

Coyne American Institute

Client-at-a-Glance

Coyne American Institute is one of the nation's oldest accredited technical training schools, offering training in electrical maintenance, air conditioning, refrigeration, heating, construction, computer repair, office, and medical administration. It is accredited by the Accrediting Commission of Career Schools and Colleges of Technology, in Arlington, Virginia, and licensed and approved for training by the Illinois State Board of Education. It has two campuses in the Chicagoland area.

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Scholastic Exam Matches Students to Programs

Russell Freeman, president of Coyne American Institute, relies on the Wonderlic Personnel Test (WPT) to help him evaluate job applicants. "The Wonderlic Personnel Test score is one of several factors we consider before hiring anyone at Coyne," says Freeman. He likes the test because it delivers results in minutes, takes very little time or effort to administer, and most importantly, is a good overall measure of a potential employee's ability.

So when the school re-evaluated its selection criteria for students, Freeman realized the Wonderlic Personnel Test could also help determine whether applicants had the skills to be successful in the school's programs.

Higher cognitive ability is required for success in technical courses, such as those for medical administrative assistants and network technology programs. Medical assistant students take courses in medical terminology, math fundamentals, and the specifics of medical office administration. Network technician students study client-server operating systems and

scripting for network administration and spend more than half of their class time working on real world network problems.

The school needed a tool that would help determine qualified candidates, and also legally comply with its accrediting board. Fortunately, the scholastic version of the Wonderlic Personnel Test, Wonderlic's Scholastic Level Exam (SLE), met the criteria. The Wonderlic Scholastic Level Exam measures cognitive ability and has been approved by the American Council on Education as a valid predictor of vocational training outcomes and is accepted by all accrediting associations. "We want people to take our courses who are going to benefit from the training and who will be able to complete it," says Pat Hunter, Branch Director.

Since implementing the Wonderlic Scholastic Level Exam, about 75% of applicants achieve the required score to be accepted, and retention has been very good for those programs. **"It is our goal to enroll those students who will benefit," says Hunter. "The Wonderlic test tells us that."**



This goal doesn't only benefit the school and students, it also clearly benefits employers, Freeman says. "For any career college, the third client is always the company that hires the graduate," Freeman says. "You have to deliver employees who will do well in their jobs long term." Using a test like the Wonderlic Scholastic Level Exam gives Coyne greater confidence that candidates are fairly and justly placed in their programs.