The power to do more

Dell Professional Learning Services

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About Dell Professional Learning Services

An increasingly globalized economy and interconnected society requires American institutions to prepare a diverse, rigorously educated workforce and citizenry for the 21st century. In order to meet this need, Dell is engaged in the customization and implementation of a deep portfolio of Professional Learning (PL) Services across the United States.

Dell collaborates with K-12 districts and institutions of higher education across the United States to develop and deliver customized PL solutions and executive consulting to educators. Offering an established, data-driven and comprehensive portfolio of executive consulting, leadership development, teacher training as well as instructional coaching and modeling processes, Dell has contributed to measurable gains in teaching practice and learning at scale. Additionally, Dell has earned a reputation as a leader in K-12 personalized and blended learning initiatives.

All PL services are aligned to K-12 Common Core State Standards as well as the International Society for Technology in Education (ISTE) NETS for students, teachers and administrators. Additionally, the overarching implementation framework for Dell support is grounded in enhancing the relationship between the teacher, student and content (Elmore, 2009) and best practices outlined by the National Staff Development Council (2011).

Next Generation Learning

Personalized & Blended Learning Fundamentals

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: ½ to Multiple Days, Based on Context

Technology and promising trends in education allow educators, students and parents to challenge the restrictions that time and space have placed on traditional learning for decades. In partnership with a Dell consultant, participants will apply the various definitions and characteristics of blended and personalized learning to aspects of their instruction, curriculum and assessment.

This introductory and informative session will provide educators of all grade levels, subject areas and ranges of experience with a solid understanding of what instructional strategies and technology tools could easily apply to next generation learning.

Objectives:

- Examine practitioner-oriented resources for personalized and blended learning.
- Explore and apply instructional strategies and technology tools that allow for personalized and blended learning.
- Understand the difference between learning management systems (LMS) and personalized learning platforms.

Personalized & Blended Learning for the Common Core

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: ½ to Multiple Days, Based on Context

The Common Core State Standards articulate what students need to be able to do to thrive in our 21st century global economy. Instructional leaders require support for educators as they transition from awareness to implementation and sustainability of the Common Core State Standards or Next Generation Standards.

In partnership with a Dell consultant, educators will develop an understanding of the key instructional shifts required by the Common Core State Standards, as well as create clear and concrete action steps in implementing the shifts. This course will allow K-12 teachers to integrate proven strategies reflecting the new instructional shifts and cutting-edge technology tools directly into their curriculum and assessments.

Objectives:

- Examine the key instructional shifts associated with the Common Core State Standards.
- Identify key student learning targets aligned to the Common Core / Next Generation Standards.
- Personalize and blend curriculum and assessments to allow for personalized and blended learning opportunities.

- Collaborate between subject areas and grade levels to scaffold instruction that promotes student learning targets beyond a specific course.

Personalized & Blended Learning: Advanced Applications

Deliver Method: Blended
Target Audience: K-12 Educators and Instructional Coaches
Duration: One to Multiple Days, Based on Context

This blended, highly collaborative course represents the most extensive professional development offered by Dell. Empowered to build sustainable internal capacity among department chairs, lead teachers and / or instructional coaches, a Dell consultant will facilitate a combination of summer institutes, classroom modeling sessions and virtual support over the course of a semester or even an academic year.

This level of professional collaboration is recommended as a key catalyst for any districts or schools implementing the Dell Learning Platform (DLP) or Education Data Management (EDM) systems.

Objectives:

- Learn the full functionality of the DLP and / or EDM systems through sustained professional development.
- Develop fully personalized / blended curriculum and assessments aligned to Common Core & Next Generation Standards.
- Customize existing curriculum and assessments to suit each educator's instructional style and specific student needs.

Implementing the Common Core Standards: Math

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: ½ to Multiple Days, Based on Context

The Common Core State Standards aim to define the knowledge and skills students should achieve in order to graduate from high school ready to succeed in college and careers. This course is designed to support educators in their understanding of the key instructional shifts- focus, coherence, and rigor- needed to effectively implement the Common Core State Standards in math.

Dell consultants fuse best instructional practice with cutting-edge technology tools and applications to help educators align math instruction to Common Core Standards. Participants—from first-year teachers to seasoned veterans—will apply classroom-centric, high-quality resources toward their instruction through the facilitation of a highly qualified and experienced Dell coach.

Objectives:

- Examine the key instructional shifts associated with the Common Core State Standards in math.
- Identify and explore technology tools that can support the key instructional shifts in math.
- Analyze lessons that effectively integrate technology to promote breadth, depth, and personalization for students.

- Develop and/or modify a curriculum unit that effectively incorporates technology to support the Common Core Standards in math.
- Collaborate across grade levels to scaffold instruction that promotes student learning targets beyond a specific course.

Implementing the Common Core Standards: English Language Arts

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: ½ to Multiple Days, Based on Context

The Common Core State Standards aim to define the knowledge and skills students should achieve in order to graduate from high school ready to succeed in college and careers. This course is designed to support educators in their understanding of the key instructional shifts- focus, coherence, and rigor- needed to effectively implement the Common Core State Standards in ELA/Literacy.

Dell consultants fuse best instructional practice with cutting-edge technology tools and applications to help educators align their English / language arts instruction to Common Core Standards. Participants—across all grade levels and levels of experience—will apply classroom-centric, high-quality resources to enhance their instruction through the facilitation of a highly qualified and experienced Dell coach.

Objectives:

- Examine the key instructional shifts associated with the Common Core State Standards in ELA/ Literacy.
- Identify and explore technology tools that can support the key instructional shifts
- Analyze lessons that effectively integrate technology to promote breadth, depth, and personalization for students.
- Develop and/or modify a curriculum unit that effectively incorporates technology to support the Common Core Standards in Literacy/ELA.
- Collaborate across grade levels to scaffold instruction that promotes student learning targets beyond a specific course.

Implementing the Next Generation Science Standards

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: ½ to Multiple Days, Based on Context

The Next Generation Science Standards identify what students need to know and be able to do to be college and career ready. This course is designed to support educators in their understanding of the key instructional shifts needed to effectively implement the Next Generation Science Standards. In partnership with a Dell consultant, participants will develop an understanding of how to seamlessly integrate technology to support the Next Generation Science Standards.

Dell consultants fuse best instructional practice with cutting-edge technology tools and applications to help educators align their instructional approach to Next Generation Science Standards. Participants—from first-year teachers to seasoned veterans—will apply classroom-centric, high-quality re-

sources to enhance their instruction through the facilitation of a highly qualified and experienced Dell coach.

Objectives:

- Examine the key instructional shifts associated with the Next Generation Science Standards.
- Identify and explore technology tools that can support the key instructional shifts.
- Analyze lessons that effectively integrate technology to promote breadth, depth, and personalization for students.
- Develop and/or modify a curriculum unit that effectively incorporates technology to support the Next Generation Science Standards.
- Collaborate across grade levels to scaffold instruction that promotes student learning targets beyond a specific course.

Instructional Strategies for Social Studies Instruction

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: ½ to Multiple Days, Based on Context

Being literate across a broad range of disciplines is required to be considered college and career ready. This course focuses on using technology to support the key instructional shifts needed to effectively implement the Common Core State Standards for Literacy in History/Social Studies.

Dell consultants fuse best instructional practice with cutting-edge technology tools and applications to help educators align their social studies instruction to active, student-centered learning outcomes. Participants—from first-year teachers to seasoned veterans—will apply classroom-centric, high-quality resources to increase the breadth, depth and personalization for students.

Objectives:

- Examine the key instructional shifts associated with the Common Core State Standards for Literacy in History/Social Studies.
- Identify and explore technology tools that can support the key instructional shifts.
- Analyze lessons that effectively integrate technology to promote breadth, depth, and personalization for students.
- Develop and/or modify a curriculum unit that effectively incorporates technology to support the Common Core Standards for Literacy in History/Social studies.
- Collaborate across grade levels to scaffold instruction that promotes student-learning targets beyond a specific course.

Learning by Doing: Project-Based Learning Fundamentals

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: One to Multiple Days, Based on Context

A major difference between state standardized tests and new assessments aligned to the Common Core is easily recognized through Bloom's Taxonomy. Schools and districts will no longer be held accountable for how well students recall or even comprehend information. Rather, they will be ranked on the basis of how well students can synthesize, evaluate and even create meaning across a range of challenges.

Project-based learning (PBL) has emerged as a powerful catalyst for supporting teachers in this transition. Facilitated by a Dell consultant, educators will learn the fundamentals of PBL and how to apply them to existing lessons or units.

Objectives:

- Examine practitioner-oriented resources for project-, problem- and / or inquiry-based learning.
- Explore and apply instructional strategies and technology tools that allow for PBL.
- Understand the difference between project-, problem and / or inquiry-based learning.

Project-Based Learning and the Common Core

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: ½ to Multiple Days, Based on Context

Customized for educators who are currently working in a project-based learning (PBL) environment, this curriculum will allow K-12 teachers to integrate proven instructional strategies and cutting-edge technology tools directly into their curriculum and assessments.

Facilitated by a Dell consultant with deep knowledge of both the Common Core and Next Generation Standards as well as the practical, effective application of PBL, educators will emerge from this collaboration with a refined curriculum and / or assessment framework.

Objectives:

- Identify key student learning targets aligned to the Common Core / Next Generation Standards.
- Develop curriculum and assessments to allow for project-based learning opportunities.
- Collaborate between subject areas and grade levels to scaffold instruction that promotes student-learning targets beyond a specific course.

Bringing Project-Based Learning to Scale

Deliver Method: Blended
Target Audience: K-12 Educators and Instructional Coaches
Duration: One to Multiple Days, Based on Context

This blended, highly collaborative course represents the most extensive professional development on project-based learning (PBL) offered by Dell. Empowered to build sustainable internal capacity among department chairs, lead teachers and / or instructional coaches, a Dell consultant will facilitate a combination of summer institutes, classroom modeling sessions and virtual support over the course of a semester or even an academic year.

This level of professional collaboration is recommended as a key catalyst for districts or schools that are implementing a project-, problem or inquiry-based learning pedagogy as a support structure for Common Core & Next Generation Standards.

Objectives:

- Learn the theory and best practice around PBL and how it applies to authentic teaching and learning.
- Develop PBL-aligned curriculum and assessments compatible with Common Core & Next Generation Standards.
- Customize existing curriculum and assessments to suit each educator's instructional style and specific student needs.

Balanced Assessment through Authentic Performance-Based Tasks

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: One to Multiple Days, Based on Context

Educators are currently transitioning from a decade of assessment aligned to various state standards toward student evaluation based on the Common Core & Next Generation Standards. Across the country, Dell consultants are working with K-12 educators to develop, implement and reflect on data generated from authentic, performance-based tasks.

Grounded in best practices for student evaluation, Dell consultants work with educators across all subject areas and grade levels to co-develop and implement real-world performance tasks aligned directly to the Common Core and Next Generation Standards. The result of this collaboration produces teaching cohorts who can more independently guide student learning in alignment with more rigorous benchmarks.

Objectives:

- Understand the difference between standardized test prep and authentic performance tasks.
- Apply the Understanding by Design framework to align performance tasks to the Common Core and Next Generation Standards.
- Deliver and reflect upon student performance during the authentic performance-based task.

Powerful Strategies for Grade-Level & Vertical Teaming

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: ½ to Multiple Days, Based on Context

"They learned this last year. How come they don't know it?" If this is a common refrain among teachers and site administrators, vertical alignment of curriculum and assessment may translate into substantive gains on Common Core & Next Generation Standards-based assessments. While most districts have airtight curriculum frameworks, educators do not always have a matching portfolio of instructional strategies or technology tools.

In partnership with classroom teachers, Dell consultants can customize and even model a range of classroom-focused resources that help educators avoid redundancy and maximize skills integration across subject areas and between grade levels. The result: greater collaboration, more open transparency and increased effectiveness of instructional time.

Objectives:

- Self-assess existing PLC or other collaboration protocols currently employed within and between grade levels.
- Learn the fundamentals of effective group collaboration and how to structure purposeful, transparent and supportive teaming.
- Apply an enhanced teaming structure within and between grade levels or subject areas throughout the course of an academic year.

Social Media & Classroom Instruction

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: ½ to Multiple Days, Based on Context

Even in schools with abundant technology, adults and students often use these tools toward drastically different ends, especially in the area of social media. With some simple adjustments to existing lessons, educators can quickly and rather painlessly integrate one or more social media platforms that produce gains in student engagement, assignment completion and 21st century skills.

Dell consultants work with educators within the context of their own curriculum, assessments and even classroom instruction to bring social media platforms to an engaging and modern learning environment. They will work within the parameters of a district's Acceptable Use Policy (AUP) to provide resources and support for teachers to infuse greater creativity, collaboration and critical thinking to conventional assignments.

Objectives:

- Understand the function and structure of popular social media platforms.
- Envision acceptable opportunities for platform integration with specific lessons or units.
- Develop, team-teach and reflect on lessons that allow students to collaborate, create and communicate using social media.

Better Teaching & Learning through Entrepreneurship

Deliver Method: Blended
Target Audience: K-12 Educators and Instructional Coaches
Duration: Customized to Specification

The United States enjoys a long history of innovative thinkers. Within the last few years, a measurable uptick in the level and success of 'education entrepreneurs' has produced innovative and exciting education models, classroom practice and learning targets. In this spirit, Dell offers a special and uniquely challenging professional experience for creative, confident educators.

Bolstered by best practices in both education and the private marketplace, select Dell consultants can collaborate with educators who have the potential to lead a transformation movement within their schools and / or districts. The solitary goal: to discover, develop, apply and lead genuinely innovative learning experiences for adults and kids.

Objectives:

- Envision the necessity and impact of innovation within the current learning culture.
- Synthesize and evaluate case studies of innovative education models.
- Develop, implement and continuously refine innovation through Moss Kantor's *Parallel Theory of Change* principles.

Using Google for Far More than Search

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: ½ to Multiple Days, Based on Context

Google has earned a household identity for the ability to seek information across the web. What many educators may not know, however, is how its range of Apps for Education can powerfully enhance traditional lessons and cleverly align them to Common Core & Next Generation Standards. From Maps to Drive, News to Scholar, and YouTube to Mail, the portfolio of Google Apps offers educators wide-ranging, classroom-friendly and free tools.

Dell consultants work with educators to infuse Google Apps for Education into existing lessons, assessments and classroom management protocols. Within these cohorts, they co-develop and even team-teach lessons that allow for greater instructional capacity and authentic professional learning.

Objectives:

- Apply Boolean and Advanced Search techniques to enhance specificity and scope to Internet search.
- Discover and experiment with the range of Google Apps for Education.
- Integrate specific Apps to lessons and units that align with Common Core and Next Generation Standards.

Student Portfolios: Blending Formative & Summative Assessment

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: ½ to Multiple Days, Based on Context

As educators work to prepare their students for dramatically different challenges aligned to the Common Core & Next Generation Standards, they realize that the traditional battery of benchmark assessments aren't working. Rather, some teachers are harnessing the power of student portfolios to produce deeper and more reflective learning outcomes.

In partnership with classroom educators, Dell consultants facilitate the development and implementation of student portfolios across subject areas and grade levels. They support educators to align curriculum with portfolio-based assessments, develop accurate and reliable rubrics and develop common planning practices with their colleagues.

Objectives:

- Understand the function and structure of student portfolios.
- Envision acceptable opportunities for portfolio integration with specific lessons or units.
- Develop, team-teach and reflect on lessons that allow students to collaborate, create and think critically using portfolios.

Digital Ethics & Global Citizenship

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: K-12 Educators and Instructional Coaches
Duration: ½ to Multiple Days, Based on Context

As exciting and innovative as technology and the Internet can be, they are fraught with a wide range of serious pitfalls. Educators who aspire to prepare their students for a truly globally competitive world must walk the line between providing too much freedom too soon and over-protecting kids through restrictive mandates and filtering protocols. To achieve this balance, students and teachers alike must expand their 21st century skills set to promote increased information fluency, critical thinking and global citizenship.

In partnership with a Dell consultant, educators can understand how to exercise digital ethics within their profession. Within the context of this safe, collaborative space, they may then explore ways to model digital ethics and global citizenship at strategic points in their curriculum.

Objectives:

- Understand how digital ethics and global citizenship impact our society, laws and culture.
- Consider the application of copyright, privacy and Creative Commons licensing within the teaching profession.
- Develop, deliver and reflect on lessons that emphasize digital ethics and global citizenship.

Next Generation Leadership

Reducing the Achievement Gap Between Elementary and Middle School

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: Site & District Leadership Teams
Duration: One to Multiple Days, Based on Context

Parents, students and educators alike often find challenge in the transition between elementary and middle school. As frustrating and difficult as this shift can be, there are a number of powerful practices that building leadership teams can implement to promote greater synergy between elementary and middle schools.

Toward this end, Dell consultants facilitate workplace-embedded leadership professional development for administrators and their teams. They work with instructional leaders from multiple school sites to build straightforward, people-friendly processes that emphasize transparency, data-driven decision making and strategic alignment to the Common Core and Next Generation Standards.

Objectives:

- Learn grade-level appropriate protocols and management strategies that promote measurable gains in vertical articulation of curriculum and assessment.
- Collaborate with feeder school leadership teams to identify and work common areas of student growth in literacy, numeracy and other district priorities.
- Delegate tasks to grade level teams that align to open-ended, student performance data.

Reducing the Achievement Gap Between Middle and High School

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: Site & District Leadership Teams
Duration: One to Multiple Days, Based on Context

As American students mature into their roles as critically minded, collaborative and creative learners, they can ill afford to start their high school careers on the wrong foot. This reality is compounded with the implementation of Common Core and Next Generation Standards, making the jump from middle to high school even more precarious.

In partnership with an experienced Dell consultant, administrators and their leadership teams will apply proven structures, protocols and best practices that enhance this transition for students, parents and teachers. Within the context of their existing responsibilities, they will learn to collaborate using a common vocabulary and within a framework that emphasizes synergy over the traditional 'silos' in secondary education.

Objectives:

- Learn department-specific protocols and management strategies that promote measurable gains in vertical articulation of curriculum and assessment.

- Collaborate with feeder school leadership teams to identify and work common areas of student growth in literacy, numeracy and other district priorities.
- Delegate tasks to grade level teams that align to open-ended, student performance data.

Reducing the Achievement Gap Between High School, College & Career

Deliver Method: Blended
Target Audience: Site, District / Higher Ed Leadership Teams
Duration: One to Multiple Days, Based on Context

Sadly, we don't often hear of authentic collaboration between higher education and neighboring K-12 organizations. Given the stakes for students and their parents as well as America's success in our increasingly globalized world, the opportunity to maximize this jump is worth the investment.

Dell consultants are experienced facilitators for planning and collaboration between high school and undergraduate faculty. From the alignment of Common Core & Next Generation Standards to the development of academic skills, Dell's established protocols translate into greater success for students before and after their high school careers.

Objectives:

- Identify specific programs, courses and faculty that show potential for articulation.
- Prioritize specific student learning targets that promote learning gains in high school and college.
- Co-develop and refine curriculum and assessments that measure student growth in specific learning targets.

Implementing New State Teacher Evaluation Protocols

Deliver Method: Blended
Target Audience: Site & District Leadership Teams
Duration: One to Multiple Days, Based on Context

Districts across the United States are wrestling with the challenge to implement powerful teacher evaluation metrics across disparate and often highly unique schools. This challenge often requires administrators to make important decisions with very little precedent knowledge and consumes a great deal of their time.

In partnership with a Dell consultant, site and district leadership teams can co-develop and scale practical, time-efficient protocols that emphasize flexibility and validity. With an emphasis on Richard Elmore's Instructional Core and Instructional Rounds, administrators can discover ways to leverage state mandates on teacher evaluation within the context of their roles as instructional leaders.

Objectives:

- Choose from a range of walkthrough, evaluation, interview and data analysis protocols that best suit a school or district.
- Align these protocols to existing teacher evaluation framework.
- Model and refine enhanced protocols to streamline evaluation implementation.

Leading a Culture of Change in Your School

Deliver Method: Blended
Target Audience: Site & District Leadership Teams
Duration: Multiple Days, Based on Context

One could argue that the opportunity to genuinely innovate at the school level is more prevalent right now than it has been in the last decade. School leaders are synthesizing their review of cutting-edge research and established best practice with the unique culture and needs within their schools to implement creative and exciting learning models that serve all learners.

Throughout their careers as both educators and consultants, Dell professionals have succeeded as education entrepreneurs. Join them as they collaborate with site leadership teams to conduct needs assessment, formulate a vision for transformation and work backwards to execute actions that produce incremental, measurable and sustainable change.

Objectives:

- Envision opportunities for innovation through analysis of contemporary case studies.
- Synthesize desired outcomes with existing assets and needs within the school into an implementation plan.
- Co-develop and execute the implementation plan within and beyond existing school structures to build internal capacity.

Leading a Culture of Change in Your District

Deliver Method: Blended
Target Audience: District Leadership Teams
Duration: Multiple Days, Based on Context

The United States Department of Education under Secretary Duncan has unleashed unprecedented funding for innovation at the state and district level. In response, districts--large and small, urban and rural, wealthy and poor--are implementing wide-ranging and compelling education models.

Dell executive consultants possess decades of experience and a proven record of success in co-developing and implementing dynamic education models. From visioning to strategic alignment, resource allocation to professional learning, they are established risk-averse facilitators for authentic transformation.

Objectives:

- Conduct a needs assessment / assets inventory to determine state of readiness regarding scope and scale for potential change.
- Envision district innovation models that align with needs assessment / assets inventory.
- Co-develop and execute a strategic implementation plan within and beyond existing district structures to build internal capacity.

Powerful Strategies for Grade-Level & Vertical Teaming

Deliver Method: Face-to-Face, Blended or Virtual

Target Audience: Site & District Leadership Teams
Duration: ½ to Multiple Days, Based on Context

Educators and central administrators across the United States are challenged to implement a swath of initiatives: Common Core and Next Generation Standards, teacher and administrator evaluations, as well as technology deployments and various federal accountability measures. Aligning this potentially overwhelming array of demands within a practical and collaborative structure can emphasize distributive leadership, increased transparency and job-embedded synergy.

Dell consultants work with site and central leadership teams to identify and support teaming protocols that help educators synthesize disparate demands into a streamlined, data-driven process that minimizes meeting time, objective redundancy. Designed with the classroom teacher in mind, these teaming protocols allow educators additional time and energy to personalize student learning instead of managing competing programs.

Objectives:

- Learn grade level / department-specific protocols and management strategies that promote measurable gains in vertical articulation of curriculum and assessment.
- Collaborate with department / grade level chairs to identify and work common areas of student growth in literacy, numeracy and other district priorities.
- Delegate tasks to department / grade level teams that align to open-ended, student performance data.

Scaling Personalized & Blended Learning Across Time and Spaces

Deliver Method: Blended
Target Audience: Site & District Leadership Teams
Duration: Multiple Days, Based on Context Multiple

With the advent of mobile devices and powerful learning platforms like Dell's DLP, districts and schools are beginning to redefine the notions of learning space and scheduling. These K-12 organizations are engaged in the deep personalization and blending of their learning model. Their approach to instruction, curriculum and assessment is bold, grounded in best practice and aligned to 21st century skills.

Boasting a wide, deep array of consulting and professional learning services, Dell introduces a powerful cohort of professionals who have proven success in district-scale transformation. Their combination of experience and expertise reassures teachers, empowers site administrators and provides counsel to executives.

Objectives:

- Apply the full functionality of the DLP, EDM or other personalized learning systems through job-embedded professional development.
- Develop fully personalized / blended learning object repository as well as curriculum and assessment frameworks aligned to Common Core & Next Generation Standards.
- Customize support structures for parents and stakeholders promote increased community involvement in learning.

Entrepreneurship & the School Leadership Position

Deliver Method: Blended
Target Audience: Site & District Leadership Teams
Duration: Multiple Days, Based on Context

The United States enjoys a long history of innovative thinkers. Within the last few years, a measurable uptick in the level and success of 'education entrepreneurs' has produced innovative and exciting education models, classroom practice and learning targets. In this spirit, Dell offers a special and uniquely challenging professional experience for creative, confident administrators.

Bolstered by best practices in both education and the private marketplace, senior Dell consultants collaborate with instructional leaders who have the potential to lead a transformation movement within their schools and / or districts. The solitary goal: to discover, develop, apply and lead genuinely innovative learning experiences for adults and kids.

Objectives:

- Envision the necessity and impact of innovation within the current learning culture.
- Synthesize and evaluate case studies of innovative education models.
- Develop, implement and continuously refine innovation through Moss Kantor's *Parallel Theory of Change* principles.

Social Media & Education Leadership

Deliver Method: Face-to-Face, Blended or Virtual
Target Audience: Site & District Leadership Teams
Duration: ½ to Multiple Days, Based on Context

Even in districts and schools with abundant technology, adults and students often use these tools toward drastically different ends, especially in the area of social media. Only a small fraction of forward-thinking districts and schools are leveraging social media to inform parents, connect stake-holders and promote collaboration between educators. Those who have made this step harvest a tremendous advantages.

Dell consultants work with district / school leadership teams to develop authentic purpose and implementation strategy for social media platforms. After facilitating the vision, they work backwards to prioritize implementation timelines and define specific end user value. Experienced professional learning consultants can facilitate employee training to maximize gains in student learning.

Objectives:

- Understand the function and structure of popular social media platforms.
- Envision acceptable opportunities for platform integration with district initiatives and end user groups.
- Develop, implement and maintain structures that allow educators, students and stakeholders to benefit from strategically implemented social media platforms.

Finding & Keeping Good Teachers

Deliver Method: Face-to-Face or Blended
Target Audience: Site & District Leadership Teams
Duration: ½ to Multiple Days, Based on Context

Research and experience proves conclusively that the most powerful predictor for sustained, purposeful learning is a well-prepared, motivated and empowered educator (Hattie, 2009). In order to maximize this reality, district and school leaders strive to answer these questions: How can I provide meaningful professional growth for educators? How can I encourage them to help each other? How can I incent them to stay in my classrooms?

District and site leadership teams work with senior Dell consultants in strategic dialog, sustained planning and job-embedded modeling to develop answers to these questions. Together, they co-develop structures that promote authentic collaboration around practical solutions to everyday challenges.

Objectives:

- Conduct a PL needs assessment / assets inventory for district / school educators.
- Co-develop a three-year PL implementation plan that fills gaps and leverages strengths.
- Envision and prioritize incentive structures that reward collaboration, foster innovation and celebrate strategic risk-taking.

The Best In-Service Day Ever: Unconference!

Deliver Method: Face-to-Face or Blended
Target Audience: Site & District Leadership Teams
Duration: One to Multiple Days, Based on Context

Educators who participate in a well-run 'unconference' often describe it as a highlight of their professional development portfolio. Designed to maximize collaboration within a blend of face-to-face and virtual learning spaces, the unconference format is used by forward-thinking organizations to empower employees to actively create instead of simply listen to keynote speakers or breakout session presenters.

Dell consultants will work with district and site leadership teams to plan, facilitate and debrief upon conclusion of an unconference. Their experience with this medium will allow leadership teams to build internal capacity and lead a successful first event, paving the way for future collaboration within this medium.

Objectives:

- Learn the various unconference formats and how to select the most appropriate medium for the task at hand.
- Co-develop the agenda, communications materials, pre-training and collaboration objectives in advance of the event.
- Debrief with school / district leadership team and model management practice for follow-up activities.

Sample Training Options

Windows 8

Deliver Method: Site-Based
Target Audience: K-12 Educators and Instructional Coaches
Duration: One to Three Days, Based on Context

Educators often express uncertainty when faced with the prospect of welcoming a new device and / or operating system into their classrooms. Developed and facilitated by Dell consultants who have navigated this process as educators, this course offers practical experience and resources that allow attendees to challenge and engage students quickly and comfortably. The course agenda allows for educators of varying grade levels and subject areas to apply their emerging knowledge of Windows 8.1 to curriculum and assessment exemplars that align with their classrooms.

Objectives:

- Learn the functionality of Windows 8.1 and explore various apps that align to each attendee's instructional style and student needs.
- Begin to align Windows 8.1 to lessons and assessments that emphasize student choice, engagement and inquiry.
- Understand how to manage productivity between the Windows 8.1 and Windows 7 environments.

Chrome OS

Deliver Method: Site-Based (and Virtual, Effective January 1 2015)
Target Audience: K-12 Educators and Instructional Coaches
Duration: One to Three Days, Based on Context

Educators are becoming increasingly comfortable navigating the basic set of Google Apps for Education. Districts and schools that invite them to explore the expanded suite of apps, extensions and themes on a Chromebook benefit significantly from practical, resource-rich training for teachers who initially experience a device unlike any other. A Dell consultant will facilitate a course agenda that welcomes teachers from all grade levels and subject areas to explore powerful, easy-to-use applications that promote student engagement, inquiry and rigor..

Objectives:

- Learn the functionality of the Chromebook and explore various apps, extensions and themes that align to each attendee's instructional style and student needs.
- Begin to align the Chromebook to lessons and assessments that emphasize student choice, engagement and inquiry.
- Understand how to manage productivity on the Chromebook and through Google Apps for Education.

Interactive Projectors

Deliver Method: Site-Based
Target Audience: K-12 Educators and Instructional Coaches
Duration: One to Two Days, Based on Context

This hands-on, highly interactive course will provide educators with the opportunity to apply best practices in pedagogy with cutting-edge technology in their classrooms. Facilitated by a Dell consultant, attendees will learn the functionality of the Dell Interactive Projectors while applying innovative classroom management techniques that promote student collaboration, leadership and productive risk-taking. The course agenda will include ample time for attendees to practice with their colleagues and explore curriculum exemplars designed to inspire engaging student learning experiences in the classroom.

Objectives:

- Learn the full functionality of the Dell Interactive Projectors.
- Discover and apply classroom management techniques that enhance collaboration, communication and inquiry.
- Explore curriculum exemplars that model the synthesis of technological innovation with pedagogy.