

A faint, light blue background graphic depicting a hand with fingers spread, holding a large circle. The graphic is centered and serves as a backdrop for the text.

Leadership for Early Learning Impact

MASSACHUSETTS GRANTEE MEETING | MAY 2017

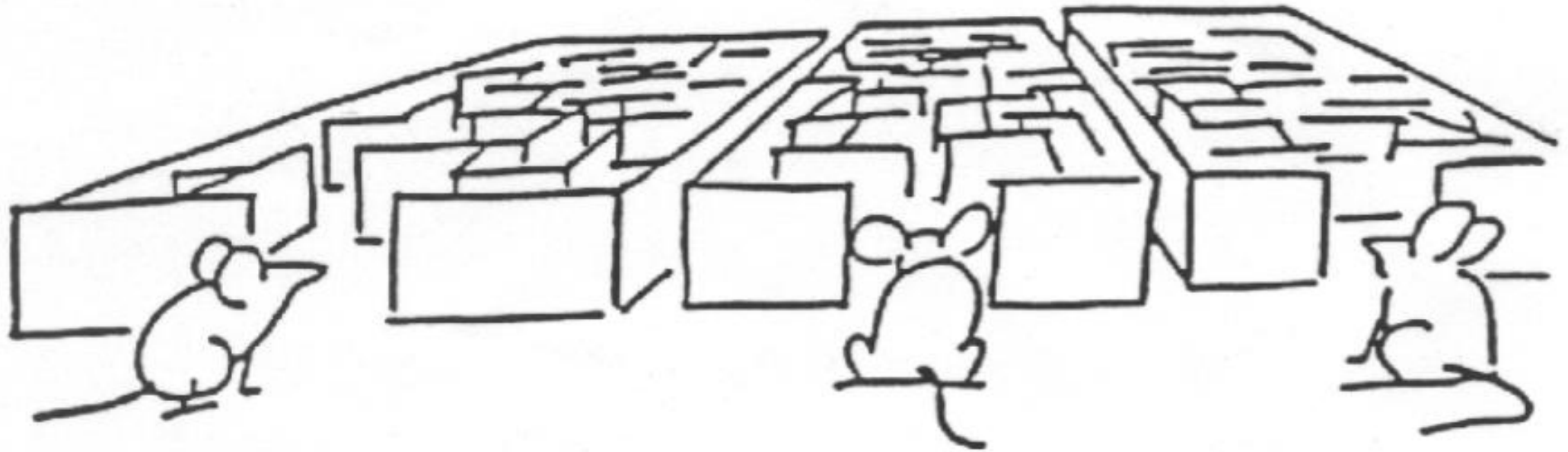


Today's small plate specials

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



Mental models | Perspective taking

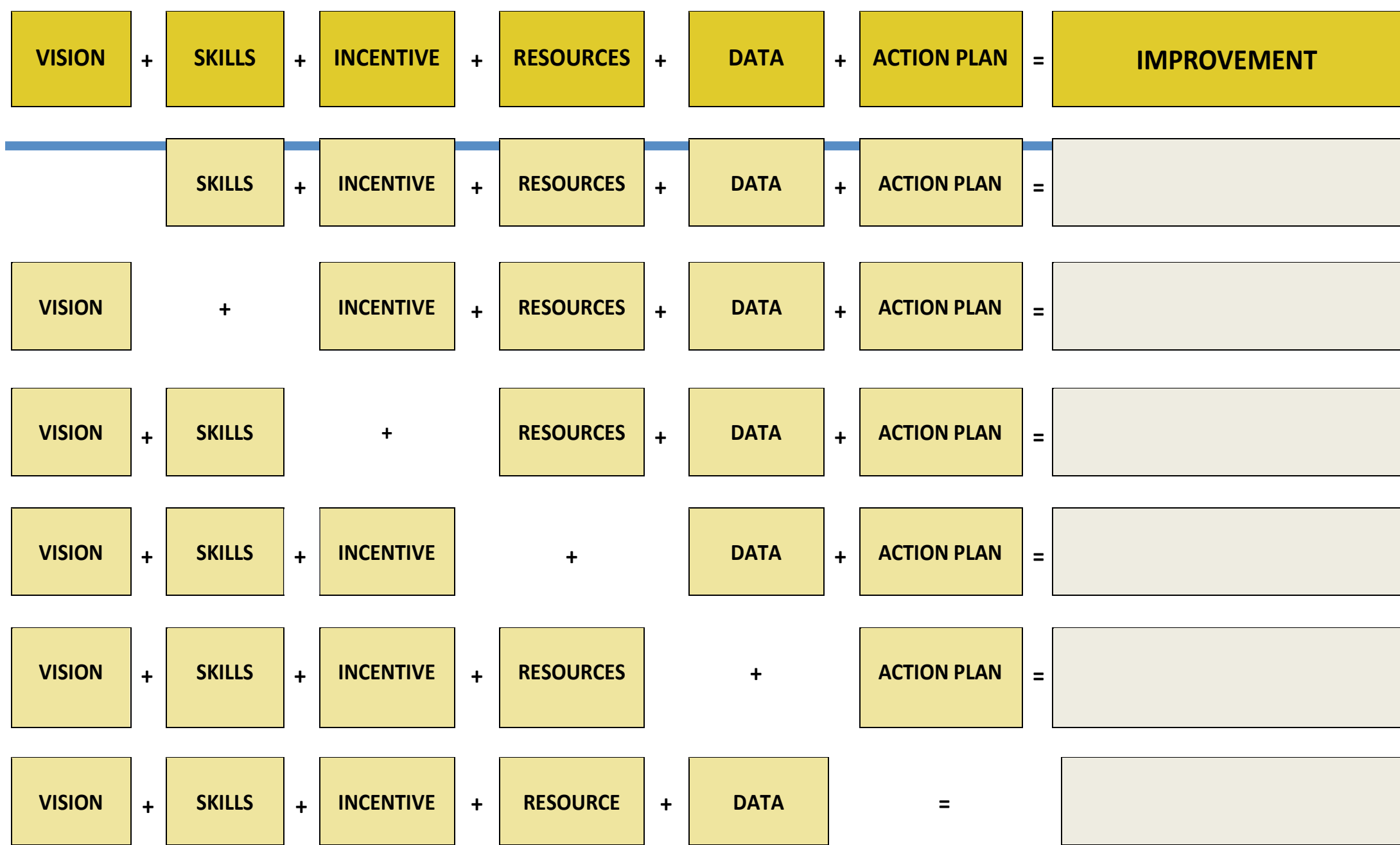






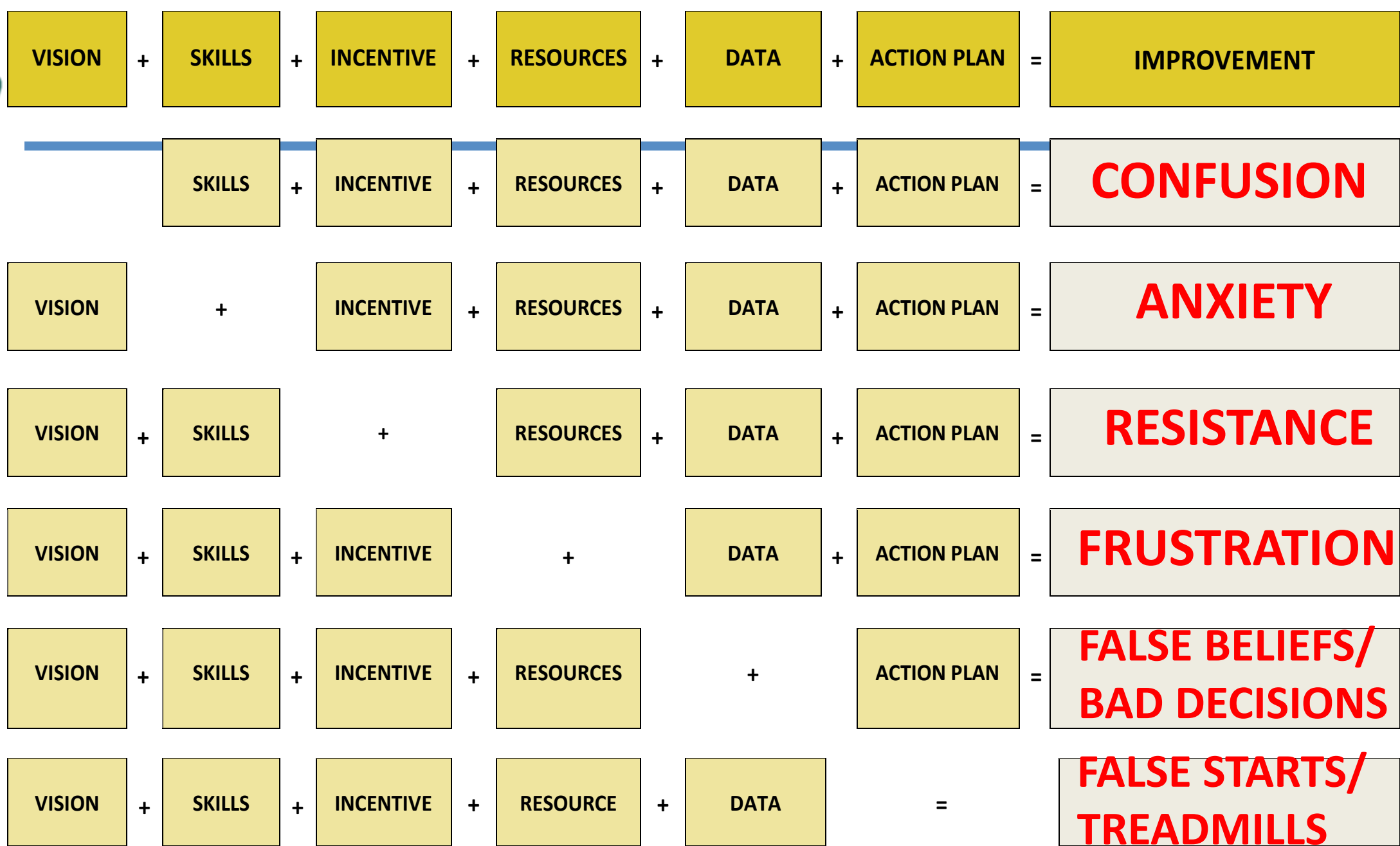


Ingredients for improvement





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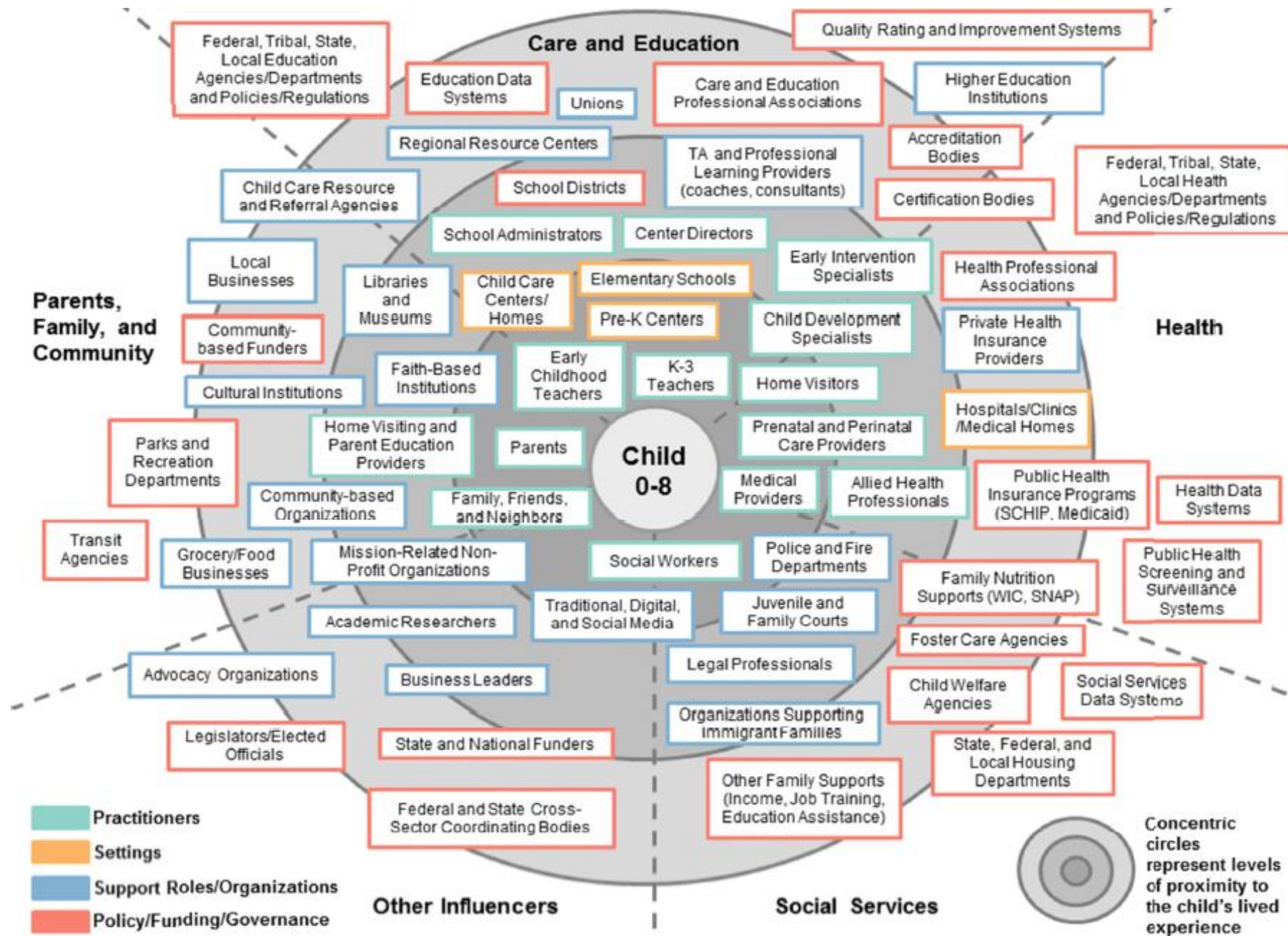
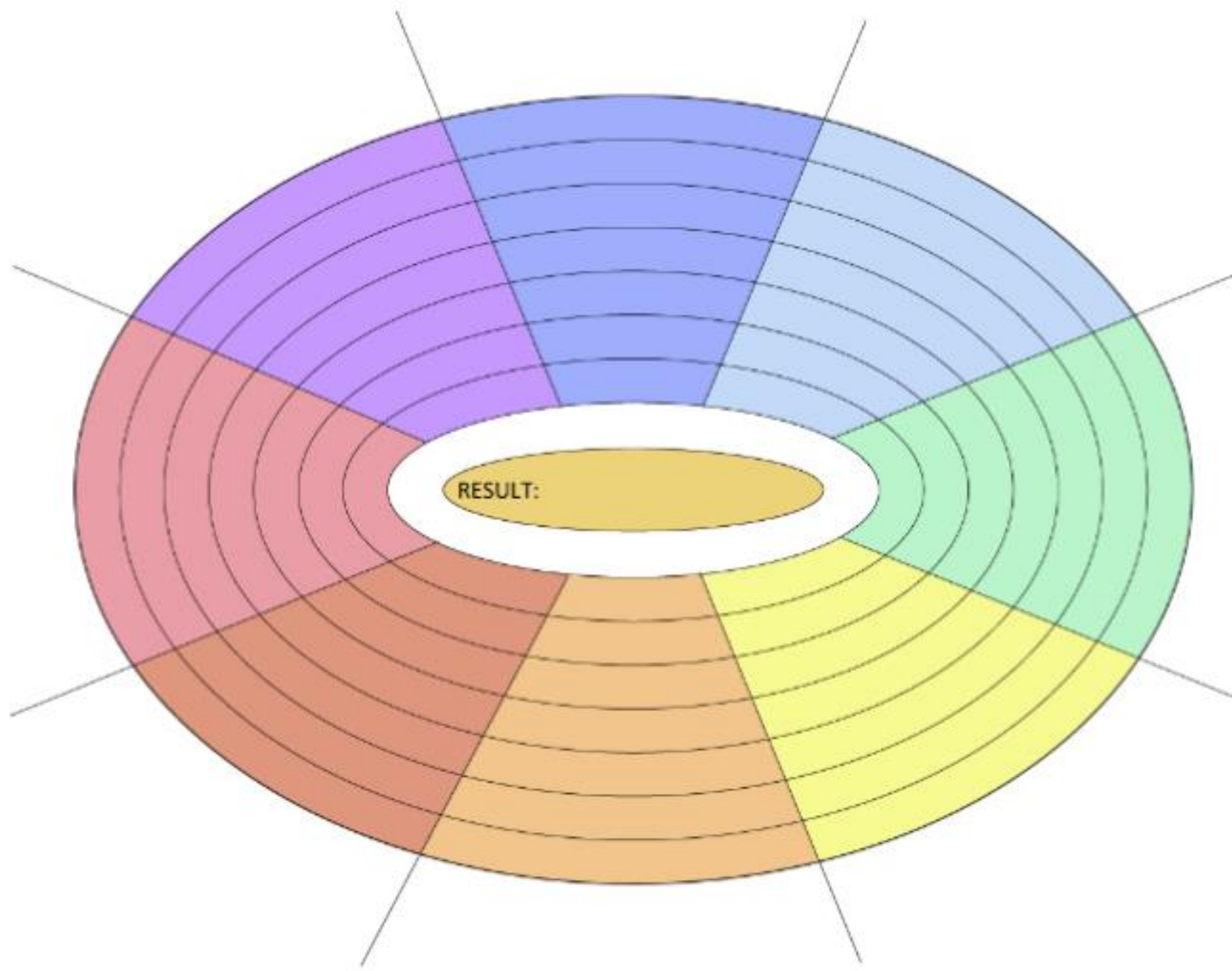


FIGURE 1-1 The complex landscape that affects children ages 0-8.





Driving with data
Aiming for results

EFFECT

EFFECT

QUANTITY

QUALITY

How Much We Do

How much service did we deliver?

Customers served

Services/Activities

How Well We Do It

How well did we do it?

% Services/activities performed well

Is Anyone Better Off?

What quantity/quality of change for the better did we produce?

#/% with improvement in:

Skills

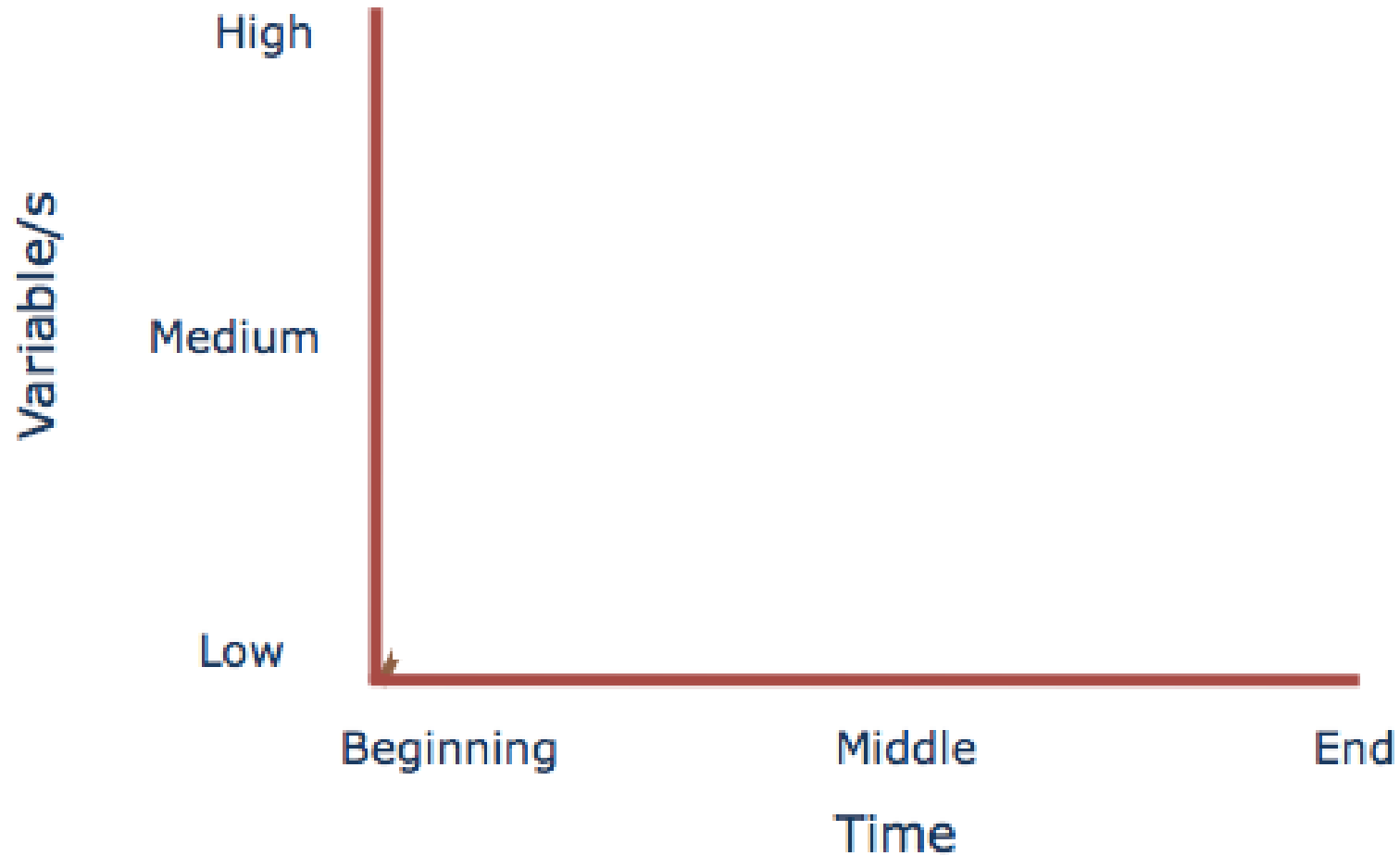
Attitudes

Behavior

Circumstances

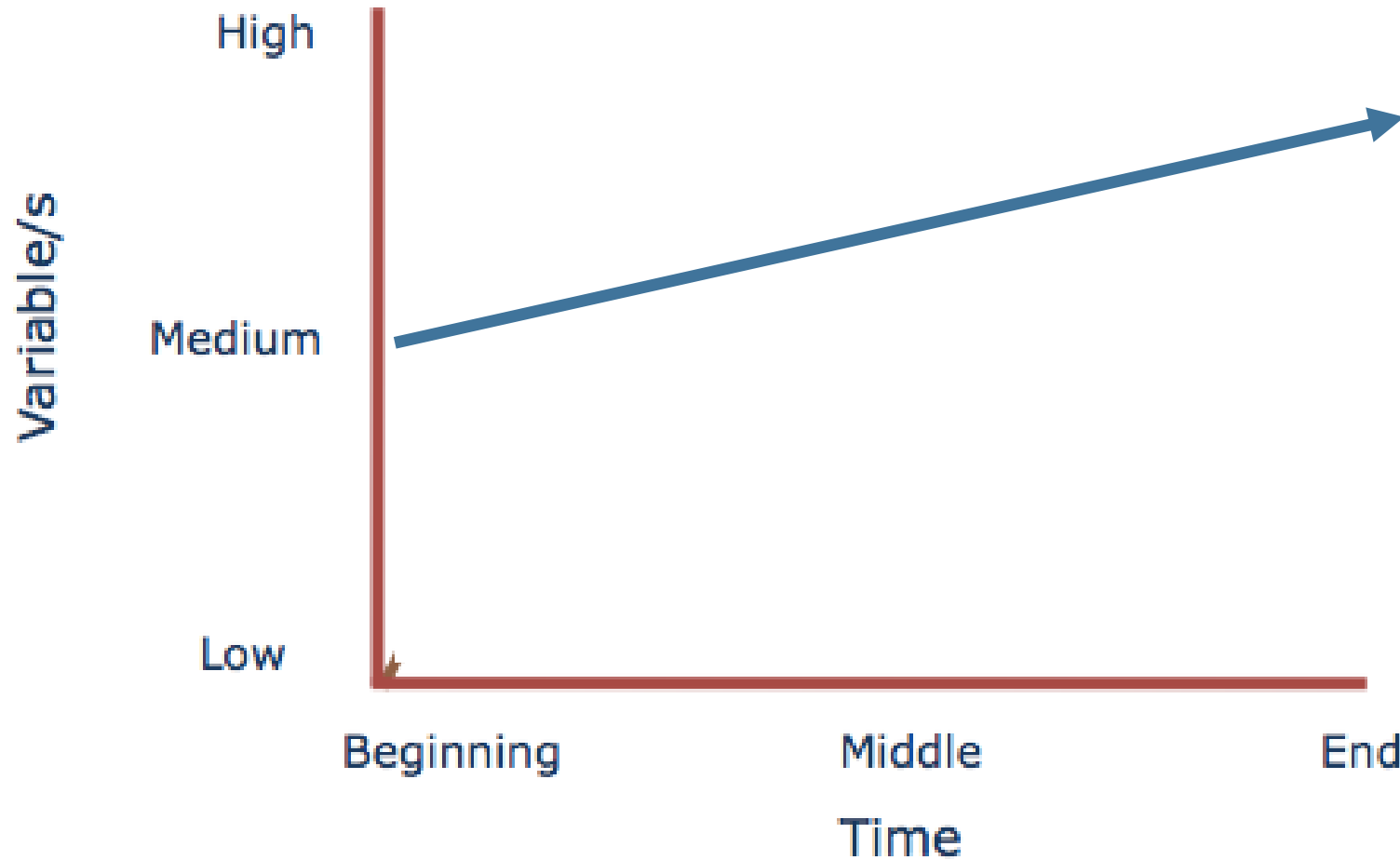


Patterns of behavior



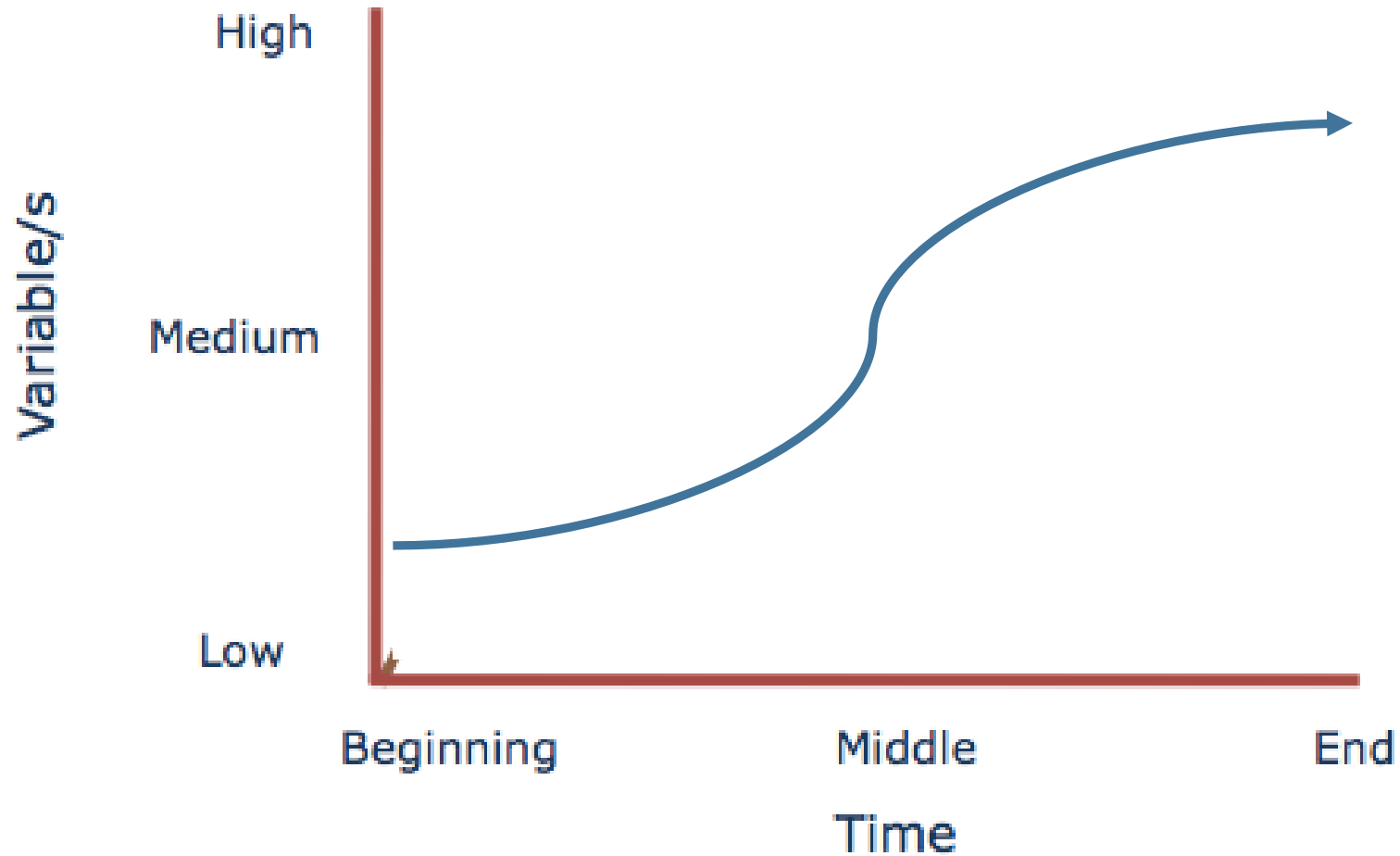


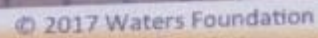
Patterns of behavior





Patterns of behavior







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

BEFORE
GETTING ON
THE ELEVATOR

AUDIENCE and
OBJECTIVE

3 STICKY
MESSAGES

CHOOSE YOUR
WORDS WISELY

WHAT'S THE DATA
YOU'LL USE



RESOURCES

FIND US @

- www.ceelo.org/leadership-academy
- www.strategiesforchildren.org

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