Today’s small plate specials

- Habits of systems thinking
- Driving with data
- Self as an agent of change
- Powerful communicating
- Collaborating to get things done
Ingredients for improvement

VISION + SKILLS + INCENTIVE + RESOURCES + DATA + ACTION PLAN = IMPROVEMENT

Ingredients for improvement:

- Vision + Skills + Incentive + Resources + Data + Action Plan = Improvement
- Skills + Incentive + Resources + Data + Action Plan = Confusion
- Vision + Incentive + Resources + Data + Action Plan = Anxiety
- Vision + Skills + Incentive + Resources + Data + Action Plan = Resistance
- Vision + Skills + Incentive + Resources + Data + Action Plan = Frustration
- Vision + Skills + Incentive + Resources + Data + Action Plan = False Beliefs/Bad Decisions
- Vision + Skills + Incentive + Resources + Data = False Starts/Treadmills

FIGURE 1-1 The complex landscape that affects children ages 0-8.
Driving with data
Aiming for results

**QUANTITY**

**How Much We Do**
- How much service did we deliver?
- # Customers served
- # Services/Activities

**QUALITY**

**How Well We Do It**
- How well did we do it?
- % Services/activities performed well

**EFFORT**

**Is Anyone Better Off?**
- What quantity/quality of change for the better did we produce?
- #/% with improvement in:
  - Skills
  - Attitudes
  - Behavior
  - Circumstances

**EFFECT**

CENTER ON ENHANCING EARLY LEARNING OUTCOMES | WWW.CEELO.ORG
Patterns of behavior

Variable/s

High

Medium

Low

Beginning  Middle  End

Time
Patterns of behavior

Variable/s

High

Medium

Low

Beginning

Middle

End

Time
Patterns of behavior

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Low

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Middle

Time

End

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Know data’s limits
Powerful communications

MESSAGING BASICS

- Identify your audience, and decide in advance what you want them to do, think, or feel
- Get your point across in 3 messages, and make them short, precise and “sticky”
- Speak to your audience in a language they can relate to and understand
- Use real examples, data and other evidence to make your case
Powerful communications

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