Admissions Testing 2021:

New Plans, New Strategies, Testing Timelines for the Class of 2022 and Beyond

Jed Applerouth
Nationally Certified Counselor
PhD Educational Psychology



applerouth

Major Topics

- ACT/SAT
- SAT Subject Tests and ACT/SAT essays
- APs
- Social distancing and testing
- Testing bottlenecks- supply/demand/priority/access
- Testing timelines for rising seniors/juniors
- Home-administrations of ACT/SAT
- Test optional changes and policies

Big Breaking News last week

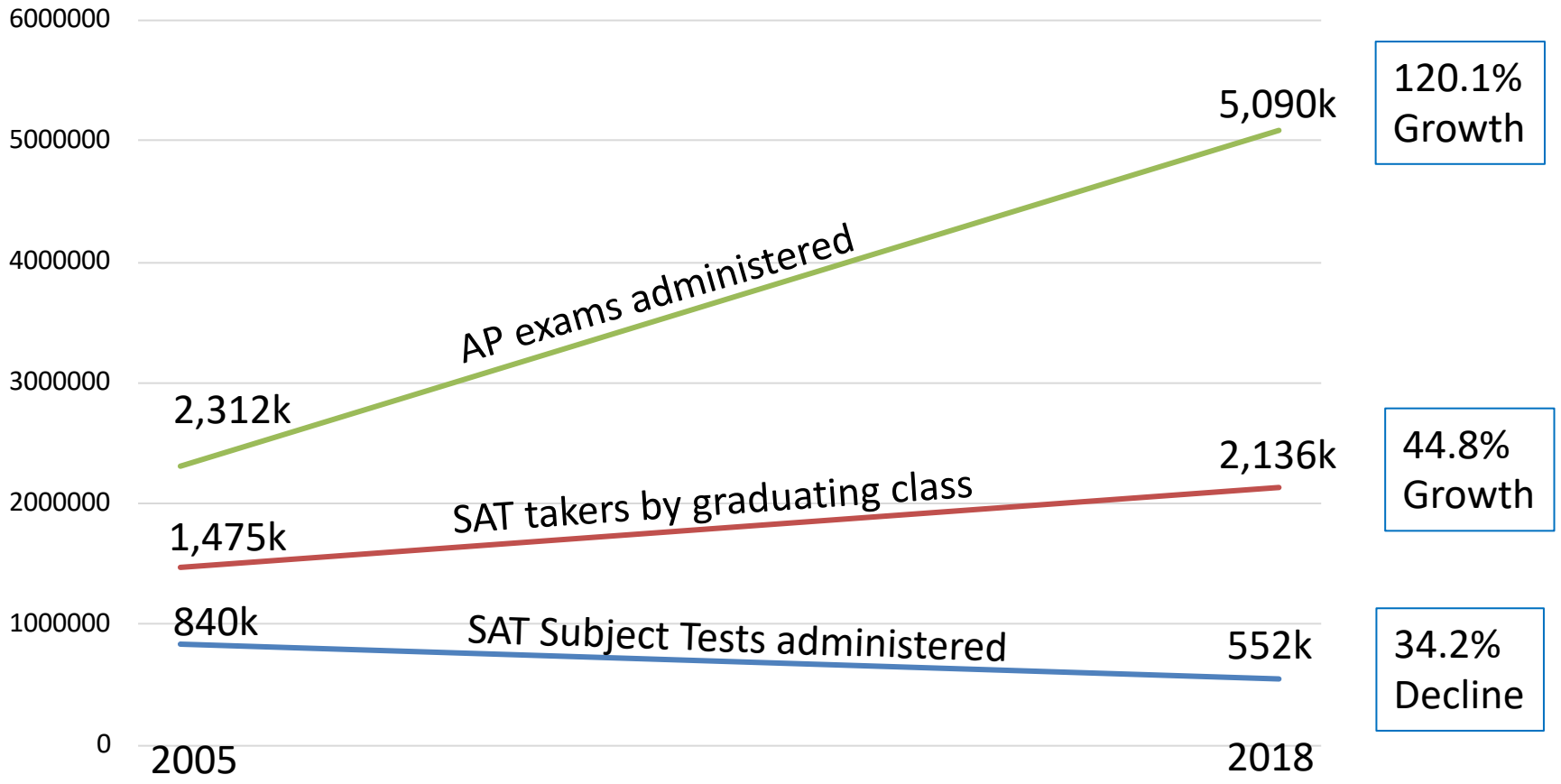
- SAT Subject Tests are no more
- The SAT essay is no more (after June)
- ACT essay likely to be sunset soon

The SAT essay was in decline

- Class of 2020
- 2,198,460 SAT Test Takers
- 1,258,478 Essay Takers (57%)
- Decrease from 68%
- Class of 2021 essay participation was trending much lower.

https://reports.collegeboard.org/pdf/2020-total-group-sat-suite-assessments-annual-report.pdf

SAT Subjects were being replaced by APs



https://research.collegeboard.org/programs/ap/data/participation/ap-2018. https://reports.collegeboard.org/sat-suite-program-results/class-2018-results
https://secure-media.collegeboard.org/sat/pdf/sat-subject-tests-percentile-ranks.pdf

If you've taken SAT Subjects, still submit them

- Colleges will make their own decisions as to whether they will use previous subject tests for admissions
- It cannot hurt to send scores that reflect academic strengths
- International students can choose to complete their SAT registrations through the May and June test dates

Highly Simplified Testing Plan



Identify your best test: SAT or ACT

- Practice tests
- Use the PSAT
- Compare baselines
- If you have greater than a 60 point advantage using the SAT scale, stick with that test.
- Within 60 points, the shared margin of error, defer to student preference.

We can help with the baseline tests



On February 20th and 21st, we'll be offering free online proctored practice SAT and ACT's! Afterwards, students will get detailed score breakdowns, access to strategy sessions, and help with creating a custom study plan.

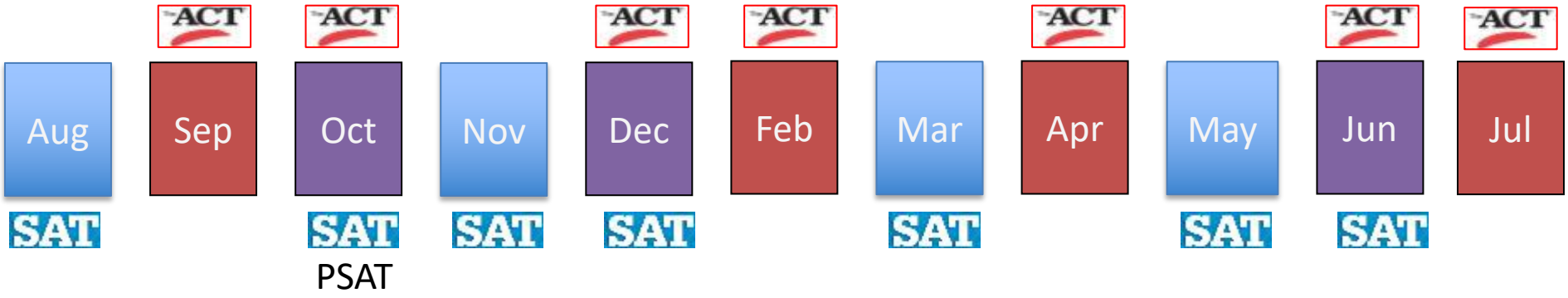
Secure your spot at www.applerouth.com/winter

If possible, plan on taking an official SAT or ACT test 3 times

- Most students, while prepping in earnest, see gains through a third official test.
- Some students are “one and done,” but plan on 3 tests in case you need them.



Back to Normal Testing Timelines



SAT dates: March 13, May 8, June 5, August 28, October 2.
ACT dates: February 6, April 17, June 12, July 17, Sep (TBD), October (TBD)

Will there be enough seats in the spring/summer?

Availability has markedly improved, but is still challenging in certain areas (Washington State!)



Availability was tough in the Fall

SAT

Highlighted Metro Areas

75-100% seats taken | 50-75% seats taken | 25-50% seats taken | 1-25% seats taken

Metro Area	November Status	December Status
Seattle-Tacoma-Bellevue, WA		
San Diego-Carlsbad, CA		
Raleigh, NC		
Phoenix-Mesa-Scottsdale, AZ		
Los Angeles-Long Beach-Anaheim, CA		
Riverside-San Bernardino-Ontario, CA		
Baltimore-Columbia-Towson, MD		
Miami-Fort Lauderdale-West Palm Beach, FL		
Dallas-Fort Worth-Arlington, TX		
Charlotte-Concord-Gastonia, NC-SC		
Boston-Cambridge-Newton, MA-NH		
New York-Newark-Jersey City, NY-NJ-PA		

https://pages.collegeboard.org/sat/test-center-capacity-update?SFMC_cid=EM348260-&rid=47193778

SAT

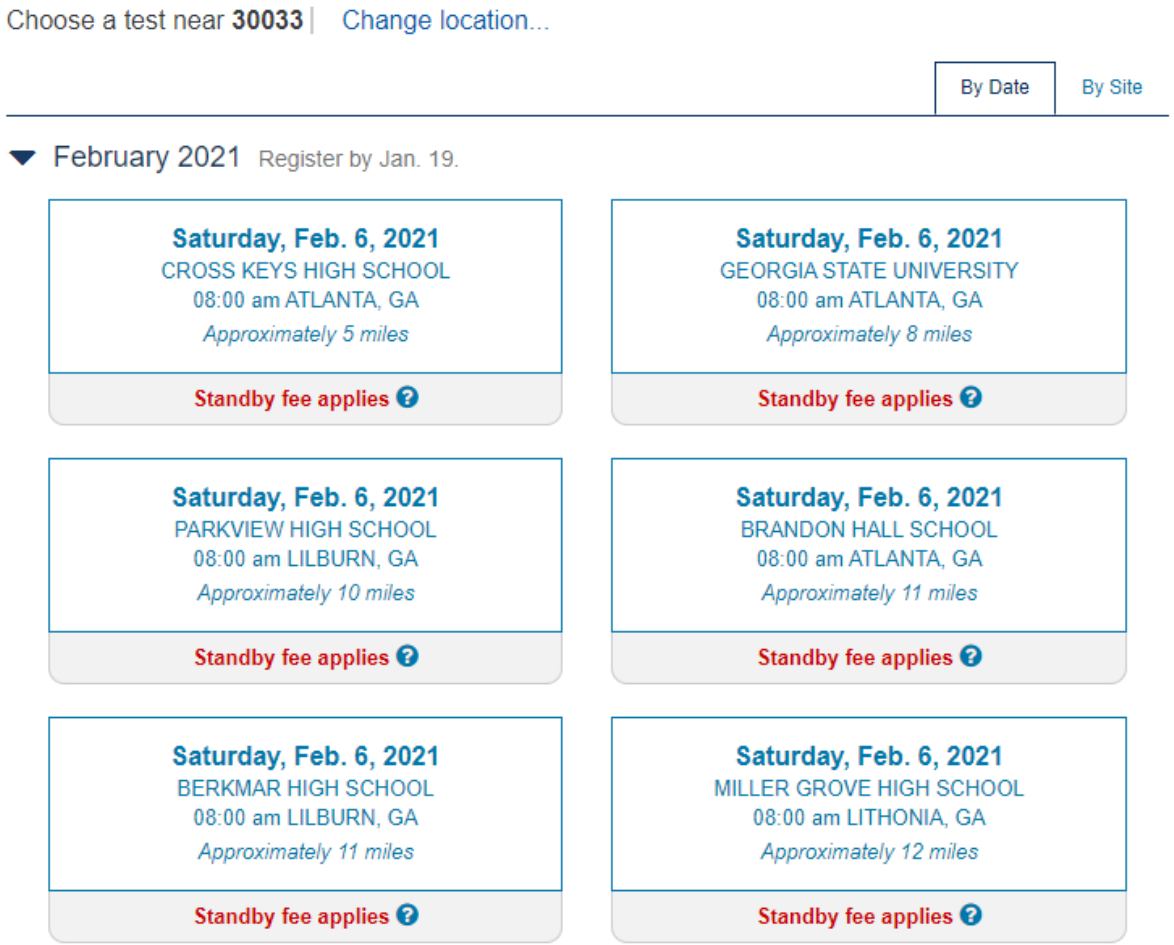
Philadelphia-Camden-Wilmington, PA-NJ-DE-MD		
Chicago-Naperville-Elgin, IL-IN-WI		
Portland-Vancouver-Hillsboro, OR-WA		
Houston-The Woodlands-Sugar Land, TX		
Denver-Aurora-Lakewood, CO		
Washington-Arlington-Alexandria, DC-VA-MD-WV		
Detroit-Warren-Dearborn, MI		
Pittsburgh, PA		
Indianapolis-Carmel-Anderson, IN		
Atlanta-Sandy Springs-Roswell, GA		
Orlando-Kissimmee-Sanford, FL		
Austin-Round Rock, TX		

https://pages.collegeboard.org/sat/test-center-capacity-update?SFMC_cid=EM348260-&rid=47193778

But things have opened up in most US markets



Atlanta: February ACT



Atlanta: March SAT

Test Center Location Search Results

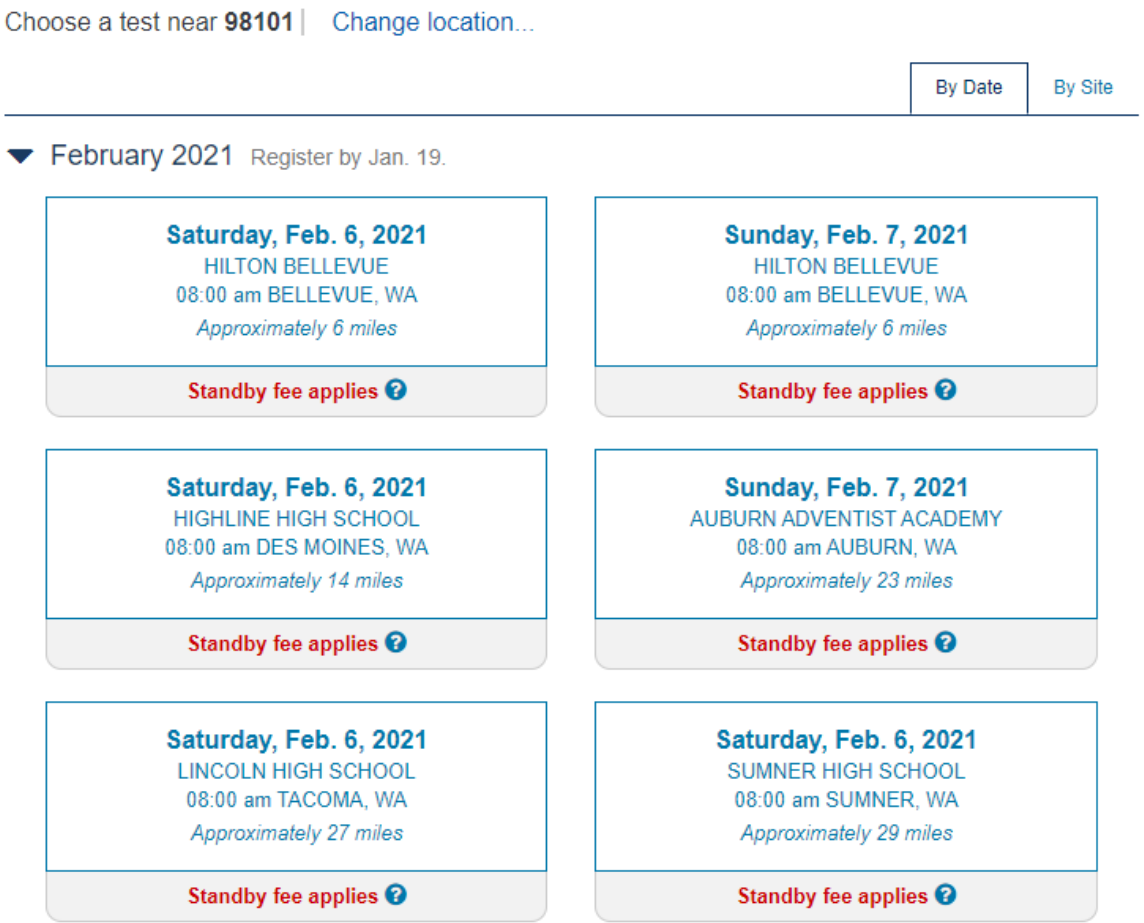
Sort by: Test Center Name | **Distance**

☑ Only show available test centers

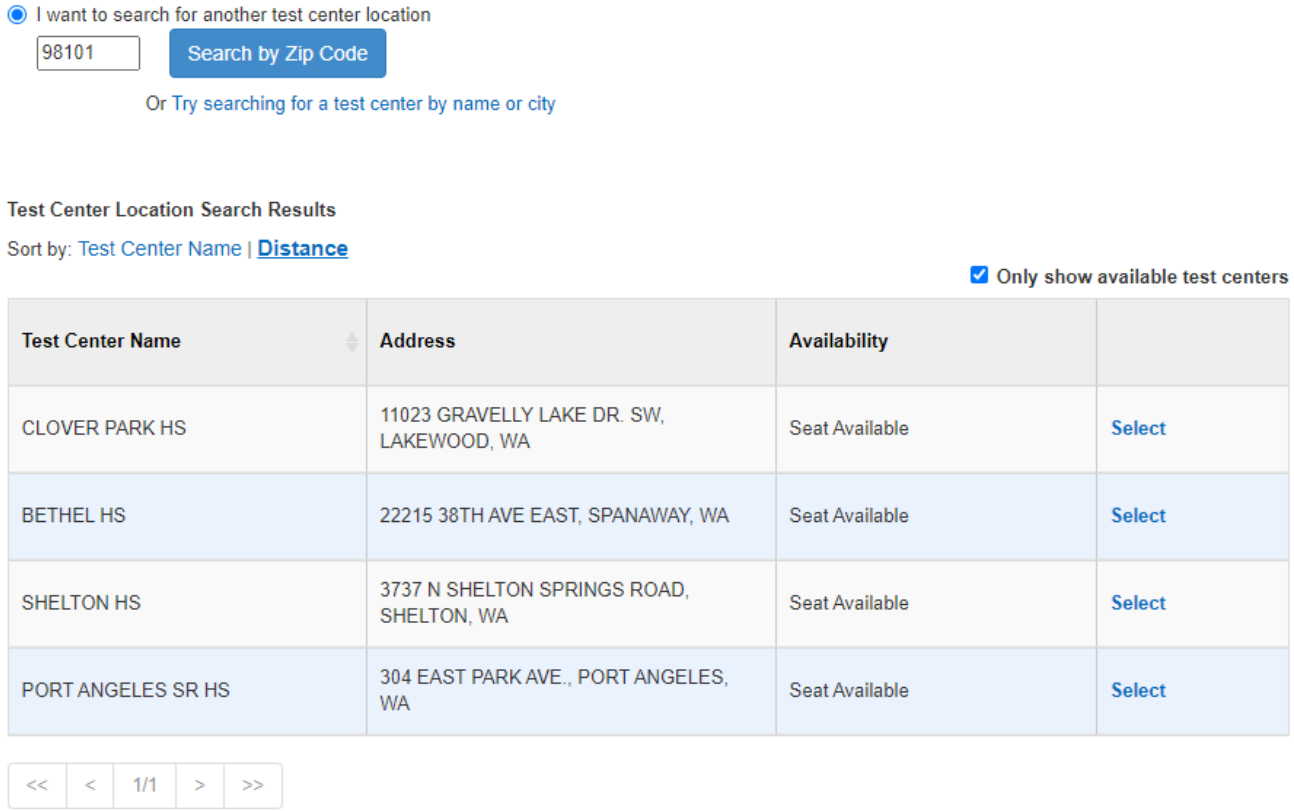
Test Center Name	Address	Availability		Drive Time
ST PIUS X CATHOLIC HS	2674 JOHNSON RD NE, ATLANTA, GA	Seat Available	Select	12 minutes
CROSS KEYS HS	1626 NORTH DRUID HILLS ROAD,NE, BROOKHAVEN, GA	Seat Available	Select	12 minutes
MARIST SCH	3790 ASHFORD DUNWOODY ROAD NE, ATLANTA, GA	Seat Available	Select	
SOUTHWEST DEKALB HS	2863 KELLEY CHAPEL RD, DECATUR, GA	Seat Available	Select	
RIVERWOOD INT CHARTER SCHOOL	5900 RAIDER DRIVE, SANDY SPRINGS, GA	Seat Available	Select	21 minutes

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Seattle: February ACT (popups!)



Seattle: March SAT



Drive Time

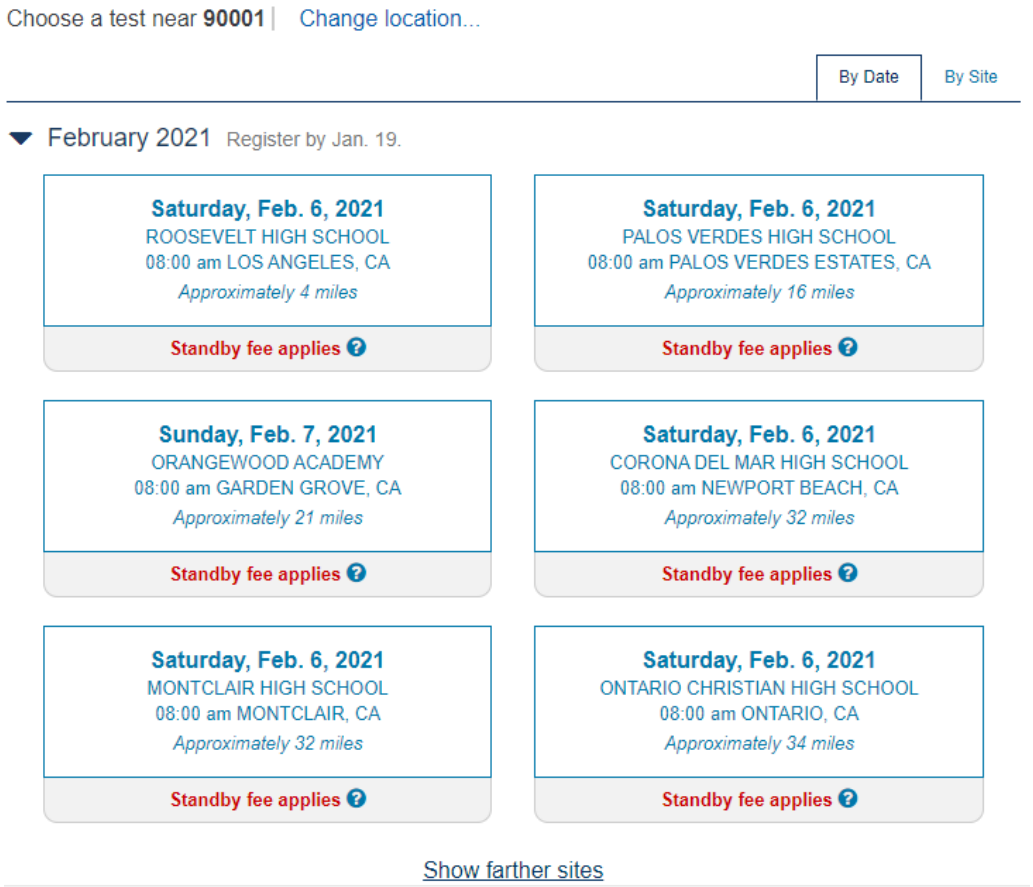
53 minutes

68 minutes

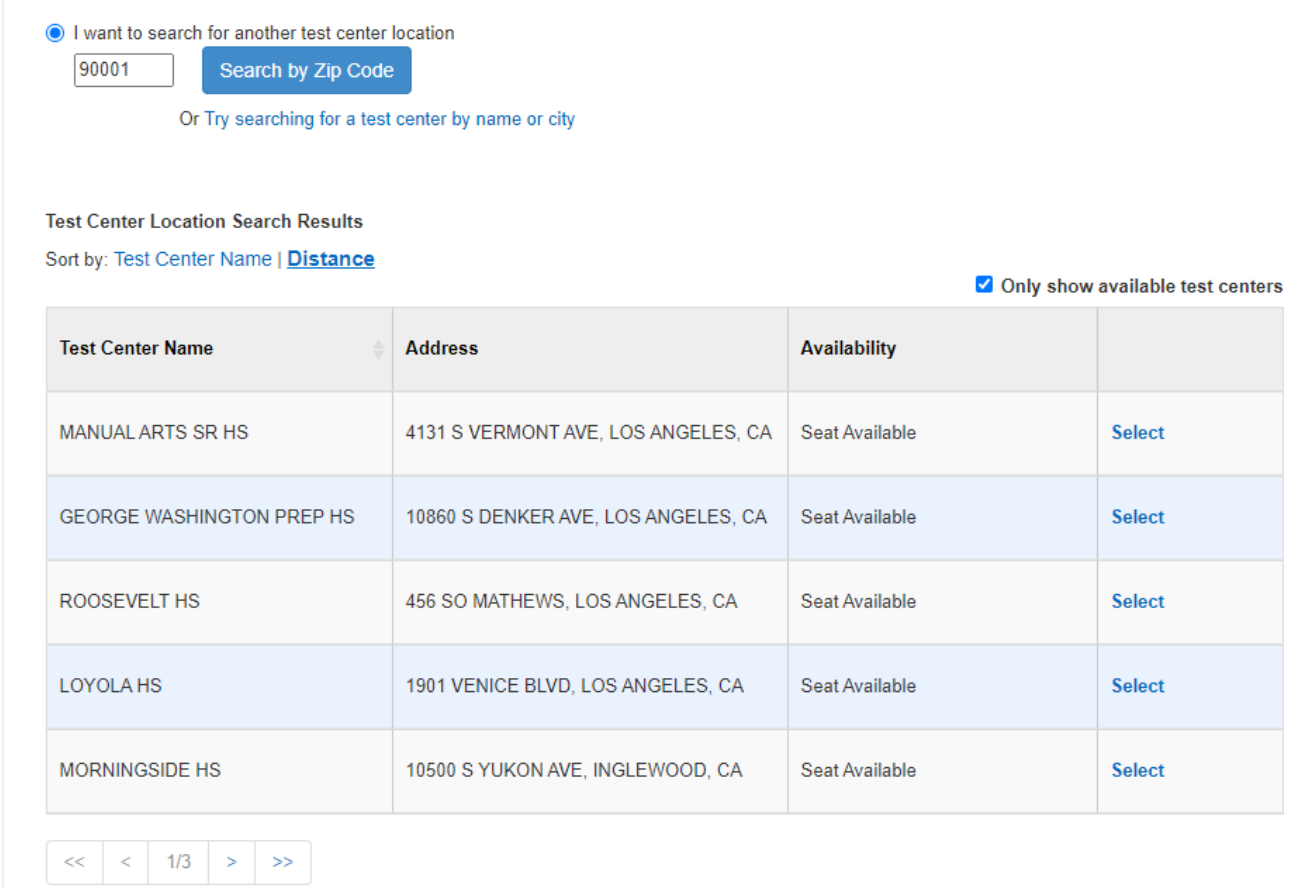
96 minutes

150 minutes

Los Angeles: February ACT



Los Angeles: March SAT



I want to search for another test center location

90001 Search by Zip Code

Or Try searching for a test center by name or city

Test Center Location Search Results

Sort by: Test Center Name | **Distance**

Only show available test centers

Test Center Name	Address	Availability	
MANUAL ARTS SR HS	4131 S VERMONT AVE, LOS ANGELES, CA	Seat Available	Select
GEORGE WASHINGTON PREP HS	10860 S DENKER AVE, LOS ANGELES, CA	Seat Available	Select
ROOSEVELT HS	456 SO MATHEWS, LOS ANGELES, CA	Seat Available	Select
LOYOLA HS	1901 VENICE BLVD, LOS ANGELES, CA	Seat Available	Select
MORNINGSIDE HS	10500 S YUKON AVE, INGLEWOOD, CA	Seat Available	Select

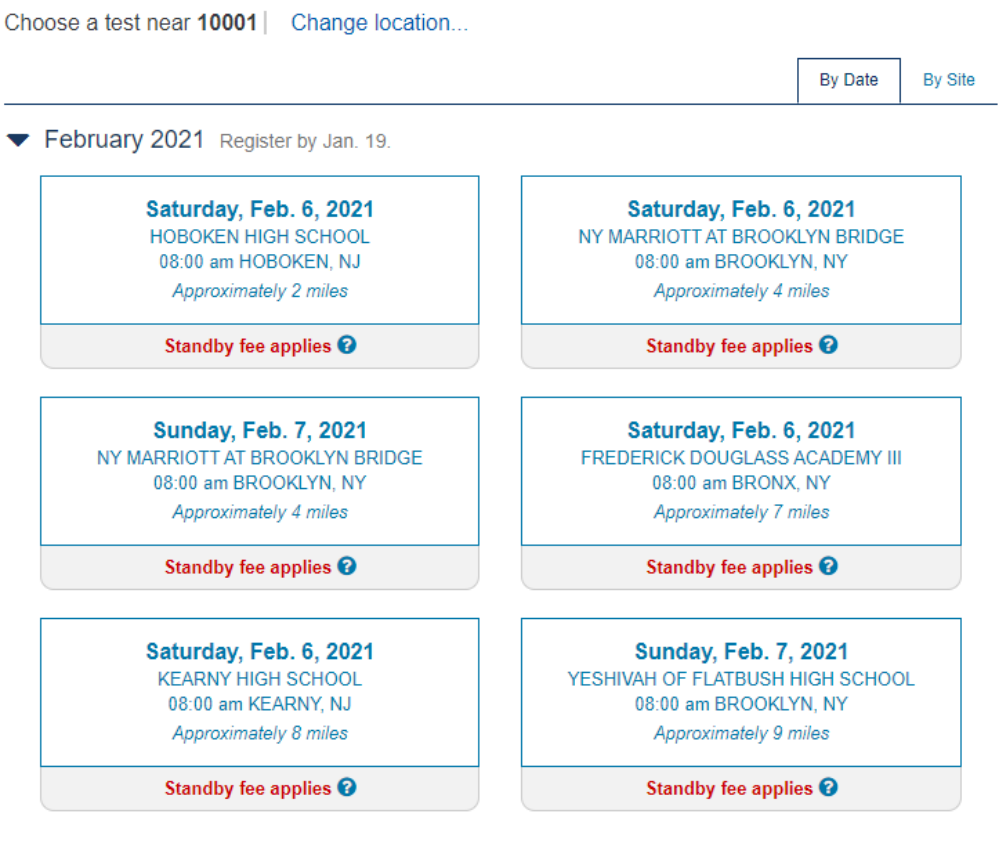
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Drive Time

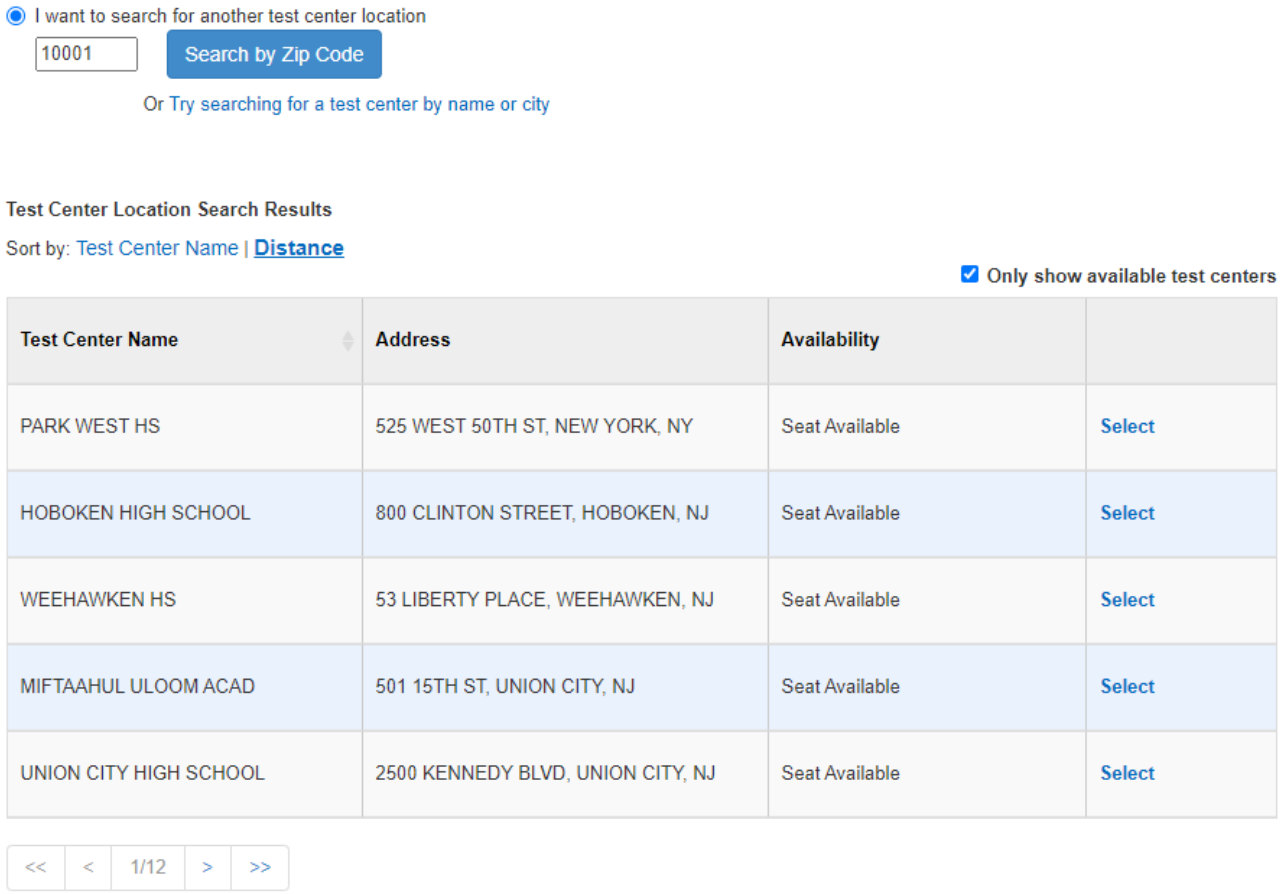
15 minutes

17 minutes

NYC: February ACT



NYC: March SAT



Drive Time

7 minutes

10 minutes

Updates from the ACT?



ACT Changes have **all been delayed**

1. Superscored Reports
2. Computer Based Testing
3. Sectional Testing



We are awaiting further details on timing on all fronts. CBT changes likely to be piloted later in the summer/fall. Pandemic is first.

How about the SAT?



CB President David Coleman teased a “more flexible, streamlined, digital SAT is coming



Details to arrive in April

CB release

More flexible streamlined, digitally delivered test

There's a clear demand from students to take the SAT as a way to show their strengths to colleges. Most immediately, we're working to provide as many opportunities as possible for students in the class of 2022 to take the SAT this year, including by:

- Allocating seats that would have gone to students taking Subject Tests to students who want to take the SAT.
- Being prepared to expand capacity for existing administrations and add administrations in the fall if the pandemic continues to impact testing this spring.

The pandemic has highlighted the importance of being innovative and adaptive to what lies ahead meeting the evolving needs of students and higher education. SAT

We are committed to making the SAT a more flexible tool, and we are making substantial investments to do so. We're consulting with our members in K–12 and higher education and will have more to share about that work later this spring.

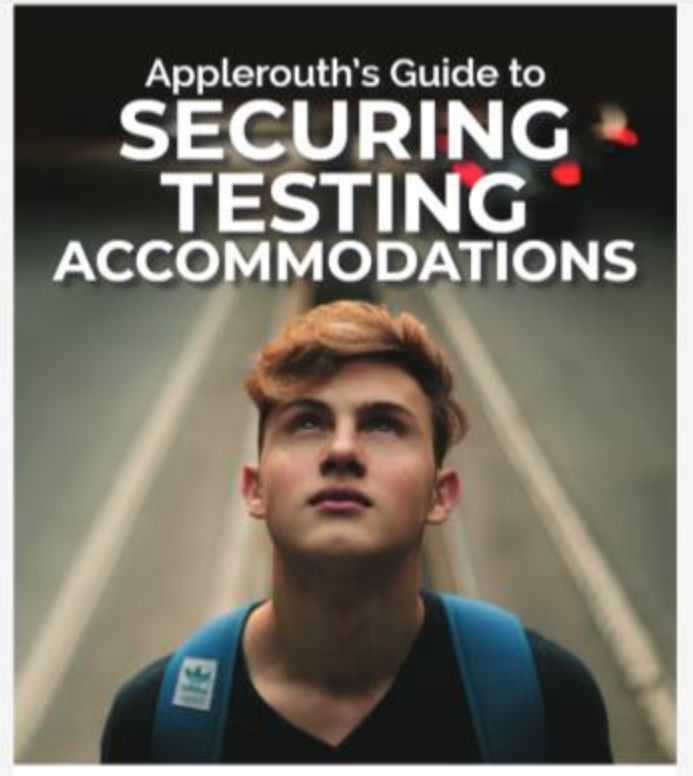
CollegeBoard

Testing Accommodations still in flux

- Accommodations affected by availability
- National testing, 50% time typically not affected
- School based testing accommodations vary according to school openings and availability
- The lack of accommodations forced UC to fast-track into Test Blind mode for the year.

Our new guide to Accommodations may help students

https://www.applerouth.com/accommodations



PSAT: Alternate Entry to National Merit Scholarship Program



- Many students took the PSAT over the three available dates ending Tuesday the 26th of January
- Students who couldn't take the PSAT in school can take a full scale SAT to qualify

National Merit alternate entry


AP

AP Updates

- 2021 AP's will be **full-length** paper and pencil, administered **in person**, in schools with contingency testing late May & early June
- AP's will cover full year of content
- CB and School admin reserve the right to do it online at home in case of closed schools, COVID, etc

College Board Announcement

- We're working with educators to prepare an expanded 2021 exam schedule, **with two contingency testing dates for each subject—one in the second half of May and one in the first half of June**—to support schools that want more instructional time before testing. Exams on the contingency dates will be full length, covering the full scope of content.
- If a school is closed or coronavirus-related risks prevent a student from testing at a school, **the AP coordinator will be able to authorize a full-length digital contingency exam that can be taken at home**.
- The exam schedule and information about the contingency testing options will be posted to AP Central in early February, and announced via email to AP teachers, AP coordinators, and administrators.

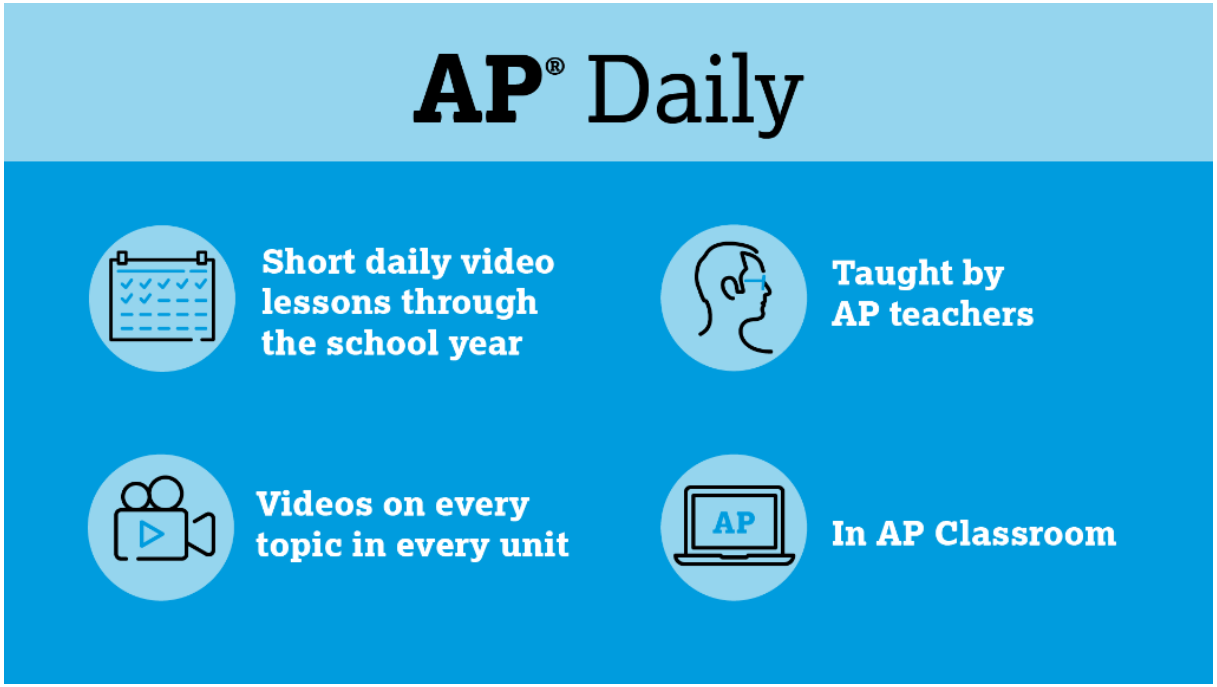
https://apcentral.collegeboard.org/courses/exam-dates-and-fees

Quality AP instruction has not been fairly distributed

- Many students in predominately remote instruction formats have covered only a fraction of the required curriculum
- My niece was advised to potentially withdraw from her exams due to the pace of instruction
- Some students will be able to make up the gap with supplemental instruction/tutoring/support, while others will have no shot at attaining a score of 4 or 5

College Board providing increased AP support

"AP Classroom" with AP daily videos, practice problems, and progress monitoring



Will APs replace SAT Subject Tests for highly selectives?

- Schools like Georgetown were already moving to a flexible model where APs and SAT Subjects were interchangeable.
- Will APs become the new “mandatory optional?”
- Will schools signal that AP/IBs are expected for most students?

The Test Optional Tsunami



1665+ schools are now test optional for 2021

Most will maintain this status until the pandemic is over and conditions return to some semblance of normalcy

The Test Optional extensions are coming in

- Penn State: Two year extension
- Penn: One year extension
- Cornell: One year extension
- Columbia: One year extension
- Williams: Two year extension
- Amherst: Two year extension

Many more to come in the following months.
Maintaining the status quo is a rational move

Many schools will remain test optional post COVID

Inside Higher Ed survey

- 13% of admissions officers surveyed reported that their institution required test scores from applicants.
- Admissions officers at schools that eliminated the testing requirement overwhelmingly reported (68%) that they expect their school to remain test-optional or test-blind post-pandemic

https://www.insidehighered.com/news/survey/2020-survey-admissions-leaders

Colleges are holding the line as conditions aren't yet normal

And many colleges want to measure the effects of test optional admissions on their student populations



Increased Applications

GPA? College Readiness? Graduation Rates?

Were the early rounds *really* test optional?

- Hundreds of colleges signed the NACAC pledge that they'd confer no advantage upon submitters
- Were scores expected from more affluent students?
- It seems most admissions offices didn't privilege submitters in the early rounds. Many students simply were unable to attain their desired scores given the challenges of the pandemic
- Will RD reads be any different?

Will there be a return to testing?

- For Highly Selectives?
- For Large State Schools?

Post Pandemic, which colleges will make the move back to testing requirements?

We may see some public flagships return to test requirements

In a given state system, the more selective flagship schools might reinstate testing while less selective state schools may remain optional.











Most colleges will defer this decision until they have more data

- Many colleges and universities want to see several years of data, inputs and outputs, before making any permanent decisions
- Many admissions offices want to see what the new normal looks like after COVID, what test submission and yield rates look like before making permanent changes.

Test optional popped application numbers at most selective schools



Early Application surge

- Harvard increased early apps by 57%

(EA acceptance rate down to 7.4 percent from 13.9%)

- 49% Columbia
- 38% UVA, Yale
- 29% Rice
- 25% GA Tech
- 22% Brown
- 18% Duke

Regular Apps popped as well

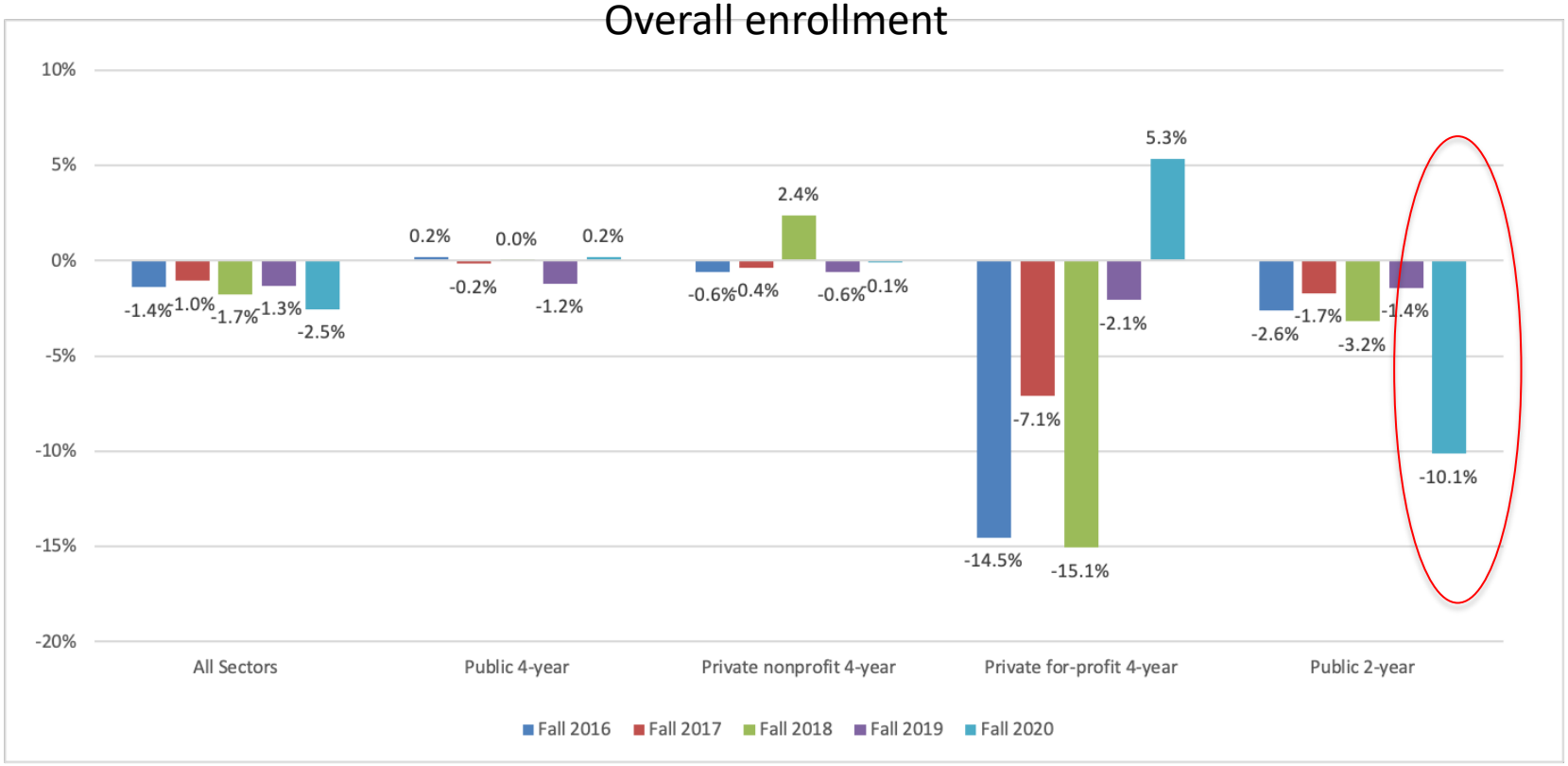
- NYU topped all private universities, surpassing the 100,000 application threshold
- UCLA received 150,000 Apps
- Duke received 49,500 applications, driving regular acceptance rate down to 4.5%-5%.

But the pandemic affected schools differently

- Selective schools became hyper-selective
- Many less-selective schools did not see apps increase and many are having tremendous financial struggles due to revenue losses
- Researchers at Edmit noted that ¼ of private colleges are in real financial trouble. "345 are at high risk, meaning that if present financial trends continue they would be able to survive six years, at most."
- Pandemic financial effects will ripple for years

https://www.wbur.org/edify/2020/05/08/higher-education-financial-crisis

Big hits to community colleges



first-time student enrollment declined 13.1% overall, 21% at community college

Natl. Student Clearinghouse Resource Center: https://nscresearchcenter.org/wp-content/uploads/CTEE_Report_Fall_2020.pdf

Test Optional increases applications

- Are we getting more qualified applicants?
- Will the conventional feeder schools continue to get their kids in?
- Have the flood of applicants changed who is getting in?

Does it change who gets admitted?

Test optional = more diversity? Not always

"Institutions are kidding themselves if they believe going test-optional equals diversifying a student body a lot more,...You have to put many more strategies in place."

Angel Pérez, NACAC's CEO

"Without more investment in recruiting, financial aid, advising and mentoring for low-income, first-generation, Black and Hispanic students, test-optional or even test-blind admissions policies will amount to little more than "window dressing,"

Kelly Ochs Rosinger, PSU Ass. Professor researcher into Test optional

https://www.pbs.org/newshour/education/advocates-hope-higher-ed-shift-from-standardized-tests-will-aid-diversity-but-its-no-cure-all

Florida is a cautionary tale: apps down at lower tiers

"The 12 universities in the State University System of Florida are seeing losses in applications for the fall that are up to 50 percent of last year's totals, system administrators announced at a Board of Governors meeting Thursday."

- UF received 48,066 applications, gain of
- Lower tier Florida schools didn't fare as w

https://www.insidehighered.com/admissions/article/2020/11/09/applications-floridas-public-universities-are-down-much-50-percent

https://www.alligator.org/article/2020/11/uf-sees-largest-applicant-pool-after-fears-of-admission-numbers-falling

Test Optional is not Test Blind

Test Blind experiments resulting from COVID

1 year Test Blind	2 year Test Blind	Permanent Test Blind
California State University system	Cal. Tech	Loyola U. New Orleans
City University of New York system		Northern Ill. U
Dickinson College		Northern Mich. U
Idaho public universities		Catholic University
Reed College		
Saint Xavier University		
University of California system (back in place)		
Washington St. University		

Expect Extensions for the pilots

UC is on its own path



- Forced into test blind 2020-2021 by judge B. Seligman
- Unlikely to make their own test (surprise!)
- Will see if they can modify the SBAC
- Uncertainty about non-Cali residents/internationals

Is a massive wave of test blind coming?

- Unlikely. Many programs that have been philosophically aligned with a diminished focus on testing have maintained test optional policies for decades.
- Test Optional solves for most all issues.
- Test Blind eliminates the use of data that may be helpful for certain students, including underrepresented minority students (The UC Task Force findings).

Test Blind Challenges

- UC Data: Test Scores are more predictive for underrepresented minorities and lead to increased diversity at UC
- Potential to really unleash the power of grade inflation (UC ST Task Force comments)
- While testing is not as helpful for some high performing students, it provides valuable context for others.
- Test Blind may unleash the GPA arms race

https://www.applerouth.com/blog/2020/02/13/uc-faculty-issue-a-powerful-data-driven-defense-of-standardized-testing-in-college-admissions/

Whatever we measure and focus on, we change



≡ The New York Times

High School Grades Could Be Worth $100,000. Time to Tell Your Child?

Most colleges and universities now use a "merit" aid strategy to solicit teenagers. Your eighth grader probably ought to know how it works.

https://www.nytimes.com/2021/01/23/business/financial-aid-college-merit-aid.html?referringSource=articleShare

Rigor Scores, SAT scores, AP scores, GPA

To Submit or Not to Submit



Historically The Test Optional lane was relatively small

School	% submitting SAT	% submitting ACT
Wake Forest	38%	54%
American	49%	39%
George Mason	70%	13%
Worcester Poly	80%	30%
Brandeis	44%	44%
Smith	50%	36%
Wesleyan	49%	57%
St. Johns, MD	81%	17%
Bowdoin	53%	52%
Bates	41%	37%

Bill Hiss's Defining Access Study found that roughly 25% of students do not submit scores from his sample of 28 colleges and Universities.

Most admitted students were submitters

In a pandemic year, test submitters are down

- Rick Clark, GA Tech, said their office had received some 70% of applications with a test score
- The Chronicle of Higher Ed reports that a study of 42,000 applications at 57 test-optional schools found that 45% of students have submitted test scores this year.
- This will not be a normal year with 10-20% of students not submitting scores.
- Different geographic regions will have different rates of score submission

Jeff Selingo data: submission rates

- Private research university (<10% acceptance rate): 70%
- Public research university (<60% acceptance rate): 30%.
- Public university (<80% acceptance rate): 25%
- Public research university (<25% acceptance rate): 69%
- Private research university (<20% acceptance rate): 43%.

Jeff Selingo data: discrepancies in submission

- The most extensive report I got was from a large public research university with a national footprint (<60% acceptance rate):
- 59% with test scores, but **big differences by residency and major**.
- 56% in-state. 75% out-of-state. 43% international.
- 75% engineering. 55% business. 35% education, social work, general

High Nonsubmission rates at select colleges for early

- Duke 40%
- Wash U 46%
- Northeastern 50%
- Tufts 57%
- Middlebury 58%
- BC 60%
- BU 70%

Submission Advantage? We're not sure

- Tufts: 57% of its early applicants did not submit test scores and 56% of students were admitted without scores.
- Williams: 54% of ED applicants submitted scores and 57% of ED admits had test scores.
- Penn: 62% of its ED applicants submitted scores and 75% of its ED admits had test scores.

Did the scores help the submitters? Impossible to say right now until we have data from more schools.

Cornell Clarifies: No testing increases scrutiny

For those who can't plan for, take, and submit exams, Cornell readers will consider with increased scrutiny their other application documents, looking for different evidence of excellent academic preparation, including:

- Rigor and GPA
- Commitment to pursuing other learning experiences
- Other Testing
- Essays
- Counselor and Teacher Recs

https://admissions.cornell.edu/news/cornell-university-suspends-actsat-testing-requirement-2021-applicants

Reading apps without test scores takes longer

- Selective colleges had the double whammy of increased applications numbers and applications that took significantly longer to read (up to 50% longer).
- For better or for worse, test scores are an efficient measure for comparison and context.
- This year, because nobody was on the road travelling, it was possible to read all the apps.
- Next year, if traveling resumes, and app levels persist in a test-optional world, many colleges will need to outsource more of the reading.

Submission rates will certainly change post pandemic

- But what will the new normal look like?
- How many students didn’t submit because they couldn’t access the testing they needed to attain their desired scores?
- How much did the pandemic affect test score submissions?

If the number of students taking the SAT and ACT substantially decline

- This could have a profound affect on Academic Search, a primary recruiting tool for colleges
- College Board and ACT via NRCCUA aggregate student data and sell it to colleges for their marketing and outreach.
- There has been a “handshake” between the colleges and College Board/ACT for years.
- If the student data disappears, a new model will be needed

https://encoura.org/

Not submitting test scores can affect merit aid

Many schools consider test scores in the allocation of merit-based aid



Merit aid awards 2020

WABASH COLLEGE MERIT-BASED SCHOLARSHIPS

For Domestic Students Entering Wabash in 2021-2022

Scholarship amounts are renewable for 4 years.

Grades and test scores will be reviewed through May 1, 2021.

TEST SCORE					
SAT (M+V)	1030–1120	1130–1190	1200–1250	1260–1320	1330+
ACT	20–22	23–24	25–26	27–28	29+
HIGH SCHOOL GPA 3.90+					$32,000
3.75–3.89				$30,000	
3.50–3.74			$25,000		
3.25–3.49		$23,000			
3.00–3.24	$17,000				

ALUMNI AWARD
DEAN'S SCHOLARSHIP
DEAN'S SCHOLARSHIP
PRESIDENT'S SCHOLARSHIP
PRESIDENT'S SCHOLARSHIP

If your scores or GPA are not on this list, contact us at admissions@wabash.edu or call 800-345-5385.

Sample merit scholarship: Alabama



Alabama Tuition 2020-2021
In-State: $10,780
Out of State: $30,250

Name of Scholarship	HS GPA	New SAT Score	ACT Score	Annual Award	Total Savings
Capstone	3.5	1260-1290	27	$8,000	$32,000
Collegiate	3.5	1310-1320	28	$10,000	$40,000
Foundation in Excellence	3.5	1330-1350	29	$15,000	$60,000
UA Scholar	3.5	1360-1410	30-31	$24,000	$96,000
Presidential	3.5	1420-1600	32-36	$28,000	$112,000

http://scholarships.ua.edu/types/out-of-state.php

Alabama: the massive impact of using merit-aid

- Alabama has invested heavily, spending $100.6 million in merit aid, up from $8.3 million a decade ago and more than twice what it allocates to students with financial need.
- The average G.P.A. of entering freshmen is 3.83 (class of 2024), up from 3.4 a decade ago, and the top quarter scored at least a 32 on the ACT, up from 27.
- 2020 freshman class: 42.3% students with a 4.0 HSGPA, 39.9% scoring 30 or higher on the ACT

https://www.ua.edu/about/quickfacts

https://www.nytimes.com/2016/11/06/education/edlife/survival-strategies-for-public-universities.html

Will test scores matter more in Regular Decision?

- Will there be an advantage for submitters in the RD round?
- Did test score submitters have a merit aid advantage in the early rounds? Will that change for the regular round?

To Submit or Not to Submit

Are the scores going to add value to the application? Are they something you want the admissions office to see?

Consider the institution



Jamie Hansard Texas Tech

- look at [each college's] academic profile" when deciding whether to submit scores
- Students in the bottom quartile are generally well-advised to withhold those scores.
- Students with scores below the middle 50% "may not want to submit . . .if they don't believe it's going to add academic value to their application."

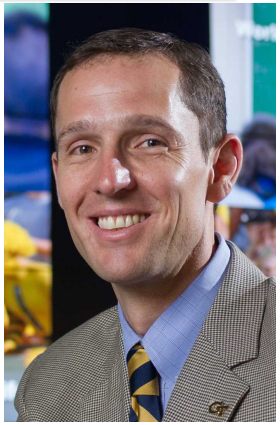
There is a floor below which do not submit



Shawn Felton, Cornell admissions

- Beneficial scores: “If I were pressed to give a threshold, I’d say 650 or higher.”
- Cornell has a middle 50% range of 680-760 for verbal and 720-800 for math, though the scores for particular colleges within Cornell vary significantly.
- A 650 would fall in the bottom quartile.

Go with your strengths



Rick Clark, Ga Tech

If a student has a test score in the upper 50% of the prior year's range, Clark, advises students to "send it: it's not going to hurt you in any regard."

For students in the lower 50%, according to Clark, it depends. "If [that score] is something you want us to look at, and it's representative of you as a student, send it." When it comes to scores in the bottom quartile, Clark advised, "I wouldn't send it." And instead, he urges students to "go with your strengths."

One Weak/One Strong score

- Can be a dilemma for students
- Want them to see this score
- Do not want them to see this other score!
- It depends

Individual section scores matter

- Even if a student's composite score is in the third quartile for a selective school, it's important to consider the breakdown of the section scores.
- Not all 1400s are created equal. If a student is applying to a selective engineering program and has a 600 verbal and an 800 math, that student should be encouraged to submit those scores.
- 600M, 800V, the lower math score may be a red flag for admissions about a weakness in a key content area.

Treat each school differently

- You may not submit or withhold scores to all the schools on your list. Treat each decision separately.
- You may submit scores to a likely option, but withold scores from highly competitive reach schools where your scores are not as competitive

Whether to submit depends on your GPA

- Average scores may weaken your profile if you have otherwise stellar academic credentials
- According to research from the College Board, roughly ⅔ of SAT takers have grades that align with their testing.
- Students with test scores well below their grades will not likely benefit from submitting their scores.
- Students with better test scores than grades may get an admissions boost from their scores.

Scores matter by major



Test scores don’t have as much weight for certain students – particularly fine arts or classical music majors – so a test score slightly below the average probably wouldn’t hurt a student applying to that sort of program.

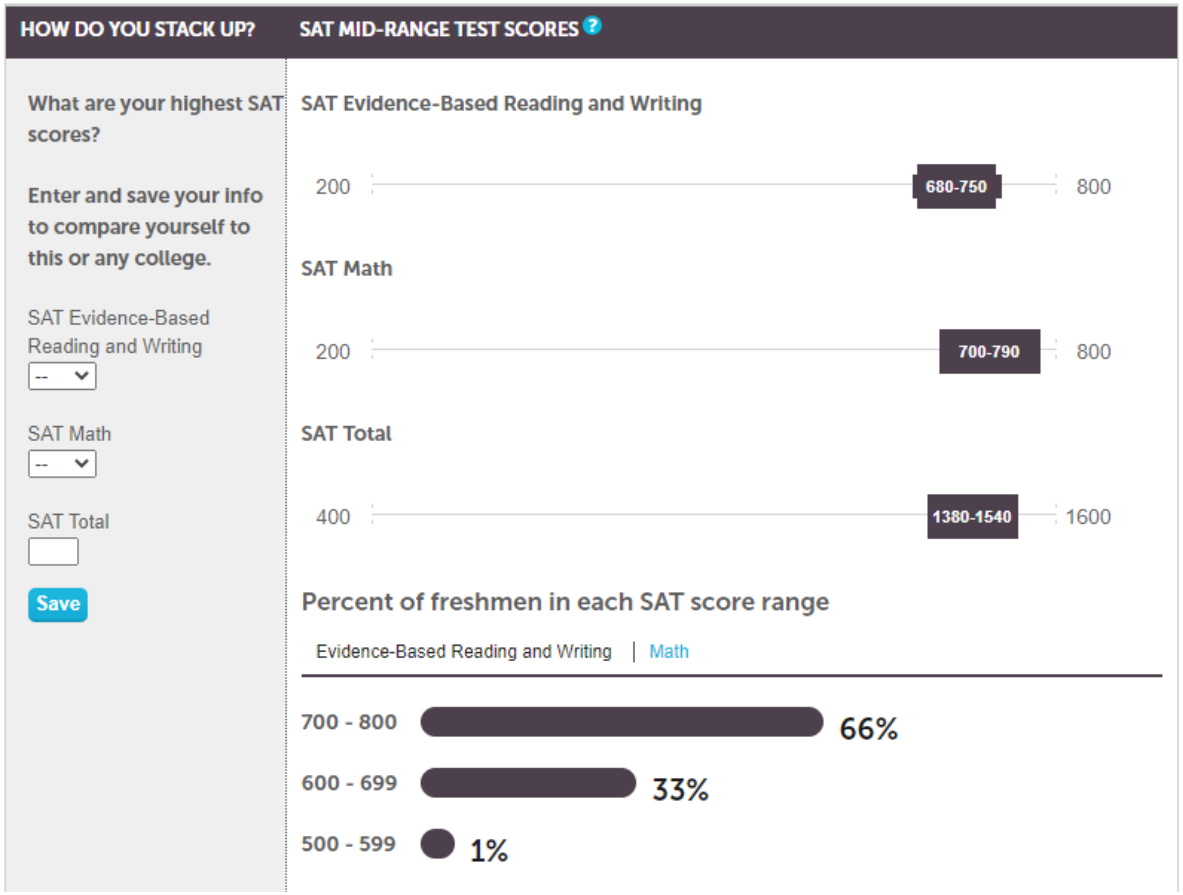
You cannot unsee a weak score

- An applicant voluntarily submitted a 1 on his AP Calculus exam.
- One admissions director at a highly selective college wished he could unsee that score. Now that 1 is part of the record and the conversation.

Submitting weak scores can absolutely weaken an application

To submit? Swarthmore example

Highest SAT Scores



Middle 50% Ranges

680-750

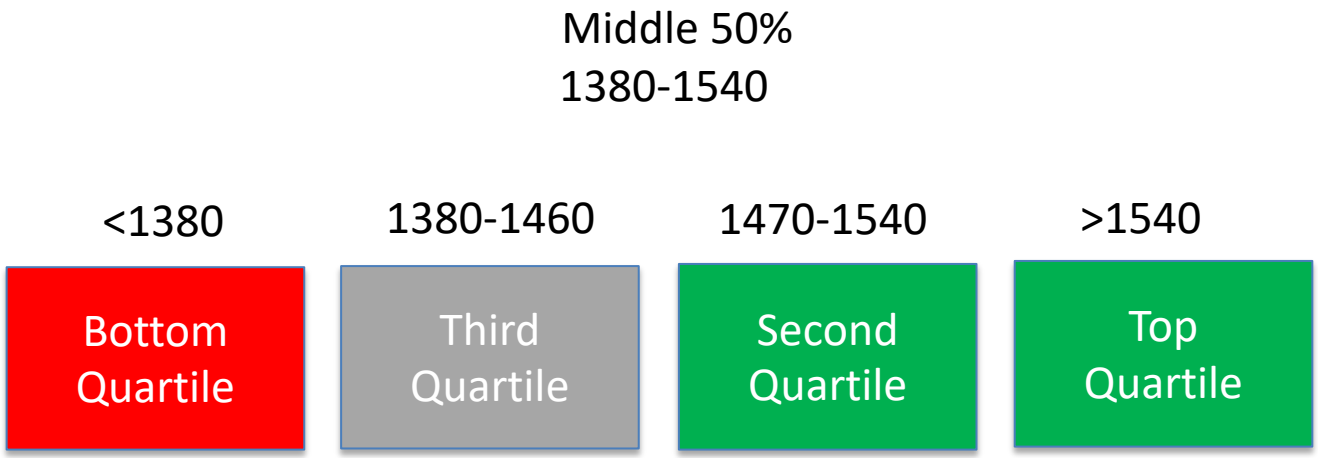
700-790

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https://bigfuture.collegeboard.org/college-university-search/swarthmore-college

Submit or not submit

- Bottom Quartile (typically don't submit)
- 25-50% (gray area)
- 50-75% (typically submit)
- Top Quartile (always submit)



Score ranges may shift this year

- Non submitter effect, clearing out the lower-scoring non-submitters should raise average scores
- Belasco et al found that average SAT scores rose 25 points after shifting to test-optional admissions[1]
- Testing access limitations, challenging conditions and stressors, inability to take multiple SATs/ACTs should lower average scores
- Countervailing forces may be offsetting
- Average scores could rise or fall from past years

1) https://citeseerx.ist.psu.edu/viewdoc/download?doi=10.1.1.868.8243&rep=rep1&type=pdf

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