



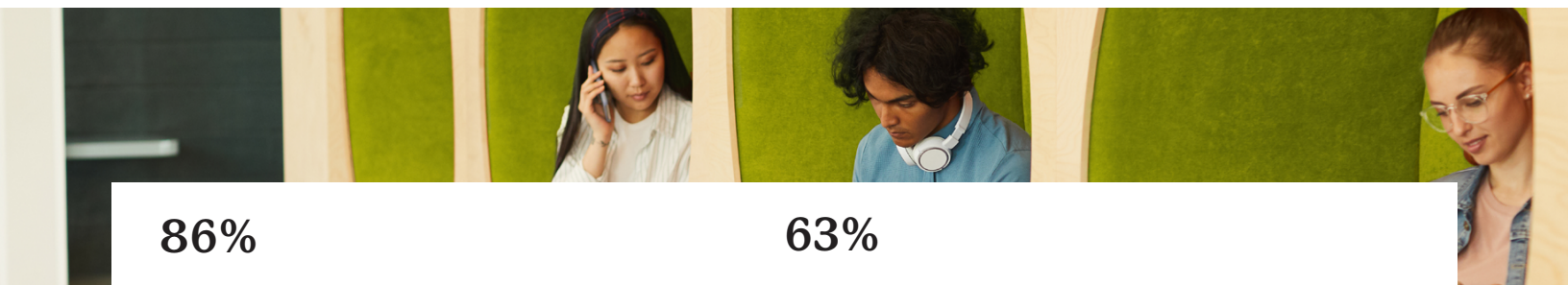
Sophia Learning Partnership Guide

Help Your Students Cross the Finish Line with Sophia

At Sophia Learning, we believe that personal and professional advancement should be affordable and accessible to students at every stage of their educational career.

Partnering with Sophia means more intentional collaboration in support of your students. We help all types of colleges and universities more meaningfully serve students by providing an alternative way to learn on their own terms. Ultimately, Sophia can help increase retention and validate learning that happens outside the classroom.

Our self-paced courses provide students with the flexibility they need to help complete their degrees.



86%

Higher rate of **University of Maryland Global Campus** students who successfully completed Sophia courses continued to their fourth term

63%

Over 63% of Sophia learners were influenced to enroll in their current or future university based on a university's ability to accept Sophia courses for credit.



GuidedPath

Capella GuidedPath undergraduates who successfully complete Sophia courses continue to their second term at a **14%** higher rate and their fourth term at a **17%** higher rate.



STRAYER
UNIVERSITY

Strayer undergraduates who successfully complete Sophia courses pass their first term at a **22%** higher rate, continue to the second term at a **18%** higher rate, and are still enrolled by their fourth term at a **31%** higher rate.

Sophia by the Numbers, since 2020:



250,000+
Courses completed



750,000+
Credits earned

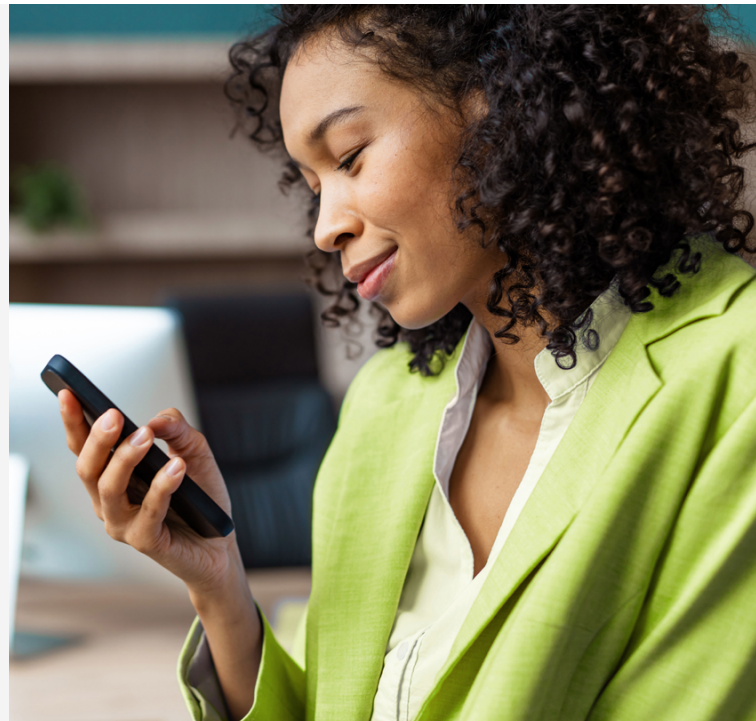


\$200 million
Saved

Why Partner with Sophia?

As a Sophia partner, you can:

- Support students on their path to graduation
- Re-engage at-risk learners
- Provide alternatives for students to aid in persisting through graduation
- Give students flexible, self-paced learning options
- Offer access to 55+ ACE Credit Recommended courses for college transfer credit



How Sophia Works:

01

Students sign up independently or via our partner school landing pages and select a plan.

02

Students begin taking their preferred courses.

03

Upon completion, students have their Sophia transcript sent to their home institution for credit toward their degree.

All courses are completed on the proprietary LMS.

All course materials and assessments are developed by our in-house team for integrated, scaffolded learning and no supplemental textbooks resources are needed to succeed in a Sophia course.

All courses are ACE Credit Recommended and renewed every three years.



The Steps to Partnering with Sophia

Interested in a partnership? The steps to get started are easy!

Step 1:

Sign an Articulation Agreement

Step 2:

Map Sophia Courses to Your Courses

Step 3:

Onboard with Dedicated Account Management team

Step 4:

Receive Ongoing Support for Your Students

Ready to get started?

Here's how:

- **Evaluate** Sophia use cases and services to retain students and get them to graduation faster. Partnering with Sophia may help your institution drive new students.
- Work with our team to start an AA and identify course equivalences between our catalog of **55+ courses**.
- Join the **Sophia Partnership** network with your peer institutions to appear on the website and give students confidence that you accept ACE-recommended Sophia courses for credits.
- If students don't have a preferred college or university in mind, they often sign up for one of our partner institutions **after** signing up with Sophia.
- Once completed, students can begin taking courses in **30 days or less**.
- Get your students on the path to the finish line!

Become a Sophia Partner

Email our team at newpartnerships@sophia.org





Sophia Partnership FAQs

Still have questions? Learn more about the Sophia Partnership Program:

What Are the Advantages of Being a Sophia Partner?

Sophia is a partner to your school and your students to support retention, re-engage learners, and support students on their path to success. Sophia provides a way for new and existing students to learn on their own terms and in times of need. Motivated students completing degree bearing courses could mean better retention and more students graduating at your institution.

Our courses are innovative, recommended by the American Council on Education, and attractive to students looking to accelerate success in their degree journey. Sophia users take a course or two with us, then matriculate the credit back to your institution knowing that it fits in their desired program. Services like this are attractive to net new students, too—especially those looking to find a home institution. Sophia serves over 30,000 students a month, thousands of whom are looking for a landing place to bring their Sophia courses for credit.

How Many Courses Do Students Usually Take with Sophia?

With our monthly subscription model, students can take as many courses as they want with us—up to two at a time. Typically, students take 2–3 courses with us on average, but student use cases and transferability between Sophia and its partner schools may impact average course volume.

How Do Students Find Out About Sophia?

Our students come from many avenues, including advisor recommendations, ACE recommendations, and internet searches. However, Sophia's tremendous popularity comes from its peer-to-peer recommendations. With a Net Promoter Score (NPS) of 95%, students share their positive learning experiences with friends, family, and colleagues. Additionally, Sophia's outcomes research with the nation's leading universities help showcase our impact across higher ed.

Is Sophia Accredited?

Sophia is a member of the American Council on Education (ACE) and utilizes their faculty review process as a benchmark for course development. In addition, Sophia courses are approved for DEAC's "Approved Quality Curriculum (AQC) status.

Sophia is not a Title IV granting institution and does not have regional accreditation, however. Similar to other Prior Learning Assessment (PLA) credit organizations or Credit for Prior Learning (CPL) transfers, Sophia provides rigorous coursework recommended for credit hours by ACE.

Are All of Sophia's Courses Designed in the Same Way?

Sophia offers 55+ courses with a similar user interface. These courses are designed using a problem-based learning model with real-world scenarios.

Each course consists of Challenges and Milestones, Touchstones, or a combination of Milestones and Touchstones, which are as follows:

- **Challenges** are formative assessments with 5-10 multiple-choice questions focused on real-world application of concepts.
- **Milestones** are summative assessments to test master of the concepts taught in the course and consist of 20-30 questions.
- **Touchstones** are project-based or written assessments that help students apply the mastery of concepts to solve a real-world problem. Each Touchstone consists of a project-based deliverable.



What Are the Technical Aspects of Partnering with Sophia?

Because Sophia is a student-driven user platform that exists outside of your institution's system, there is no technical integration or implementation involved in partnering. The most technical component of the partnership is the course mapping, which determines which Sophia courses match with your institution's courses. Institutions are free to make 1:1 course equivalencies, accept Sophia courses as part of general elective curriculum, and/or allow Sophia courses to transfer as free electives. Sophia doesn't put any restrictions on how its credit matriculates to its partner institutions.

As a partner institution, you can choose to have Sophia automatically send transcripts for your student's courses for transfer credits, or elect for students to send them manually.

What's the Cost for Students?

Sophia uses a subscription model that allows students to take as many courses as they wish within the subscription period (with a limit of two courses at once). Subscriptions are charged directly to the student and start at \$99/month.

We Have a Lot of Students Who Will Take a Course and Fail 3 or 4 Times. We're Thinking of Telling Students to Go Away Gracefully. How Does Sophia Help Students Who Struggle?

Sophia offers multiple support tools to help students who are struggling, including self-paced courses that allow students to grasp the concepts completely without the pressure of a time constraint and strict deadlines. This seems to help students who have difficulty with certain topics.

We also offer a few courses that are specifically designed for students who struggle with specific courses or concepts to ensure their success, not just with the course but with developing tools to succeed in future courses.

Can We Set Up an Agreement to Only Accept Credit Transfers Around These Courses?

Yes, you determine how we partner on courses if students are struggling in certain areas.

Do You Offer Developmental Level Courses?

All of our courses are recommended for credit by ACE, so they are designed to bring students up to the ACE recommended learning level (typically 100-200 undergraduate level). However, Sophia does provide credit recommended developmental courses in Foundations of Statistics and Foundations of English Composition that provide co-remediation in the courses.

Become a Sophia Partner

Are you wondering if your school is a good fit for the Sophia Partner Program? Our team would love to chat and discuss the options with you! Reach out at [newpartnerships@sophia.org] and meet with our partnerships team!