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Guide your school or district to unprecedented levels of performance

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MarzanoResearch.com/HRS18
**New Releases**

- **Close Reading in the Secondary Classroom**
- **Leading a High Reliability School**
- **The Beginning Teacher’s Field Guide**
- **Take Time for You: Self-Care Action Plans for Educators**

**Professional Learning Spotlight**

**Signature PD Service**

**The New Art & Science of Teaching**

Great teachers are made, not born. Even small improvements in teacher effectiveness can impact student achievement. Acquire new tools and strategies to become the best teacher you can be. This interactive, engaging workshop introduces and explains the instructional framework from *The Art and Science of Teaching*. Participants learn the 10 design questions to ask when planning a unit of instruction, the 3 segments of each lesson to prepare, and the 41 elements of effective teaching to master, with specific attention to engagement.

Learn more on page 9

**Upcoming Workshops**

Join us in Centennial, Colorado for one of these highly sought-after Spring 2018 Workshops.

- **Solutions for Standards-Based Grading** | March 27–28
- **Identifying Levels of Mastery: Proficiency Scales** | March 29

Learn more on pages 12–13
Empower your staff to tap into their full potential as educators. As an all-inclusive research-into-practice resource center, we are committed to helping your school or district become highly effective at preparing every student for his or her future.

Choose from our wide range of customized professional development opportunities for teachers, administrators, and district leaders. Each session offers hands-on support, personalized answers, and accessible strategies that can be put into practice immediately.

NOW BOOKING ON-SITE PD FOR 2018 & 2019

Bring Marzano Research experts to your school for results-oriented training on:

- Assessment & Grading
- Curriculum
- Instruction
- School Leadership
- Teacher Effectiveness
- Student Engagement
- Vocabulary
- Competency-Based Education
Customized PD Services

We offer a variety of professional learning settings, including:

Academies

Develop leadership skills. Designed especially for district or school leadership teams, this premium PD service includes six days of personalized, focused training from one or more Marzano Research associates. We’ll provide research-based strategies and techniques on the topic of your choice.

Interactive Webinars

Employ technology for efficient learning. Interactive webinars provide flexible support without travel. Get answers to your unique implementation needs and questions wherever there’s an internet connection.

Keynotes

Revitalize your school improvement efforts. Kick off the school year with an energizing keynote on a targeted topic, or lay the foundation for a new professional learning initiative.

Long-Term Services

Support transformative, lasting improvement. Long-term services map out a comprehensive plan for success. We’ll work with you to define your needs, your goals, and your nonnegotiables. We’ll work with your budget and timeline to show you how to integrate diverse resources—on-site PD, online courses, books and videos, coaching, and more—into a cohesive plan that ensures you stay on track with your goals.

One-to-One Coaching

Receive targeted support to take your instruction to the next level. Work closely with a hand-selected coach to determine your strengths, identify areas of improvement, and develop your expertise.

Workshops

Get hands-on team training. Take one day, two days, or more to develop skills and strategies in an area of need.

Get started MarzanoResearch.com/PD
Your learning is our focus

Personally trained by Dr. Marzano, each of our associates has the knowledge and experience to help you reach the highest levels of student achievement.

Additional experts

<table>
<thead>
<tr>
<th>Toby Boss</th>
<th>Kathy Glass</th>
<th>Kristin Poage</th>
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<tr>
<td>Robin J. Carey</td>
<td>Laura Hack</td>
<td>Roberta Selleck</td>
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<td>Michelle Finn</td>
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<td>Shelley Geis</td>
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For a complete list of Marzano Associates, visit MarzanoResearch.com.
Professional Development Resources

Effective ways to learn and grow

As part of our service to educators around the world, we provide free resources for your professional use.

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► Study Guides
► Tips from Dr. Marzano
► Videos
► Webinars

Learn more
MarzanoResearch.com
The Marzano Compendium
The ultimate collection of Marzano Research strategies

Developed for teachers, instructional coaches, teacher mentors, and administrators, this easy-to-navigate online resource combines and updates content from Dr. Marzano’s most popular titles, including *The New Art and Science of Teaching*, *Becoming a Reflective Teacher*, and *Coaching Classroom Instruction*.

Gain access to:

- 43 folios, explaining each element in depth
- More than 300 research-based instructional strategies
- Resources for students and teachers
- Surveys to track progress
- Videos explaining the elements and categories of The New Art and Science of Teaching framework
- 24x7 online portal

Subscriptions are $89.95 annually

To have everything at your fingertips is amazing. It has all you need to use research-based strategies.”

—Holly Hawkins, federal programs director
City View ISD, Texas
A Manifesto for Today’s Teachers, Schools, and Districts

The New Art and Science of Teaching

By Robert J. Marzano

The New Art and Science of Teaching is a greatly expanded volume of the original The Art and Science of Teaching, offering a framework for substantive change based on Robert J. Marzano’s fifty years of education research. In this best-selling title, Dr. Marzano details specific, proven actions educators can take to ensure all students achieve academic success. 152 pages

- Explore instructional strategies that correspond to each of the 43 elements of The New Art and Science of Teaching, which have been carefully designed to maximize student engagement and achievement.
- Utilize ten design questions and a general framework that will help determine which classroom strategies you should use to foster student learning.
- Study the state of the modern standards movement and what changes must be made in K–12 education to ensure high levels of learning for all.

82MCA–BKF776 $29.95

Signature PD Service

The New Art & Science of Teaching

Featured Presenters: Robert J. Marzano, Tina Boogren, Robin J. Carey, Jeff Flygare, Laura Hack, Tammy Heflebower, Mitzi Hoback, Jan K. Hoegh, Jeannie Iberlin, Cameron L. Rains, Mike Ruyle, Ben Tilley, Phil Warrick

- Gain an awareness of the research related to the elements of The New Art & Science of Teaching.
- Learn the instructional framework components, which include: 3 categories, 10 design questions, and 43 elements.
- Experience many of the 43 elements through hundreds of modeled instructional strategies.
- Use reflective guides as a means of enhancing instructional practices.

2-DAY WORKSHOP

The New Art and Science of Teaching

May 8–9
September 18–19

Centennial, Colorado

Presenters: Tammy Heflebower, Phil Warrick, or Jan K. Hoegh

During this interactive workshop, you will learn how to fully implement The New Art and Science of Teaching framework and reach the highest levels of instructional effectiveness.
Designing & Teaching Learning Goals & Objectives

By Robert J. Marzano

Design and teach effective learning goals and objectives by following strategies based on the strongest research available. This book summarizes key research behind best practices and translates that research into step-by-step hands-on strategies.

152 pages

- Review research on goal setting.
- See the effect of well-designed and well-taught goals and objectives on student achievement.
- Gain concrete, detailed recommendations for classroom practice.
- Build in-depth understanding of how to design and teach classroom goals.
- Use as a personal resource or as a group study tool for teacher teams or entire faculties.

Teaching & Assessing 21st Century Skills

By Robert J. Marzano and Tammy Heflebower

As the 21st century unfolds, the pace of change in the world is accelerating. The authors believe a combination of cognitive skills (skills students will need to succeed academically) and conative skills (skills students will need to succeed interpersonally) is necessary for the 21st century. This clear, practical guide presents a model of instruction and assessment based on these skills.

264 pages

- Read relatable classroom stories that depict the presented strategies.
- Use end-of-chapter comprehension questions to help assess and reinforce understanding of the new strategies.
- Gain an appendix of rubrics for assessing cognitive and conative 21st century skills.

Enhancing the Art & Science of Teaching With Technology

By Sonny Magaña and Robert J. Marzano

Successfully leverage technology to enhance classroom practices with this practical resource. Included are over 100 organized classroom strategies, vignettes that show each section’s strategies in action, and a glossary of classroom-relevant technology terms. Key research is summarized and translated into classroom recommendations.

216 pages

- Gain a greater understanding of the theory and research behind technology and how it enhances teaching practices.
- Discover how to seamlessly incorporate technology into your current instruction.
- Explore the 41 elements of effective teaching to boost students’ academic achievement.
- Learn your own unique pedagogical strengths and areas in which you would like to develop greater proficiency.
- Master the Art and Science of Teaching framework, and gain practical implementation strategies for any classroom.

Teaching Argumentation Activities and Games for the Classroom

By Katie Rogers and Julia A. Simms

Foreword by Robert J. Marzano

Discover ten fun, engaging activities and games for teaching argumentation that align with the CCSS. Incorporate these tools into your instruction to help students develop the ability to present and support claims, distinguish fact and opinion, identify errors in reasoning, and debate constructively.

256 pages

- Obtain games and activities to support instruction and teach argumentation skills.
- Help students develop the critical-thinking skills necessary to lead informed lives.
- Facilitate classroom discussions about various topics—including difficult ones—to prepare students for democratic life.
- Provide students with the tools to build effective arguments and relay complex information.
- Access reproducibles including question cards, memory cards, evidence organizers, answer keys, and more.
Teaching Reasoning
Activities and Games for the Classroom
By Laurel Hecker, Julia A. Simms, and Ming Lee Newcomb
Foreword by Robert J. Marzano
Explore key reasoning skills and strategies for teaching them to students. Uncover 12 research-based activities and games that reinforce these skills and clear guidance for effectively incorporating these tools into your classroom to help prepare students for academic and lifetime success.
312 pages
• Help students develop the ability to critically analyze evidence and draw valid conclusions.
• Refine students’ reasoning skills—using a combination of analytical and intuitive reasoning—to help them prosper in 21st century colleges and workplaces.
• Gain classroom games and activities to support reasoning lessons.
• Provide students with the tools to reinforce their reasoning and relay complex information.
82MCA–BKL027 $34.95
ISBN 978-0-9903458-1-7

Cultivating Mindfulness in the Classroom
By Jeanie Iberlin with Mike Ruyle
Foreword by Robert J. Marzano
Mindfulness is an effective, low-cost way for educators to help students improve their social and emotional wellness as they learn and grow. The authors share practical tools that align to the five key categories of mindfulness benefits—stress reduction, attention, emotional control, positive self-concept, and positive interactions—and offer a step-by-step process for establishing a formal school or classroom mindfulness program.
152 pages
• Recognize what mindfulness is and is not.
• Consider research that presents the benefits of mindfulness practices.
• Get student-friendly definitions of mindfulness terms.
• Survey the preparation, essential learnings, and directions they must have to apply mindfulness practices in schools.
• Answer chapter-ending comprehension questions and compare their answers to those provided in an appendix so they can examine their understanding of mindfulness.
82MCA–BKL035 $24.95

Cultivating Mindfulness in Schools Workshop
Featured presenters: Tina H. Boogren, Jeff Flygare, Jeanie Iberlin, Mike Ruyle
• Develop an understanding of what mindfulness is and what it is not.
• Understand the research that supports integrating mindfulness in schools, including the science of mindfulness.
• Experience five major benefits of mindfulness: stress reduction, attention, emotional control, positive self-concept, and positive interactions.
• Gain an understanding of the importance of modeling, teaching, and reinforcing mindfulness.

Close Reading in the Secondary Classroom
By Jeff Flygare
Close Reading in the Secondary Classroom offers high school and middle school educators extensive guidance on introducing close reading to students to help improve comprehension and critical thinking. Learn how to select a close-reading text, facilitate positive classroom discussion, assess student close-reading progress, and more.
152 pages
• Understand the importance of close reading, prereading, and post-reading activities.
• Learn how to choose appropriate literary or informational texts for close reading.
• Pass on tools necessary for literary analysis and annotating text.
• Develop thought-provoking questions and discussion that deepen text analysis and reading comprehension.
• Assess students’ critical and creative thinking skills.
82MCA–BKL033 $29.95
ISBN 978-1-943360-01-7

MarzanoResearch.com | 888.849.0851
Identifying Levels of Mastery: Proficiency Scales  
*Featuring: Tammy Heflebower or Phil Warrick*  
**March 29 | May 17**  
- Understand the difference between declarative and procedural knowledge.  
- Translate broad standards into specific learning goals.  
- Design goals at varying levels of difficulty and differentiate content for student needs.

Introduction to Becoming a High Reliability School  
*Featuring: Tammy Heflebower*  
**April 17-18**  
- Understand and explore the five levels of the Marzano High Reliability Schools model and reflect on where your school or district might be currently within each of these levels.  
- Learn and use the concepts of leading and lagging indicators as tools for strategic planning and monitoring of school systems.

Motivating and Inspiring Students  
*Featuring: Tina H. Boogren*  
**June 14**  
- Understand the foundational research and theory on motivation and inspiration.  
- Explore ways to create a culture and climate in schools and classrooms that awaken students to new possibilities and excitement.  
- Discover a hierarchy of needs and goals that K–12 educators can use to create schools and classrooms in which students are not only attentive and engaged, but also motivated and inspired.

Getting Started on Personalized Competency-Based Systems  
*Featuring: Douglas Finn III*  
**April 19**  
- Understand the key differences between time-based and performance-based systems of learning.  
- Discover the benefits of allowing students to move through levels of content at their appropriate pace.  
- Learn practical strategies for addressing seven key design questions.
Join us at the Marzano Research Training Center in Centennial, Colorado for a hands-on workshop.

**The New Art and Science of Teaching**  
*Featuring: Phil Warrick*  
**May 8–9**

- Learn how The New Art and Science of Teaching framework improves and expands on the former version to maximize student achievement.
- Explore the framework’s components, which include: 3 categories, 10 design questions, and 43 elements.
- Gain research-based instructional strategies that drive engagement and achievement.

**Supporting Beginning Teachers**  
*Featuring: Tina H. Boogren*  
**June 12–13**

- Explore how to identify effective mentors, and gain an understanding of how to establish a solid foundation for mentoring relationships.
- Acquire specific strategies to provide essential physical, emotional, and institutional support for beginning teachers.
- Learn how a mentor can provide specific and timely feedback in relation to the beginning teacher’s developmental stage.

**Solutions for Standards-Based Grading**  
*Featuring: Jan K. Hoegh or Phil Warrick*  
**March 27–28 | May 15–16**

- Learn the rationale and process for prioritizing standards.
- Explore the what, why, and how of proficiency scale development.
- Understand how to create, refine, or be a consumer of quality classroom-based assessments.

**Transforming Schools Through Collaborative Teams**  
*Featuring: Jan K. Hoegh*  
**May 10**

- Explore the Marzano model for making a school a professional learning community.
- Examine six specific questions for collaborative teams and look at specific protocols that help teams focus on their work.
- Learn key leadership behaviors and strategies for cultivating a collaborative school culture.

Register today—seats fill quickly  
MarzanoResearch.com/Spring18WS

**Benefits of attending a workshop:**

- Camaraderie, focus, and energy
- Sharing and collaborating with peers
- Team action planning
- Small-group instruction and meaningful dialogue with experts

MarzanoResearch.com | 888.849.0851
Questioning Sequences in the Classroom

By Robert J. Marzano and Julia A. Simms

Ask targeted questions to enhance students’ reasoning skills and increase rigor in classrooms. You’ll discover a four-phase questioning sequence that helps students make claims, build sound arguments, and provide evidence to support their points.

160 pages

• Master the four phases of questioning sequences, and understand their effectiveness for student success.
• Encourage students to use higher-order thinking and knowledge-application skills.
• Learn to ask meaningful questions that deepen student understanding on new concepts and spark students’ desire to learn more.
• Cultivate classroom questioning practices that reinforce the cognitive skills required by the Common Core State Standards.

Using Questioning Sequences in the Classroom Workshop

Featured presenters: Robert J. Marzano, Tina H. Boogren, Tammy Heflebower, Mitzi Hoback, Jan K. Hoegh, Jeanie Iberlin, Kristin Poage, Julia A. Simms, Phil Warrick

• Increase the rigor of content through questioning sequences that build students’ argumentation skills.
• Understand how to scaffold students’ thinking through appropriate questions about details, categories, elaborations, and evidence.
• Discover research on effective questioning and questioning sequences in the classroom.
• Align questioning practices in the classroom with the cognitive skills required by state standards.

Motivating and Inspiring Students

Strategies to Awaken the Learner

By Robert J. Marzano, Darrell Scott, Tina H. Boogren, and Ming Lee Newcomb

Bringing motivation and inspiration to the classroom is not easy. With this practical resource, you’ll discover a results-driven framework—based on a six-level hierarchy of student needs and goals—that you can use to provide engaging instruction to students. The authors share comprehensive understandings of the nature of motivation and inspiration and detail specific strategies to connect with your students.

192 pages

• Gain specific chapter-ending guidance on how to use the book’s strategies.
• Consider scenarios that portray how the book’s suggestions might play out in the classroom.
• Review mindsets, dispositions, and behaviors that result in negative, unhelpful thinking and in positive, productive thinking.
• Study step-by-step processes that ensure students’ needs get met in individual classrooms.

Motivating and Inspiring Students Workshop

Featured presenters: Tina H. Boogren, Jeff Flygare, Tammy Heflebower, Jeanie Iberlin

• Learn the four systems that humans operate under at all times and how these systems impact students and teachers in schools.
• Delve into the metacognitive and self-systems’ hierarchy of goals, and understand how teachers can address these goals in order to reach students’ hearts, heads, and hands.
• Discover ways to create a culture and climate in schools and classrooms that awaken students to new possibilities and excitement.
Designing Effective Classroom Management

By Jason E. Harlacher

Foreword by Robert J. Marzano

Discover the components of proactive classroom management. With this practical, step-by-step guide, teachers and school administrators will uncover five components that help improve student achievement: create clear expectations and rules, establish procedures and structure, reinforce expectations, actively engage students, and manage misbehavior.

168 pages

- Examine the five research-based components of effective classroom management.
- Understand the theoretical principles that support why a proactive approach to student misbehavior is more effective than a reactive approach.
- Learn different ways to clearly identify classroom expectations.
- Explore different kinds of student rewards and how to use them.
- Review reproducible checklists and templates that can help teachers analyze classroom layouts, lesson plans, and strategies.

82MCA–BKL029 $24.95

Designing Effective Classroom Management Workshop

Featured presenter: Jason E. Harlacher

- Understand five principles of effective classroom management.
- Define and teach classroom expectations and rules.
- Create classroom structure and procedures.
- Learn effective methods for increasing student engagement.

An Educator's Guide to Schoolwide Positive Behavioral Interventions and Supports

By Jason E. Harlacher and Billie Jo Rodriguez

Discover how to create an encouraging, productive school culture using the Schoolwide Positive Behavioral Interventions and Supports (SWPBIS) framework. This title includes the authors’ personal experiences in applying SWPBIS and explores practical examples of what the elements and tiers of this model look like in practice.

232 pages

- Understand the structure of the SWPBIS framework and its four key elements.
- Read testimonials from principals and teachers whose schools have created positive school climates through the SWPBIS platform.
- Learn why decision making in an SWPBIS framework relies on data and how school teams can ensure they use their data accurately to target suitable solutions.
- Gain specific steps and a general timeline you can use to start implementing SWPBIS.

82MCA–BKL030 $37.95
ISBN 978-0-9903458-7-9

An Educator's Guide to Schoolwide Positive Behavioral Interventions and Supports Workshop

Featured presenter: Jason E. Harlacher

- Learn the foundational tenets and salient features of SWPBIS.
- Understand the four key elements of SWPBIS and what they look like in practice.
- Examine Tiers One, Two, and/or Three in depth, respectively, and be ready for implementation.
- Apply the Problem-Solving Model (PSM) to answer questions about the implementation of and the impact of SWPBIS.
Open to all educators, this unique event offers specific guidance on how to build a high reliability school—where all students acquire knowledge and skills for lifelong success.

- **EXPLORE** the five levels of the Marzano High Reliability Schools™ framework.
- **ENGAGE** in strategic planning, working directly with Marzano Research experts.
- **CONNECT** and collaborate with HRS-certified schools.

*Included with registration*

**2018 HRS Expert Presenters**

- Robert J. Marzano
- Phil Warrick
- Tammy Heflebower
- Jan K. Hoegh

Register today—Seats fill quickly
MarzanoResearch.com/HRS18
Heighten your school's performance with the HRS framework

Dr. Marzano's vision for K-12 education is simple: the vast majority of schools can be highly effective in promoting student learning. To show how, he created the Marzano High Reliability Schools™ framework.

The HRS framework empowers districts and schools to attain five increasing levels of reliability:

1. **Safe and Collaborative Culture**
2. **Effective Teaching in Every Classroom**
3. **Guaranteed and Viable Curriculum**
4. **Standards-Referenced Reporting**
5. **Competency-Based Education**

Celebrate your success

For schools and districts that have attained one or more levels of reliability, Marzano Research offers formal certification to share with your community and stakeholders.

As a new principal, HRS has been a powerful instruction manual for me... The HRS program provided me with direction and steps to take at each level that are research-proven and time-tested.

—Kristy VanDorn, principal, Deer Creek Middle School, Oklahoma
A Handbook for High Reliability Schools
The Next Step in School Reform
By Robert J. Marzano, Phil Warrick, and Julia A. Simms
Transform your schools into organizations that take proactive steps to ensure student success. Using a research-based five-level hierarchy along with leading and lagging indicators, you’ll learn to assess, monitor, and confirm the effectiveness of your schools.
152 pages

Signature PD Service

Becoming a High Reliability School Workshop
Featured Presenters: Robert J. Marzano, Mario Acosta, Tammy Heflebower, Mitzi Hoback, Jan K. Hoegh, Jeanie Iberlin, Cameron L. Rains, Phil Warrick
• Explore the five levels of high reliability schools.
• Learn how to select leading and lagging indicators to address in your school.
• Discover new ways to use collaborative teams to address common issues regarding curriculum, assessment, instruction, and achievement of all students.

Leading a High Reliability School
By Robert J. Marzano, Philip B. Warrick, Cameron L. Rains, and Richard DuFour
How do educators build High Reliability Schools (HRS) that consistently produce excellent results? The key is the PLC at Work™ process. This user-friendly resource will show you how to fully implement proven HRS and PLC structures that enable your school to become highly effective at promoting student learning.
152 pages

Join the HRS Network Today
Become a member to:
• Gain access to 100+ resources for implementing the five levels of reliability
• Develop expertise through customized HRS services and professional development
• Secure a registration at the 2018 HRS Summit
An exclusive membership for schools and districts
A Handbook for Personalized Competency-Based Education

By Robert J. Marzano, Jennifer S. Norford, Michelle Finn and Douglas Finn III
With Rebecca Mestaz and Roberta Selleck

Ensure all students master content by designing and implementing a personalized competency-based education (PCBE) system. This handbook explores approaches, strategies, and techniques that schools and districts should consider as they begin their transition to a PCBE system. The authors share examples of how to use proficiency scales, standard operating procedures, behavior rubrics, personal tracking matrices, and other tools to aid in instruction and assessment.

248 pages

Signature PD Service

Getting Started in a Personalized Competency-Based System Workshop

Featured presenters: Michelle Finn, Douglas Finn III, Roberta Selleck, Bill Zima

- Learn about an approach for designing and implementing personalized competency-based education in classrooms and schools.
- Learn about implementation from concrete examples in schools.
- Examine practical strategies for addressing the following key design questions:
  - What content will we address?
  - How will the learning environment support student agency?
  - How will instruction support student learning?
  - How will teachers measure student proficiency?
  - How will scheduling accommodate student learning?
  - How will reporting facilitate student learning?
  - How do schools and districts transition to a PCBE system?

Beyond Reform
Systemic Shifts Toward Personalized Learning

By Lindsay Unified School District Educators
Foreword by Robert J. Marzano

Like many school districts, Lindsay Unified School District faced difficulty meeting the needs of increasingly diverse student populations. Through this detailed resource, you will learn how Lindsay Unified took action to improve student learning by shifting from a traditional time-based education system to a learner-centered performance-based system. By adopting and tailoring Lindsay Unified’s instructional model, you and your team can embark on your own district’s transformation.

136 pages
Supporting Beginning Teachers

By Tina H. Boogren
Foreword by Robert J. Marzano

Give new teachers the time and professional guidance they need to become expert teachers through effective mentoring. Investigate key research, and examine the four types of support—physical, emotional, instructional, and institutional—that are crucial during a teacher’s first year in the classroom.

120 pages

Supporting Beginning Teachers Workshop

Featured presenters: Tina H. Boogren, Kristin Poage

- Understand the foundational research and theory on supporting beginning teachers.
- Explore how to identify effective mentors, and gain an understanding of how to establish a solid foundation for mentoring.
- Acquire specific strategies to provide essential physical, emotional, and institutional support for beginning teachers.

Becoming a Reflective Teacher

By Robert J. Marzano
With Tina H. Boogren, Tammy Heflebower, Jessica McIntyre, and Debra J. Pickering

Learn how to combine a model of effective instruction with goal setting, focused practice, focused feedback, and observations to improve your instructional practices. Included are 280 strategies related to the 41 elements of effective teaching shown to enhance student achievement.

256 pages

Becoming a Reflective Teacher Workshop

Featured presenters: Robert J. Marzano, Tina H. Boogren, Robin J. Carey, Bev Clemens, Jane Doty Fischer, Jeff Flygare, Tammy Heflebower, Lynne Herr, Mitzi Hoback, Jan K. Hoegh, Jeanie Iberlin, Jessica Kanold-McIntyre, Tom Roy, Mike Ruyle, Phil Warrick

- Identify ways to integrate reflection into your collaborative work in teams.
- Self-assess your proficiency in applying each of the 41 elements of effective teaching.
- Learn how to use video data, student survey data, and student achievement data to improve your practice.

Signature PD Service

Supporting Beginning Teachers Workshop

ISBN 978-0-9838152-3-5

82MCA–BKL023 $19.95

Becoming a Reflective Teacher Workshop

ISBN 978-0-9833512-3-8

82MCA–BKL011 $34.95

Benjamin Franklin Award
The Beginning Teacher’s Field Guide: 
*Embracing on Your First Years*
By Tina H. Boogren
The joys and pains of starting a teaching career often go undiscussed. This guide explores the personal side of teaching, offering crucial advice and support. The author details six phases every new teacher goes through and outlines classroom strategies and self-care practices.
160 pages
Published by Solution Tree

Collaborative Teams That Transform Schools
*The Next Step in PLCs*
By Robert J. Marzano, Tammy Heflebower, Jan K. Hoegh, Phil Warrick and Gavin Griff
With Laurel Hecker and Janelle Wills
Explore research-based steps and strategies you can use to increase the effectiveness of collaborative teams and enhance professional learning communities. Examine how the PLC process can transform critical components of education, including curriculum, assessment, instruction, and teacher development.
184 pages

Take Time for You
*Self-Care Action Plans for Educators*
By Tina H. Boogren
The key to thriving as a human and an educator rests in self-care. With *Take Time for You*, you’ll discover a clear path to well-being. The author offers manageable strategies, reflection questions, and surveys that will guide you in developing an individualized self-care plan.
160 pages
Published by Solution Tree

Signature PD Service
*Collaborative Teams That Transform Schools*
*Featured presenters:* Robert J. Marzano, Mario Acosta, Tina H. Boogren, Jeff Flygare, Tammy Heflebower, Jan K. Hoegh, Jeanie Iberlin, Phil Warrick, Mike Ruyle, and Bev Clemens

- Gain an awareness of the research related to the concept of PLCs.
- Explore the context that must surround the establishment and maintenance of collaborative teams.
- Discover elements of curriculum work that provide focus for high-performing teams, such as identifying essential content, creating learning goals, and constructing proficiency scales.

**TEACHER EFFECTIVENESS** 21
Coaching Classroom Instruction
By Robert J. Marzano and Julia A. Simms
With Tom Roy, Tammy Heflebower, and Phil Warrick
Find advice on how to offer targeted feedback to teachers, empowering them to identify specific steps to improve their knowledge and skill. Coaches can use the step-by-step guidelines to help teachers improve their performance on the 280 research-based strategies introduced in Becoming a Reflective Teacher. 272 pages

- Learn how coaches can help K-12 teachers employ the 41 elements of effective teaching in their classrooms using over 280 research-based strategies.
- Explore research, teacher actions, desired student responses, extra support/scaffolding, and extensions for each of more than 280 strategies.
- Examine various ways schools and districts can provide coaching to teachers.

82MCA–BKL013 $34.95
ISBN 978-0-9833512-6-9

Making Classroom Assessments Reliable and Valid
By Robert J. Marzano
Classroom assessments (CAs) have key advantages over interim, end-of-course, and state assessments. This resource details why CAs should become the primary method for formally measuring student learning and growth over time and outlines how teachers, schools, and districts can design CAs that are equally if not more reliable and valid than traditional large-scale assessments.
144 pages

- Consider the history of large-scale assessments in US education.
- Inspect the importance of and future role of classroom assessment.
- Explore the three mathematical models of reliability, as well as the three major types of validity.
- Survey the development of traditional and new paradigms of validity and reliability.
- Understand the importance of measuring students’ individual and comparative growth.

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Proficiency Scales for the New Science Standards
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By Robert J. Marzano and David C. Yanoski
With Diane E. Paynter
Align instruction and assessment with the new science standards, and create proficiency scales that can be used to plan all types of lessons. Discover hundreds of ready-to-use proficiency scales that are applicable to specific areas of science instruction.
160 pages

- Explore how standards-based science education has evolved.
- Understand how the NGSS are organized and how they can be used in classroom instruction.
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- Develop high-quality common assessments based on the new science standards.

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A School Leader’s Guide to Standards-Based Grading
By Tammy Heflebower, Jan K. Hoegh, and Phil Warrick
With Mitzi Hoback, Margaret McInteer, and Bev Clemens
Foreword by Robert J. Marzano
Assess and report student performance with standards-based grading rather than using traditional systems that incorporate nonacademic factors. Learn to assess and report performance based on prioritized standards, and gain effective strategies for offering students feedback on their progress.
144 pages
- Distinguish between standards-based and standards-referenced grading, and examine the basis of each.
- Understand the research and reasoning for standards-based grading, and read other educators’ accounts of applying it in their schools.
- Examine current grading practices, and identify ways to ensure grades accurately reflect students’ strengths and weaknesses.
- Discover how to improve student achievement through meaningful, measurable, and accurate reporting.

Standards-Based Grading for School Leaders Workshop
Featured presenters: Robert J. Marzano, Douglas Finn, Jeff Flygare, Tammy Heflebower, Mitzi Hoback, Jan K. Hoegh, Jeanie Iberlin, Kristin Poage, Cameron L. Rains, Mike Ruyle, Roberta Selleck, Phil Warrick, Bill Zima
- Learn to recruit and build teams of educators to prioritize standards and write proficiency scales.
- Discover three kinds of assessments, and learn how educators can use each type as an effective part of a standards-based grading system.
- Understand the unique grading challenges posed by exceptional learners and how to incorporate accommodations and modifications into grading practices.

Formative Assessment & Standards-Based Grading
By Robert J. Marzano
Learn everything you need to know to implement an integrated system of assessment and grading. The author explains how to design, interpret, and systematically use three different types of formative assessments and how to track student progress and assign meaningful grades.
184 pages
- Understand the difference between standards-based and standards-referenced systems.
- Find out why it is usually inappropriate to use the 100-point scale in conjunction with formative assessment.
- Gain a systematic approach to the design and use of rubrics.
- Learn four basic approaches to tracking student progress using reproducible grade sheets.
- Use technology to track progress and generate reports.

Formative Assessment and Standards-Based Grading Workshop
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- Understand what research reveals about feedback, assessment, and grading.
- Collaborate in teams to continuously improve assessments and instruction.
- Apply assessment information to gain formative, summative, or instructional feedback.
Using Common Core Standards to Enhance Classroom Instruction & Assessment

By Robert J. Marzano, David C. Yanoski, Jan K. Hoegh, and Julia A. Simms
With Tammy Heflebower and Phil Warrick

Discover how to weave an in-depth understanding of the Common Core into successful classroom practice with this two-part resource. You’ll learn how to power the standards with guided assessment and measure student progress in a way that accurately reflects learning.

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- Learn how to integrate 21st century thinking and reasoning into instruction.
- Design learning goals and proficiency standards geared toward individual students.

304 pages

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Vocabulary for the Common Core

By Robert J. Marzano and Julia A. Simms

The Common Core State Standards present unique demands on students’ ability to learn vocabulary and teachers’ ability to teach it. The authors address these challenges in this resource, helping you create a successful vocabulary program.

- Learn to incorporate CCSS vocabulary into teaching and student learning.
- Recognize the impact that quality vocabulary instruction can make on reading ability, mental process, and academic achievement.
- Understand how students learn vocabulary.
- Make academic and content-area terms from the CCSS relevant to students.
- Create a system of assessment that tracks students’ progress with CCSS vocabulary.

280 pages

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- Determine how to use the priority and supporting standards to have the greatest impact on student learning.
- Align staff understanding and knowledge of the CCSS to eliminate individual interpretation.
- Gain practical strategies for implementing the standards across all content areas.
- Get a clearly articulated curriculum document and template designed to help staff implement the CCSS.

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- Learn why direct vocabulary instruction is crucial to developing readers and thinkers.
- Explore the research linking vocabulary knowledge with academic achievement.
- Discover a six-step process for effective vocabulary instruction.
- Gain resources and templates to support your vocabulary instruction.
- Acquire a process for creating a customized set of academic and content-area vocabulary.
Research indicates that most standards documents articulate far more content than can be taught in the time available to K–12 teachers.

Created by our team, these free reports identify a focused set of critical concepts for every grade level—covering English language arts, mathematics, and science.

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- Understand the research and theory supporting the creation and structure of the Critical Concepts proficiency scales.
- Learn about three areas of potential customization for the Critical Concepts proficiency scales.
- Use a process to customize the Critical Concepts proficiency scales for the unique needs of a school or district.
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3 ways to take advantage of our experience and expertise with proficiency scales

You understand the benefits of clearly articulating target, simpler, and more complex content. You may have already created your own learning progressions. Or you may be learning about the process and thinking about starting the work. How can you accelerate your timeline and boost the quality of your final products?

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Impact science education with direct vocabulary instruction. With this three-part resource, you’ll discover a six-step process for successfully incorporating vocabulary from the science standards into student learning. Identify the crucial aspects of vocabulary education, and learn targeted strategies to actively engage students.

240 pages

- Recognize the importance of vocabulary instruction on student reading ability and academic achievement.
- Gain access to self-evaluation scales that students can use to score their degree of understanding.
- Select from a menu of vocabulary words related to crosscutting practices and concepts, cognitive processes, and domain-specific science terms to enhance student learning from grade to grade.
- Discover the components and support needed to implement a systemwide vocabulary program.

Vocabulary Games for the Classroom
By Lindsay Carleton and Robert J. Marzano

Make direct vocabulary instruction fun and successful with this simple, straightforward, and easy-to-use book. Hundreds of vocabulary terms handpicked by Dr. Marzano cover four content areas and all grade levels.

272 pages

- Find instructions for 13 vocabulary games spanning grades K–12.
- Gain hundreds of key vocabulary terms and phrases in four subject areas—language arts, mathematics, science, and social studies—compiled from Dr. Marzano’s work with schools, districts, and states.
- Understand the importance of a strong vocabulary from early grades through high school and in all subject areas.
- Discover practical suggestions for incorporating vocabulary into all subject areas in fun ways.

Academic Vocabulary Workshop

- Learn a process for creating a list of essential academic and content-specific terms and phrases to use in direct instruction of English language arts, mathematics, science, and other content areas.
- Create systems to assess and track students’ vocabulary knowledge over time.
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- Practice teaching each of the six steps.
- Integrate engaging and motivational techniques such as games, technology, and graphic organizers.
- Gain practical suggestions for improving vocabulary instruction at all levels.

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The Proficiency Scale Bank is a collection of scales that are available for free. These scales are authored by Marzano Research or by participating schools and districts. Access and use these customizable materials designed to help improve your classrooms and schools.

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With Tammy Heflebower

Gain an in-depth understanding of how to generate high levels of student attention and engagement. Using the suggestions in this book, every teacher can create a classroom environment where engagement is the norm, not the exception.

240 pages

- Read relatable classroom stories that depict the presented strategies.
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- Use an appendix of unusual information to help engage students in content.
- Discover an appendix of planning questions for implementing the presented strategies.

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**Managing the Inner World of Teaching**

*Emotions, Interpretations, and Actions*

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168 pages

- Develop a deep understanding of the human mind.
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- Gain sound instructional strategies for engaging students.
- Distinguish between short-term attention and deep engagement.
- Connect classroom goals to students’ personal goals.
- Spark students’ personal interest in learning.

**Managing the Inner World of Teaching Workshop**

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- Gain an awareness of emotional responses and how they affect interpretations and reactions.
- Understand the power of negative emotions and how to mitigate their effects.
- Discover a three-phase management process designed to promote awareness, analysis, and choice.
- Engage in retrospective and real-time practice exercises for managing the inner world.
Awaken the Learner
Finding the Source of Effective Education
By Darrell Scott and Robert J. Marzano
Create a compassionate, caring school environment. Examine how a change in teaching philosophy can help awaken the passion for learning in students. Learn how to promote kindness in the classroom, and explore research-based strategies to enhance teacher-student and peer relationships.
232 pages

- Create safe, welcoming environments that encourage students to be present and positive.
- Explore the importance for educators to both instruct and awaken learners.
- Distinguish among methodical, metaphorical, and mystical truths, and understand the role each plays in awakening the learner.
- Teach essential cognitive skills that align with the Common Core State Standards.
- Promote student engagement using the self-system.

Strategies for Awakening the Learner
By Robert J. Marzano and Darrell Scott
Engage and motivate every student with compassionate and inspirational teaching. Based on Darrell Scott and Robert J. Marzano’s book, Awaken the Learner, this video and accompanying handout detail practical strategies for creating a classroom environment that helps all students reach their potential.
Includes access to a downloadable video and PDF of the handout, which principals and school leaders can use to facilitate professional development in their schools

- Discover how to support students on an individual and personal level.
- Develop a curriculum that balances knowledge with cognitive, metacognitive, and self-system skills.
- Cultivate every learner’s sense of security, identity, belonging, and purpose.

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Close Reading in the Secondary Classroom offers high school and middle school educators extensive guidance on introducing close reading to students to help improve comprehension and critical thinking. Learn how to select a close-reading text, facilitate positive classroom discussion, assess student close-reading progress, and more.
168 pages

- Understand the importance of close reading, prereading, and post-reading activities.
- Learn how to choose appropriate literary or informational texts for close reading.
- Pass on tools necessary for literary analysis and annotating text.
- Develop thought-provoking questions and discussion that deepen text analysis and reading comprehension.
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Harness the power of research to improve your school or district

The research department at Marzano Research is dedicated to supporting educators in understanding, conducting, and implementing research to improve education systems and outcomes for students.

Created by Dr. Robert J. Marzano over a decade ago, Marzano Research began by working in the field with state and local education agencies and schools to understand the challenges educators face and to become thought partners in finding solutions that lead to students’ success. That approach continues to guide everything we do.

Today, Marzano Research has grown to become one of the premier research organizations in the country, collaborating on rigorous research, evaluation, and technical assistance with federal, state, local, and private partners. Our work spans from helping districts prepare evaluation plans for their grant proposals, to operating the Regional Educational Laboratory Central, through which we work with education agencies in seven states to find solutions to the most challenging issues in education. We look forward to collaborating with you to find ways to improve the futures of the kids you serve.

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With researchers certified as WWC reviewers, Marzano Research conducts rigorous reviews of education studies for organizations across the country. We can partner with your organization to verify the results of internal studies, guide policymakers and practitioners through examples of ESSA-allowable improvement activities, and support schools in using research-based interventions.

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A High Reliability Teacher (HRT) is proficient in instruction and assessment practices proven to foster student learning. Marzano Research’s HRT program is a multileveled certification process that recognizes teacher effectiveness in three specific areas:

**Level 1**
- Monitor grading and reporting methods to ensure validity and reliability
- Show correlation between students’ scores on proficiency scales and scores on state or other external tests

**Level 2**
- Measure student achievement consistently and fairly
- Utilize an actionable plan in place for when students are not meeting learning targets

**Level 3**
- Employ instructional strategies proven to reach all learners
- Enhance pedagogical skills through ongoing professional growth plans

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*Presenter: Douglas Finn III*  
**November 15**  
- Understand the key differences between time-based and performance-based systems of learning, and discover the benefits of allowing students to move through levels of content at their appropriate pace

**Identifying Levels of Mastery: Proficiency Scales**  
*Presenter: Phil Warrick*  
**October 25 | December 13**  
- Distinguish between true learning goals and classroom activities or assignments  
- Understand the difference between declarative and procedural knowledge  
- Translate broad standards into specific learning goals

**Instructional Coaching**  
*Presenter: Phil Warrick*  
**September 20–21**  
- Learn the Marzano Model for Coaching Classroom Instruction  
- Engage in instructional coaching activities using short video clips of teaching  
- Learn and use a feedback protocol for instructional coaching that can be used with any instructional strategy

**Introduction to Becoming a High Reliability School**  
*Presenter: Phil Warrick*  
**November 13–14**  
- Understand and explore the five levels of the Marzano High Reliability Schools model and reflect on where your school or district might be currently within each of these levels  
- Learn and use the concepts of leading and lagging indicators as tools for strategic planning and monitoring of school systems  
- Learn and explore the critical commitments for schools at each level of high reliability

**The New Art and Science of Teaching**  
*Presenter: Jan K. Hoegh*  
**September 18–19**  
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- Compare and contrast the new version with the former version  
- Experience various instructional elements for each design question

**Solutions for Standards-Based Grading**  
*Presenters: Tammy Heflebower or Phil Warrick*  
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- Discover the rationale and process for prioritizing standards  
- Explore the what, why, and how of proficiency scale development  
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April 19

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Featuring: Phil Warrick
May 8–9

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