34 CFR Part 668, Subparts M and N); and (b) the percentage of student borrowers in said cohort, other than those borrowers in 940 CMR 31.03: Loan Nonpayment Percentage(a), whose Stafford loans, at the time the most recent cohort default rate was calculated, were in deferment or forbearance; and (c) the percentage of student borrowers in said cohort, other than those borrowers in categories 940 CMR 31.03: Loan Nonpayment Percentage(a) and (b), who defaulted under the terms of institutional loans during the cohort default period. This Loan Nonpayment Percentage is applicable to the ITT Technical Institute, Indianapolis, main campus, and its additional locations, including this campus.

5. 940 CMR 31.03 defines "Graduate Placement Rate" as the number of students obtaining full time (at least 32 hours per week) and non-temporary employment in the field of study during the latest two calendar years for which the school has obtained verification, divided by the number of all students graduating from the program during the latest two calendar years. The graduate placement rate shall be determined within 180 days from the end of each calendar year.

940 CMR 31.03 defines "Total Placement Rate" as the product of the graduate placement rate and the graduation rate. The total placement rate shall be determined within 180 days from the end of each calendar year.

940 CMR 31.03 defines "Employment in the Field of Study" as employment in the job specified in the name of the program or in the certificate, diploma, or degree conferred by a school upon graduation from the program, or the reasonable equivalent thereof, such as those set forth in the "Sample of reported job titles" and "Related Occupations" listed in the Summary Report for each Standard Occupational Classification (SOC) code obtained by entering the program's Classification of Instructional Program (CIP) code on O*NET crosswalk, <http://www.onetonline.org/crosswalk/CIP>. The "reasonable equivalent" does not include a job for which:

- (a) training in the program is not required; and
- (b) the entry level salary is less than 80% of the entry level salary of the job specified in the name of the program.

I have read and I understand all of the information disclosed to me in the Massachusetts Disclosures Required for Certain Private Postsecondary Institutions. I acknowledge that I was provided with these clear and conspicuous disclosures and also understand that I may not sign an Enrollment Agreement with ITT Technical Institute until at least 72 hours after signing this document.

Student's Signature: _____ Date: _____

Print Name: _____ Sign Method: ____

Parent or Guardian Signature: _____ Date: _____

Print Name: _____ Sign Method: ____