

Spring 2016



MARZANOResearch



Providing educators with tools they need to effect
profound improvement in student achievement

Leading-edge research working for you

Every year a staggering amount of research is published in the field of education. As a busy educator, you simply don't have time to sift through each article, take notes on the best practices, and translate them into strategies that will improve your teaching. That's where Marzano Research comes in! We'll do all of the legwork for you. The end result? Research-based practices you can take straight to the classroom.

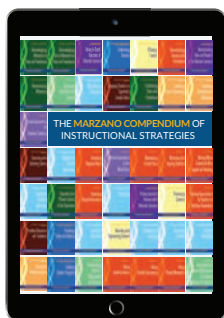
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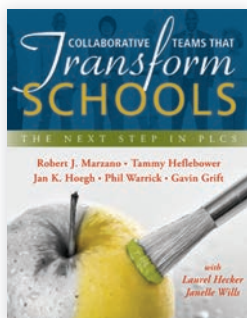


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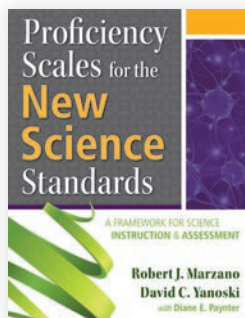
NEW RELEASES!



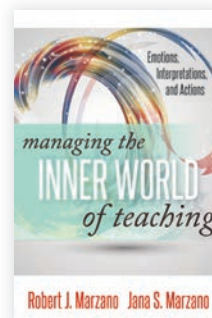
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More to come
in 2016!

FEATURED

PROFICIENCY SCALE SERVICES

Get specific feedback or customized products that meet the unique needs of your school or district. Our proficiency scale services offer a wide range of options, from proficiency scale review to revision to alignment to creation.

Learn more on page 26!

HIGH RELIABILITY SCHOOLS SUMMIT 2016

Join Dr. Marzano and his team in Colorado for the HRS Summit! Whether you want an introduction to the Marzano High Reliability Schools™ framework or are already working to become a high reliability school, we've got you covered with this much-anticipated event.

Learn more on page 18!

Ensure deep learning and sustainable outcomes

Marzano Research combines Dr. Marzano's 40 years of educational research with continuous action research in all major areas of schooling, in order to provide effective and accessible instructional, leadership, and classroom assessment strategies that are always at the forefront of best practice.

As an all-inclusive research-into-practice resource center, Marzano Research provides teachers and school leaders with the tools they need to effect profound improvement in student achievement.

WE CAN HELP YOU BUILD A PLAN THAT BEST FITS YOUR NEEDS!

You are empowering students with new knowledge every day—how are you empowering yourself and your staff with new knowledge?





Signature PD Services

Marzano Research has designed packaged staff-development services on our most popular topics. All services tightly align with Dr. Marzano's research and recommendations. With high-quality, targeted content and the flexibility to adapt to your schedule and needs, these services make it easier to plot an intentional path to success.

Research & Evaluation Services

Our team's expertise spans a wide variety of topic areas. Need support with early childhood education, education policy, or educator evaluation? How about curriculum and instruction, formative assessment, RTI, or school accountability? Partner with our seasoned experts to get started on the path to achieving your goals.

Proficiency Scale Services

Get specific feedback or customized products that meet the unique needs of your school or district. Our proficiency scale services offer a wide range of options, including proficiency scale review, revision, alignment, and creation. Let Marzano Research energize your efforts toward implementing a guaranteed and viable curriculum.

Competency-Based Education

Reinventing Schools, a division of Marzano Research, offers workshops and services to support your transition to a competency-based model. Our approach addresses design and implementation issues at all levels of the system—state, district, school, and classroom.

Our Books & Videos

You'll consult these high-quality resources for a lifetime. Marzano Research's books and videos offer in-depth, research-based instructional strategies to increase student achievement.

Workshops

Get hands-on team training led by one of our expert associates. Take one day, two days, or more of specialized trainings designed to develop the skills of teachers and school leaders.

Get started!
marzanoresearch.com



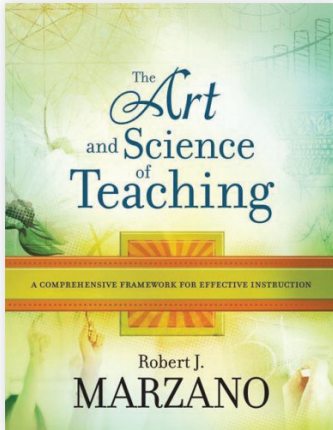
The Marzano Compendium of Instructional Strategies



The Marzano Compendium of Instructional Strategies is a resource for teachers, instructional coaches, teacher mentors, and administrators. This online resource presents 332 strategies related to the 43 elements of Dr. Marzano's updated Art and Science of Teaching framework. You will gain access to videos explaining the elements and categories of the model, 43 folios explaining each element in depth, resources for students and teachers, surveys to track progress, and so much more!

The Compendium is a convenient, easy-to-navigate, and affordable resource that is available as a yearlong subscription for \$30, with a discounted rate for purchases of 50 or more subscriptions.

Visit marzanoresearch.com/Compendium to purchase today!



The Art and Science of Teaching
A Comprehensive Framework for Effective Instruction

By Robert J. Marzano

Discover a model for ensuring quality teaching that balances the necessity of research-based data with the need to understand the strengths and weaknesses of individual students. Filled with charts, rubrics, and organizers, this user-friendly guide will help teachers develop their knowledge and skills, so they can achieve that dynamic fusion of art and science that results in exceptional teaching and learning. 220 pages

Published by ASCD

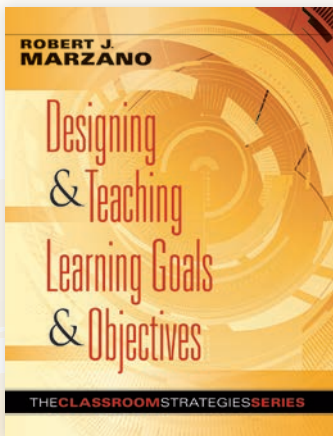
64MCA-BKC250 **\$26.95**
ISBN 978-1-416605-71-3



Signature PD Service

The Art and Science of Teaching Workshop

- Acquire a common language of instruction.
- Master essential instructional routines such as providing clear learning goals and defining levels of proficiency.
- Acquire strategies for delivering new content, and practice them to deepen understanding.
- Discover the importance of applying knowledge by generating and testing hypotheses.

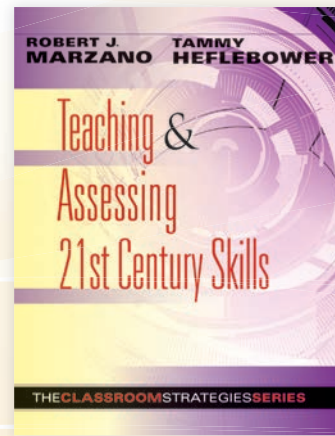


Designing & Teaching Learning Goals & Objectives

By Robert J. Marzano

Bestseller Design and teach effective learning goals and objectives by following strategies based on the strongest research available. This book includes a summary of key research behind these classroom practices and shows how to implement them using step-by-step hands-on strategies. Short quizzes help readers assess their understanding of the instructional best practices explained in each section. 152 pages

64MCA-BKL001 **\$24.95**
ISBN 978-0-9822592-0-7

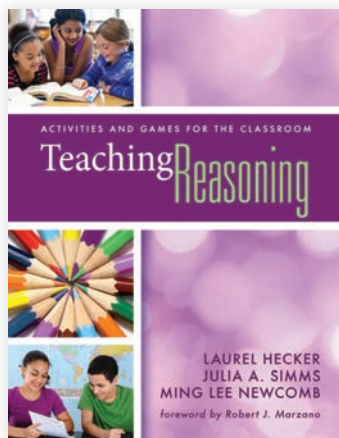


Teaching & Assessing 21st Century Skills

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

64MCA-BKL009 **\$34.95**
ISBN 978-0-9833512-0-7

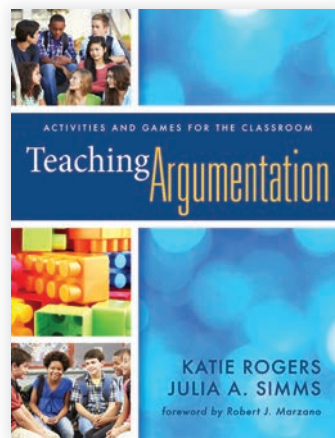


Teaching Reasoning Activities and Games for the Classroom

By Laurel Hecker,
Julia A. Simms,
and Ming Lee Newcomb
Foreword by Robert J. Marzano

Teach students essential skills with engaging activities. Explore key reasoning skills from the Common Core and Next Generation Science Standards and strategies for teaching them to students. Then discover fun, research-based games and activities to reinforce students' reasoning skills. This practical text provides clear guidance for incorporating these tools into your classroom to prepare students for academic and lifetime success. 312 pages

64MCA-BKL027 **\$34.95**
ISBN 978-0-9903458-1-7



Teaching Argumentation Activities and Games for the Classroom

By Katie Rogers
and Julia A. Simms

Foreword by Robert J. Marzano

Ensure students develop the argumentation and critical-thinking skills they need for academic and lifetime success. 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 their ability to present and support claims, distinguish fact and opinion, identify errors in reasoning, and debate constructively. 256 pages

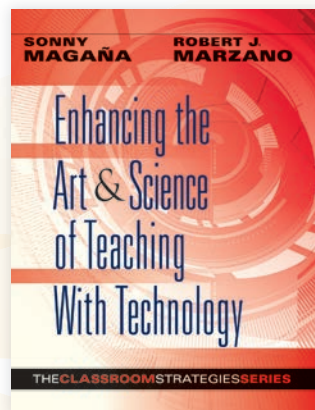
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ISBN 978-1-935249-30-6



Signature PD Service

Classroom Games to Enhance Argumentation and Reasoning Skills Workshop

- Identify specific elements of the standards that relate to argumentation and reasoning.
- Uncover specific component skills that students need to learn as they develop a deeper capacity to logically construct and evaluate arguments.
- Gain practical strategies and mini-lesson ideas for teaching the component skills in your classroom.
- Determine ways to incorporate games and activities into your lessons, from on-the-fly sponge activities to longer team-based games.



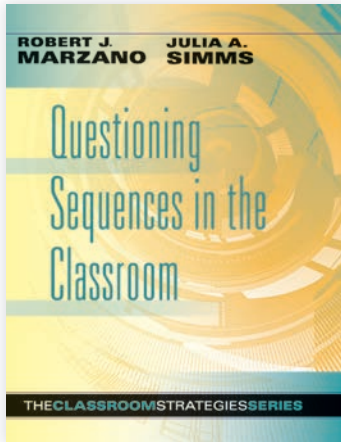
Enhancing the Art & Science of Teaching With Technology

By Sonny Magaña
and Robert J. Marzano

Successfully leverage technology to enhance classroom practices with this practical resource. The authors demonstrate the importance of educational technology, which is quickly becoming an essential component in effective teaching. 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

64MCA-BKL017 **\$29.95**
ISBN 978-0-9858902-4-7





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. Use a four-phase questioning sequence to help students make claims, build sound arguments, and provide evidence to support their points. You'll discover how to coordinate sequences to elicit students' prior knowledge, prompt the discovery of new information, and deepen and extend students' learning in all content areas. 160 pages

64MCA-BKL018 **\$24.95**
ISBN 978-0-9858902-6-1



Signature PD Service

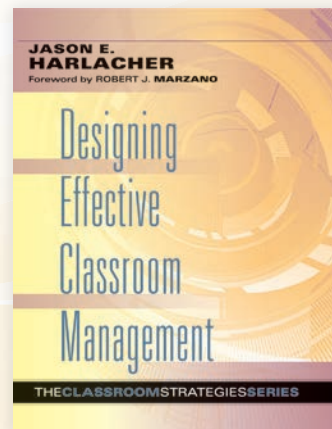
Using Questioning Sequences in the Classroom Workshop

- 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.

LOOKING TO DELVE DEEPER?

Attend a workshop at our Denver training center!

Details on page 16



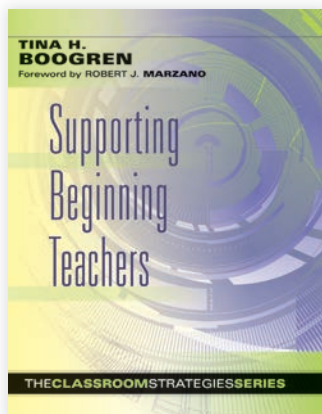
NEW

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 and decrease classroom problems. Create clear expectations and rules, establish procedures and structure, reinforce expectations, actively engage students, and manage misbehavior. Learn how to develop individualized behavior plans to help students who continue to struggle. 168 pages

64MCA-BKL029 **\$24.95**
ISBN 978-0-9903458-5-5



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. 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. Discover essential strategies for K–12 mentors, coaches, and school leaders to develop an effective mentoring program schoolwide. 120 pages

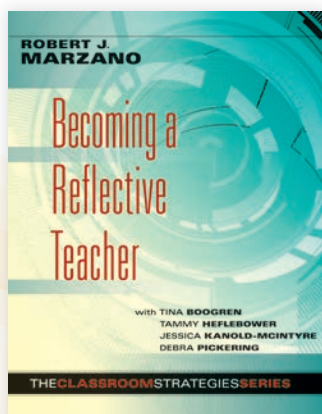
64MCA-BKL023 **\$19.95**
ISBN 978-0-9838152-3-5



Signature PD Service

Supporting Beginning Teachers Workshop

- 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.
- Frame essential instructional support strategies within a common language of instruction, including how to engage in goal setting, focused practice, and focused feedback.



Becoming a Reflective Teacher

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

Bestseller Just as successful athletes must identify strengths and weaknesses, set goals, and engage in focused practice to meet their goals, so must teachers. 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 proven to enhance student achievement. 256 pages

64MCA-BKL011 **\$34.95**
ISBN 978-0-9833512-3-8



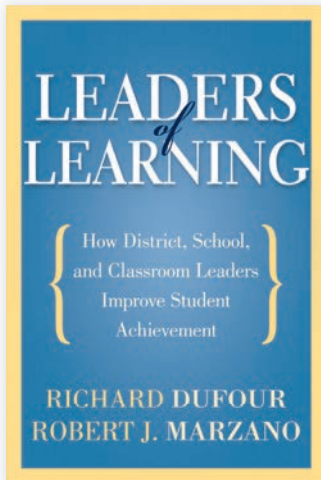
Signature PD Service

Becoming a Reflective Teacher Workshop

- 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.
- Explore specific classroom situations in which reflective practices can be applied.



MARZANO Research



Leaders of Learning

How District, School, and Classroom Leaders Improve Student Achievement

By Richard DuFour
and Robert J. Marzano

Bestseller For many years, the authors have been fellow travelers on the journey to help educators improve their schools. Their first coauthored book focuses on district leadership, principal leadership, and team leadership and addresses how individual teachers can be most effective in leading students—by learning with colleagues how to implement the most promising pedagogy in their classrooms. 248 pages

Published by Solution Tree

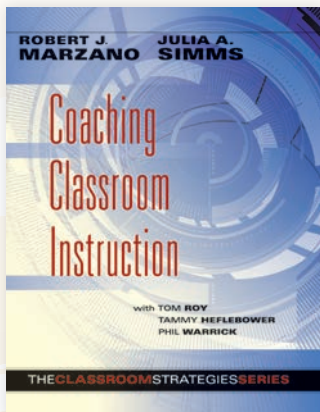
64MCA-BKF455 **\$29.95**
ISBN 978-1-935542-66-7



Signature PD Service

School Leader Development Workshop

- Examine the research linking principal leadership to student achievement.
- Learn strategies to develop the capacity and effectiveness of educators.
- Provide principals the tools and support they need to lead a successful professional learning community.
- Discover what kind of training is most effective for PLC leaders.



Coaching Classroom Instruction

By Robert J. Marzano
and Julia A. Simms

With Tom Roy,
Tammy Heflebower,
and Phil Warrick

A must-have resource for coaches, leaders, and teams, this book covers approaches for boosting professional growth and macrostrategies that are responsive to student needs. Learn how to offer targeted feedback to teachers, empowering them to identify how they can improve their knowledge and skill. Step-by-step guidelines will help teachers increase their performance on the 280 research-based strategies from *Becoming a Reflective Teacher*. 272 pages

64MCA-BKL013 **\$34.95**
ISBN 978-0-9833512-6-9



Signature PD Service

Coaching for Teachers

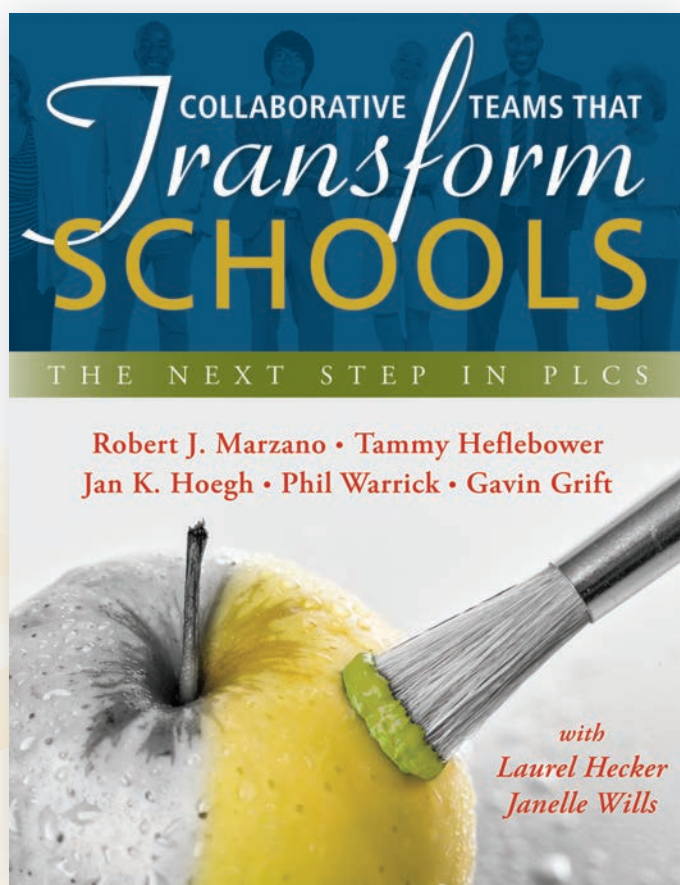
- Establish current levels of performance.
- Identify measurable goals for improved performance.
- Acquire new skills and strategies to meet the goals.
- Practice to become proficient in the new strategies.
- Measure growth and celebrate success.

NEW

Collaborative Teams that Transform Schools

by Robert J. Marzano, Tammy Heflebower, Jan K. Hoegh, Phil Warrick, and Gavin Grift
with Laurel Hecker and Janelle Wills

Discover a practical, comprehensive model of effective professional learning communities. In this user-friendly guide, educators explore research-based steps and strategies they can use to increase the effectiveness of collaborative teams and enhance PLCs. Examine how the PLC process can transform critical components of education—including curriculum, assessment, instruction, and teacher development—and use reproducible agendas, scales, and checklists to improve schoolwide practices.



Benefits

- Gain a model of effective instruction and strategies for direct instruction.
- Explore resources for collaborative teams to use as they have honest and challenging discussions, set and monitor norms, and focus on the right work.
- Chart progress and transformation with self-evaluation surveys.
- Study vignettes that depict how real schools have successfully implemented the strategies outlined in each chapter.
- Answer comprehension questions to review each chapter's main points.

64MCA-BKL034 **\$29.95**
ISBN 978-1-943360-03-1

Access **FREE** tools to expand your knowledge

WEBINARS

Sign up to watch upcoming webinars or access our on-demand content.

PROFICIENCY SCALE BANK

Download and use these customizable materials to improve your classrooms and schools.

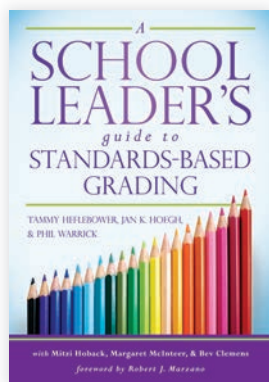
THE CRITICAL CONCEPTS

Download The Critical Concepts, a free resource that identifies the critical concepts for ELA, mathematics, and science at all grade levels.

ADDITIONAL FREE RESOURCES

- Tips From Dr. Marzano
- Classroom Tools
- Reproducibles
- Videos
- Study Guides

Learn more!
marzanoresearch.com



A School Leader's Guide to Standards-Based Grading

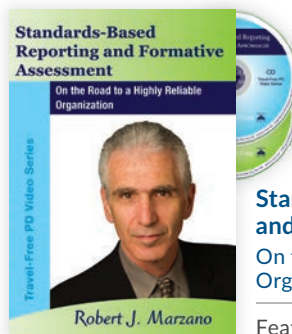
By Tammy Heflebower,
Jan K. Hoegh, and Phil Warrick

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

64MCA-BKL019 **\$24.95**
ISBN 978-0-9858902-8-5



Standards-Based Reporting and Formative Assessment

On the Road to a Highly Reliable Organization

Featuring Robert J. Marzano

Learn why the 100-point grading scale can stunt a student's potential, how to design measurement topics, and what opportunities exist to migrate traditional practices into a formative-assessment system. 90-minute DVD with presentation; CD with presentation handouts and supporting resources

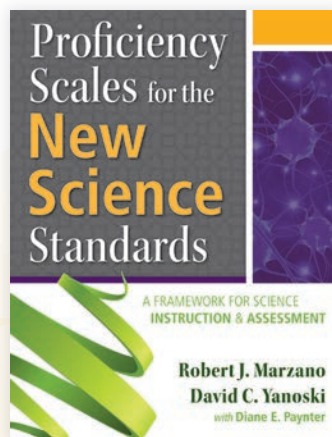
Published by Solution Tree

64MCA-DVF040 **\$195.00**
UPC 81179601037

Signature PD Service

Standards-Based Grading for School Leaders Workshop

- 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.
- Create an action plan for revising report cards to more clearly communicate student progress and achievement.



NEW

Proficiency Scales for the New Science Standards

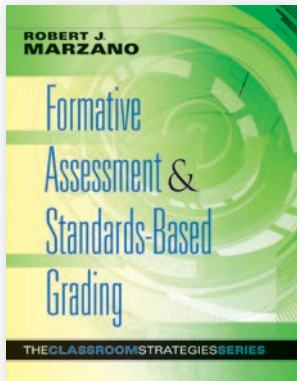
A Framework for Science Instruction & Assessment

By Robert J. Marzano
and David C. Yanoski

With Diane E. Paynter

Transform an in-depth understanding of the new science standards into successful classroom practice. You'll learn how to align instruction and assessment with the science standards and create proficiency scales that can be used to plan all types of lessons. Discover hundreds of ready-to-use proficiency scales derived from the Next Generation Science Standards that are applicable to specific areas of science instruction. 160 pages

64MCA-BKL031 **\$24.95**
ISBN 978-0-9903458-9-3



Formative Assessment & Standards-Based Grading

By Robert J. Marzano

Bestseller 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

64MCA-BKL003 **\$29.95**
ISBN 978-0-9822592-2-1



Signature PD Service

Formative Assessment and Standards-Based Grading Workshop

- 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.
- Align grading and reporting practices with formative assessment strategies.

FREE RESOURCE THE CRITICAL CONCEPTS



The Critical Concepts

By Julia A. Simms



January 2016 | Draft Version 2.0

Research indicates that most standards documents articulate far more content than can be taught in the time available to K-12 teachers. In response, analysts at Marzano Research sought to identify, as objectively as possible, a focused set of critical concepts for each K-12 grade level in the content areas of English language arts (ELA), mathematics, and science. (Future work will address two additional areas: social studies and cognitive skills.)

Our process for identifying and articulating critical concepts involves seven phases, which are described in the report *The Critical Concepts* (Draft Version 2.0). The project is ongoing; as of January 2016, phases 1-5 were complete and phases 6-7 were in progress for ELA, mathematics, and science. Our first work product is a list of the measurement topics we identified in each subject area at each grade level. These measurement topics are reported in appendices A, B, and C of the report.

We will complete phases 6-7 in the summer of 2016. Please join our email list to receive updates when new work products or updates are released.



MARZANO Research

Centennial, Colorado

2016 WORKSHOPS

Advanced Questioning Strategies for the Classroom

June 30

Advancing Student Reasoning

May 19

Best Practices in Classroom Management

June 28-29

Getting Started in Competency-Based Education

October 18-19

How to Assess Student Growth in the Classroom

September 20-21

Identifying Levels of Mastery: Proficiency Scales

May 12

Identifying What's Most Important to Teach

June 8

October 20

Maximizing Classroom Engagement

September 22

New Advances in Classroom Instruction

June 6-7

Solutions for Standards-Based Grading

May 10-11

Transforming Schools Through Collaborative Teams: The Next Step in PLCs

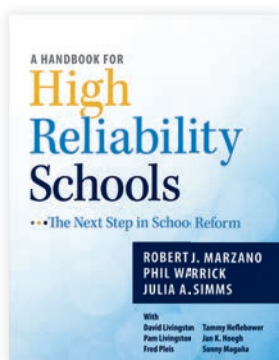
May 17-18

Register today!

Bring a team and collaborate with experts and other groups.



MARZANO Research



**A Handbook for
High Reliability Schools**
The Next Step in School Reform

By Robert J. Marzano,
Phil Warrick, and Julia A. Simms

With David Livingston,
Pam Livingston, Fred Pleis,
Tammy Heflebower, Jan K. Hoegh,
and Sonny Magaña

Usher in the new era of school reform. The authors help you transform your schools into organizations that take proactive steps to prevent failure and 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. Each chapter includes what actions should be taken at each level. 152 pages

64MCA-BKL020 **\$24.95**
ISBN 978-0-9833512-7-6



Signature PD Service

**Becoming a High Reliability School
Workshop**

- 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.
- Contextualize the research on effective instruction and supervision practices to transform your organization into a high reliability school.



MARZANO

**HIGH
RELIABILITY
SCHOOLS™**

NETWORK

marzanoresearch.com/HRSNetwork

Join the HRS Network

An exclusive membership for schools and districts

Schools and districts who join the HRS Network will:

- Gain access to over 100 resources for implementing the five levels of reliability.
- Develop expertise through professional development.
- Receive one free registration for the annual HRS Summit.
- Conduct HRS surveys for administrators, teachers, parents, and students.



SUMMIT 2016

Build, grow, and sustain schoolwide success

Maximize student learning

The Marzano High Reliability Schools™ framework, based on 40 years of research, defines five progressive levels of performance that a school must master to become a high reliability school—**where all students learn the content and skills they need for success in college and careers.**

This summit is the perfect opportunity to learn more about the framework, whether you want an introduction to the model or are already working to become a high reliability school. You'll also have the opportunity to engage in facilitated idea and strategy sharing with schools and districts from around the world.

July 7–8 | Denver, Colorado
Hyatt Regency Denver Tech Center



Robert J. Marzano



Phil Warrick



Tammy Heflebower

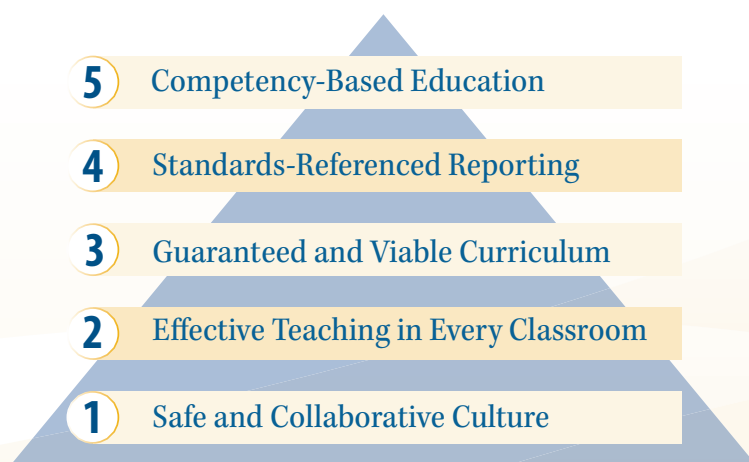


Jan K. Hoegh



Reach the highest levels of school effectiveness

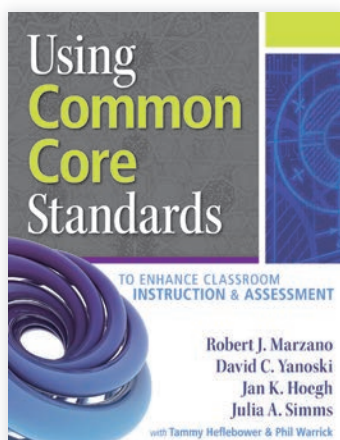
Dr. Marzano's vision for K-12 education is simple: the vast majority of schools can be highly effective in promoting student learning. To show how, he created the Marzano High Reliability Schools™ framework. This framework, based on 40 years of educational research, defines five progressive levels of performance that a school must master to become a high reliability school—where all students learn the content and skills they need for success in college, careers, and beyond.



Celebrate your success! Apply for HRS certification at one or more levels.

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. Certification is determined by Marzano Research analysts on the basis of HRS surveys, data collection, and analysis. Not ready to be certified? We can help you get there with targeted PD services.





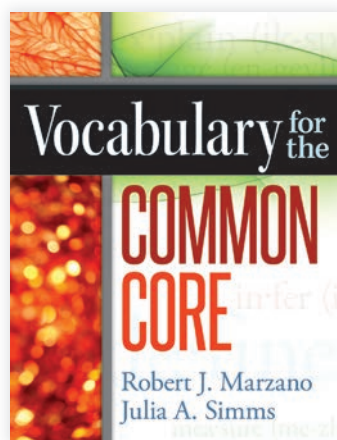
Using Common Core Standards to Enhance Classroom Instruction & Assessment

By Robert J. Marzano,
David C. Yanoski,
Jan K. Hoegh,
and Julia A. Simms

With Tammy Heflebower
and Phil Warrick

Bestseller 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. Included are hundreds of ready-to-use, research-based proficiency scales for both English language arts and mathematics. 304 pages

64MCA-BKL015 **\$34.95**
ISBN 978-0-9833512-9-0



Vocabulary for the Common Core

By Robert J. Marzano
and Julia A. Simms

Bestseller 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. Work toward the creation of a successful vocabulary program, guided by both academic and content-area terms taken directly from the mathematics and English language arts standards. 280 pages

64MCA-BKL014 **\$34.95**
ISBN 978-0-9858902-2-3

Signature PD Service

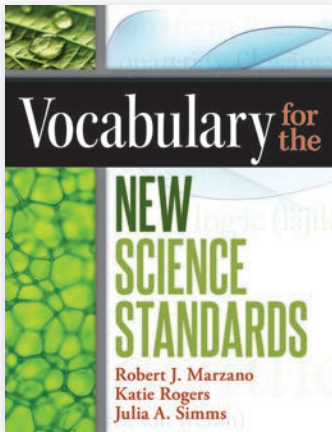
CCSS Curriculum Development Workshop

- 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.

Signature PD Service

Vocabulary for the Common Core Workshop

- 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.

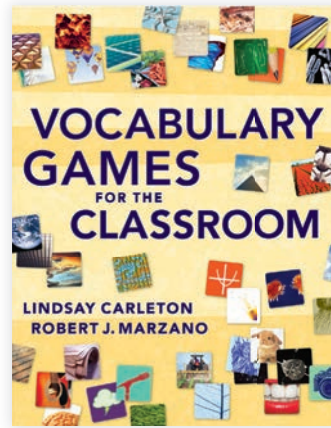


Vocabulary for the New Science Standards

By Robert J. Marzano,
Katie Rogers,
and Julia A. Simms

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. Gain access to lists of essential scientific terms that will help you establish an effective, organized vocabulary program. 240 pages

64MCA-BKL026 **\$29.95**
ISBN 978-0-9913748-9-2



Vocabulary Games for the Classroom

By Lindsay Carleton
and Robert J. Marzano

Bestseller Make direct vocabulary instruction fun and successful with this simple, straightforward, and easy-to-use book. Hundreds of critical vocabulary terms handpicked by Dr. Marzano cover four content areas and all grade levels. Each game identifies the appropriate grade level and subject area, as well as whether or not the students should already be familiar with the vocabulary. 272 pages

64MCA-BKL007 **\$34.95**
ISBN 978-0-9822592-6-9



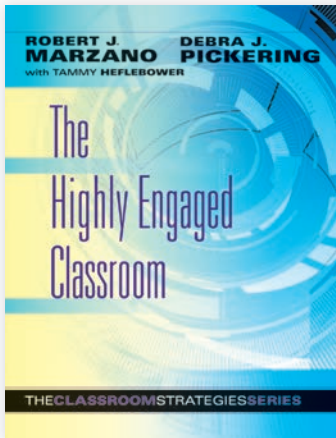
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Academic Vocabulary Workshop

- 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.
- Acquire a six-step process for effective vocabulary instruction.

FREE RESOURCES!

Check out
marzanoresearch.com/Webinars
to hear our experts discuss
vocabulary instruction and more!



The Highly Engaged Classroom

By Robert J. Marzano
and Debra J. Pickering

With Tammy Heflebower

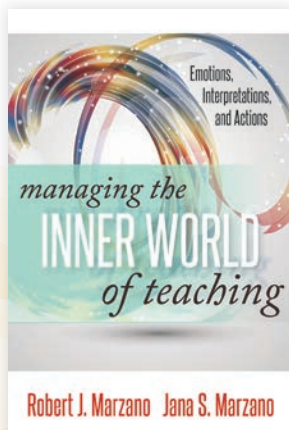
Bestseller Student engagement happens as a result of a teacher's careful planning and execution of specific strategies. This self-study text provides in-depth understanding of how to generate high levels of student attention and engagement. Using the suggestions in this book, every teacher can create a classroom environment where engagement is the norm, not the exception. 240 pages

64MCA-BKL005 **\$29.95**
ISBN 978-0-9822592-4-5

Signature PD Service

Creating a Highly Engaged Classroom Workshop

- 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.



NEW

Managing the Inner World of Teaching

Emotions, Interpretations,
and Actions

By Robert J. Marzano
and Jana S. Marzano

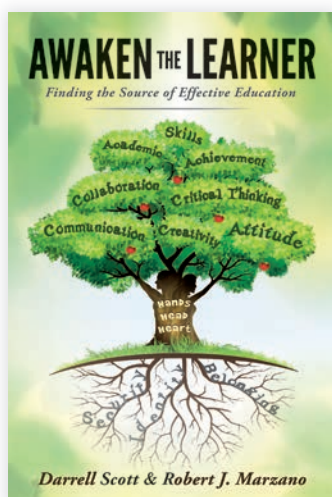
Cultivate a positive mindset, and choose productive actions by examining your emotions and interpretations in the classroom. By investigating three management phases—awareness, analysis, and choice—teachers can become mindful of factors that influence their interactions with students and learn a process for ensuring positive outcomes. You'll gain concrete strategies and activities that enhance classroom practice and impact student learning. 168 pages

64MCA-BKL028 **\$19.95**
ISBN 978-0-9903458-3-1

Signature PD Service

Managing the Inner World of Teaching Workshop

- 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.

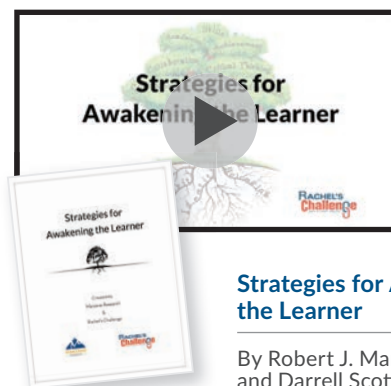


Awaken the Learner Finding the Source of Effective Education

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 understand the power of stories in engaging students. Explore research-based strategies to enhance teacher-student and peer relationships. Discover how to inspire purpose, reach students' hearts, and cultivate student security, identity, and belonging. 232 pages

64MCA-BKL022 **\$24.95**
ISBN 978-0-9913748-1-6



Downloadable video
and PDF handout

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. Schools and districts can help students succeed on every level by cultivating their senses of security, identity, belonging, and purpose. 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

Contact info@marzanoresearch.com for more information.

64MCA-DVC005 **\$295.00**

RACHEL'S CHALLENGE

The partnership between Marzano Research and Rachel's Challenge represents both organizations' strong commitment to transform schools into environments that awaken and inspire teachers and students. Combining both historical and research-based perspectives, Marzano Research and Rachel's Challenge espouse a vision of schools where students feel safe and inspired to identify and achieve their life goals. Their shared mission is to provide practical strategies and guidance that teachers can use to foster kindness and compassion in classrooms, put students at the center of the learning process, and provide rigorous, relevant instruction in the knowledge and skills students need to be successful in the 21st century.

Meet our associates

Chosen for their depth of knowledge and research experience, as well as their expertise as practitioners, our associates are trained in leading workshops, immersed in best-practice research, and highly regarded by educators.

Personally trained by Dr. Marzano, each of our experts has the know-how to provide you and your team with the strategies and tools you need to effect profound improvement in student achievement.



Mario Acosta



Tina H. Boogren



Robin Carey



Bev Clemens



Sally Corey



Douglas Finn III



Michelle Finn



Jane Doty Fischer



Jeff Flygare



Jason E. Harlacher



Tammy Heflebower



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Jeanie Iberlin



Daniel Joseph



Bettina Kates



Sonny Magaña



Rebecca Mestaz



Jessica McIntyre



Diane E. Paynter



Kristin Poage



Cameron Rains



Ainsley B. Rose



Tom Roy



Mike Ruyle



Roberta Selleck



Julia A. Simms



Gerry Varty

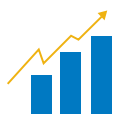


Phil Warrick



David C. Yanoski

Personalized results for your school



Take advantage of Marzano Research's 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?

Get specific feedback or customized products that meet the unique needs of your school or district. Our proficiency scale services offer a wide range of options, including proficiency scale review, revision, alignment, and creation. Let Marzano Research energize your efforts toward implementing a guaranteed and viable curriculum.

Proficiency Scale Review

Do you already have proficiency scales? Would you like feedback about their quality? Marzano Research can analyze your existing proficiency scales according to specific criteria from the research literature that are indicative of well-designed learning progressions.

Proficiency Scale Revision

In this 90-minute interactive web conference, our specialists will introduce you to the basic elements of a competency system and discuss key decision points related to the shift from time-based to performance-based learning.





Alignment Evaluation

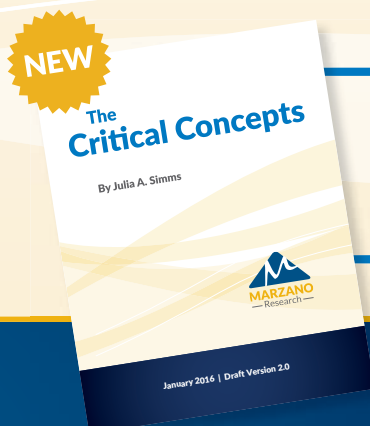
Do you want to know if the content articulated in your measurement topics or proficiency scales is aligned to your standards? Are you concerned that there might be gaps or overlaps? Marzano Research can evaluate the level of alignment between the target content you've articulated and your standards or your standardized test.

Measurement Topic Revision

Have you prioritized your standards and created measurement topics? Would you like to set your staff up for success creating proficiency scales? Marzano Research can analyze your prioritized standards and measurement topics according to specific criteria from the research literature.

Proficiency Scale Creation

Don't have the time to write your own proficiency scales? Would you like to start with a product and tweak it to fit your needs? Marzano Research can create customized proficiency scales for your school or district.



FREE RESOURCE THE CRITICAL CONCEPTS

Learn more on page 15!



Reinventing Schools

A division of Marzano Research

The Reinventing Schools division of Marzano Research provides an array of services to support districts, schools, and classrooms as they transition from teacher-driven, time-based education systems to learner-centered, competency-based systems.

We believe that all students can achieve—regardless of their background, disabilities, prior performance, or other obstacles. Our systemic approach to competency-based education intentionally empowers students to take control of their learning, honors their differences, and prepares a strong pathway toward individual career- and college-readiness and life success.

Our experts can help you design a personalized, competency-based system by assisting you to craft answers to these questions:

- What content will be addressed within the system?
- How will the learning environment support student efficacy?
- How will instruction support student learning?
- How will proficiency be determined?
- How will scheduling support the system?
- How will student status and growth be reported?
- How will we transition to the competency-based system?



Douglas Finn III



Michelle Finn



Daniel Joseph



Rebecca Mestaz





Signature PD Services

The Art and Science of Teaching in a Competency-Based Education System

- Acquire a common language of instruction.
- Learn strategies for different lesson types, including direct instruction, practicing and deepening, and knowledge application, and practice them to deepen understanding.
- Discover the importance of whole-group, small-group, individual, and peer-to-peer instruction, and learn when to use each.
- Understand how to incorporate external resources into instructional design.

Classroom Strategies for Competency-Based Education: Standard Operating Procedures and Capacity Matrices

- Develop standard operating procedures (SOPs) to increase efficiency in the classroom and school.
- Learn how to develop two different types of SOPs with and without input from students.
- Learn how to monitor the use of SOPs to ensure ongoing improvements in efficiency and student independence.
- Understand how capacity matrices support a transparent curriculum and help students understand the expectations of learning targets.

Creating a Student-Centered Classroom

- Establish action plans for developing a learner-centered classroom.
- Learn how to include student voice and choice in establishing the classroom environment, creating learning activities, and determining assessment.
- Learn how to develop independent learners by building a class code of cooperation, developing standard operating procedures (SOPs), and helping students set goals and monitor their progress.
- Understand how to use effective feedback to support learning.

Designing a Competency-Based Education System

- Understand key terms such as personalized learning, proficiency, and competency education.
- Explore common pitfalls when transitioning and how to avoid them.
- Learn how to communicate with parents and other stakeholders to facilitate a shared vision.
- Develop a plan for district-level design that lays the foundation for implementation and scaling.



How can Marzano Research help your organization?

The experienced team at Marzano Research can support your school or organization through project planning, program evaluation, literature reviews, data analyses, report writing, and research presentations.

Does your grant proposal need a highly qualified evaluator?

Our team has years of evaluation experience to support the development and implementation of your education research projects.

Do you need a review of research?

We can search, obtain, review, and summarize research to help you identify the most promising programs and strategies.

Development of evaluation plans for grant proposals

We've drafted and submitted grant proposals for the Institute of Education Sciences, National Science Foundation, and state departments of education.

Formative and summative program evaluation

We can help conduct formative and summative evaluations of programs. This work includes evaluation activities designed to track program implementation and outcomes and gather data to inform ongoing program improvement.

Implementation of experimental and quasi-experimental designs

Our researchers have experience developing and conducting studies that use a cluster randomized trial to examine the efficacy of vocabulary programs for student vocabulary and reading comprehension.

Consultation on evaluation systems for teacher and leader effectiveness and school accountability

Marzano Research staff have experience codeveloping student achievement models for states and districts. We facilitated a process with South Dakota to help them determine how to incorporate student growth in their school accountability system and select a growth model that meets the unique needs of their state.

Qualitative and quantitative data collection and analysis

The Marzano Research team has experience organizing focus groups with parents of students attending bilingual charter schools, as well as holding cognitive interviews to develop survey items consistently understood by respondents for multiple studies.

Survey development and administration

Our researchers have honed a survey-development system that yields psychometrically sound tools to gather information of interest for you and your organization. We've distributed and gathered information from surveys of hundreds of educators across multiple states.

Synthesis and analysis of data from multiple sources

We partnered with the Colorado Department of Education to determine validity evidence for educator evaluation systems. This involved synthesis and analysis of data from multiple sources, including literature, state websites, and materials related to evaluation systems, interviews, and national databases.

Creation of logic models and performance indicators

Marzano Research associates have expertise in working with stakeholders to develop logic models for programs or interventions. This work includes identification of program inputs, outputs, and short- and long-term intended outcomes.

Comprehensive literature reviews

We follow a five-step process to systematically review available literature on the impact of policy and instructionally relevant interventions. This process can be applied to any interest area for your organization and yields a report that summarizes the impact.



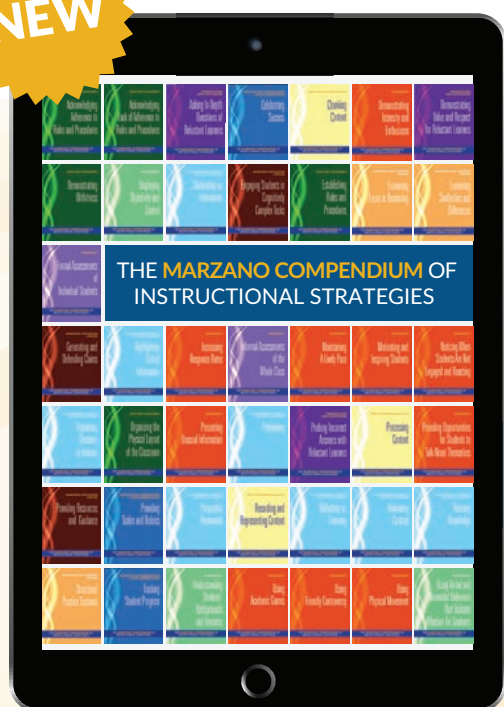
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The Marzano Compendium of Instructional Strategies

NEW



The Compendium is a convenient, easy-to-navigate, and affordable online resource that is available as a yearlong subscription for \$30, with a discounted rate for purchases of 50 or more subscriptions.

Learn more on page 6!