

# Intention One

## Coaching

### Listening set-asides

1. Personal referencing
2. Personal curiosity
3. Personal certainty

### Essential Skills

1. Paraphrasing
  - Clarifying and acknowledge
  - Summarizing and organizing
2. Good questioning techniques
3. Establish rapport → Develop trust
4. When appropriate, get “sign-off”



# Intention Two

## Calibrating

Three-point conversation  
(enter and exit rapport)

1. Utilize standards, researched skill set, information from Resource Notebook
2. Evidence for Number One is provided
3. Reference “desired state” not the present or the past  
“What would it look like if all teachers and principals used the Anchorage School District item bank?”
4. Action plan/next steps/road map

### **Sample of Tools for Calibrating**

1. 21 leadership responsibilities
2. 4 responsibilities that are negatively impacted
3. Teach for Success (WestEd)
4. GLE tracker and walkthroughs
5. Weekly collaborative logs
6. Protocols
7. District Improvement Plan
8. Student Engagement Continuum
9. AK Classroom Observation Domains
10. Effective Classroom Walk-Through (CWT)
11. Danielson’s Domains

# Intention Three

## Consulting

- Ask permission (Transition into consulting)
- Discuss resources
- Provide options (brain storming)
- Build capacity
- Guidance and teaching
- Assistance and support
- Collaborating and cooperating

