Transform teaching to empower learners

Technology plays a vital role in transforming the learning environment. As educators, we know that technology will have minimal impact without enhanced teaching and learning practices focused on outcomes and aligned to validated measures. Dell EMC Professional Learning (PL) Services takes this approach when helping K12 districts develop their professional learning programs.

Build a customized Professional Learning framework

An effective PL program includes a mix of ongoing activities that build upon each other to positively impact teaching practices and learning outcomes in an ongoing manner. Using Learning Forward standards as a foundation, Dell EMC consultants work with districts to build a systemic professional learning framework that includes learning experiences, training and professional development.

Professional Learning Framework

- **Learning Experiences**
  - to explore new learning ideas, tools and teaching methods.

- **Training**
  - helps change teaching practices, such as using a new technology in the classroom.

- **Professional Growth**
  - provides a process-based approach to impact daily teaching practice and student achievement.

- **Professional Learning**
  - Provide sustained learning opportunities focused on learning outcomes and centered on meeting teachers at their point of need.
DELL EMC’S PROFESSIONAL LEARNING SUPPORTS YOUR DISTRICT’S NEEDS

Sustainable and scalable approach

A key driver in any plan is to establish a sustainable PL program by accelerating instructional leadership “capacity” among classroom teachers and site administrators. Through this capacity building, districts have the means to construct a sustainable and scalable model, school wide and district wide. A typical program starts by accelerating the learning of a core group of people who support colleagues in small groups. These groups in turn support others, enabling on-going and progressively expanding success. Dell EMC Professional Learning consultants support a range of professional learning needs including:

EDUCATION LEADERSHIP CONSULTING

Dell EMC consultants work with instructional leaders to model and co-develop research-backed leadership and organizational skills to transform the instructional core (Elmore, 2010) in ways that create adaptive, personalized learning environments for adults and kids.

CURRICULUM & ASSESSMENT CONSULTING

Dell EMC consultants help co-develop and deliver quality formative and summative assessments that support higher-order teaching and learning. From grade-level pilots to scaled implementations through a personalized learning platform, Dell EMC helps refine existing curriculum frameworks and implement high-quality performance tasks to establish a learning model for deep, sustained personalization of learning for adults and kids.

CLASSROOM & VIRTUAL COACHING

Dell EMC consultants engage educators in a proven three-phase process—modeling, team teaching and forward feedback—that promotes sustained and measurable instructional growth. This hybrid face-to-face and online model combines the benefits of classroom-based coaching and modeling with cost-effective, just-in-time video based virtual support to provide follow-up resources and a sustained dialog on professional growth.

Customized district plan

Dell EMC offers a robust portfolio of professional learning offerings that are device and platform agnostic and that meet the needs of teachers, instructional coaches and district leaders. Because everything is customizable, Dell EMC’s PL framework can seamlessly complement district development programs already in place.

Dell’s Professional Learning Approach Helps Educators Empower Students with Voice and Choice in Learning. Watch video at https://dell.to/2GnmPHL
Dell EMC Teaching and Learning Academy delivers Professional Learning certifications for educators through on-site consulting and virtual support sessions. Dell EMC consultants work with educators through whole group and job-embedded professional development to integrate best practices in the application of technology to support their instruction, curriculum and assessment. The Professional Learning certification for educators is device and platform agnostic. Districts do not need to be current Dell EMC customers or have Dell EMC technology to benefit.

Certification will be granted after participants complete professional learning courses and demonstrate mastery of concrete skills to support transformative learning models. It will be dependent on a district’s goals, rather than achieved via an exam. Participants will have the opportunity to connect with certified educators through online communities, social networks, conferences, and other professional learning opportunities. The certification program helps districts efficiently implement best practices around instructional strategies that support educators as they continue to learn new technologies while actively participating in ongoing support and mentoring. Upon completion, participants will be awarded with digital badges to showcase their learning.

There are three certification programs available:

1. **DELL EMC CERTIFICATION FOR EDUCATORS**
   Dell EMC consultants work with teachers while integrating best practices. Participants can focus on inquiry-based learning and/or facilitating learning in a student-centered classroom.

2. **DELL EMC CERTIFICATION FOR INSTRUCTIONAL MENTORS**
   Designed for emerging and established coaching teams, Dell EMC will work with district coaches and specialists in a combination of whole-group training, collaborative teaching and small group reflection to expand the expertise and experience in supporting classroom teachers and site administrators.

3. **DELL EMC CERTIFICATION FOR EDUCATIONAL LEADERS**
   Site-based school administrators and district-level curriculum and instruction leaders will actively participate in their own professional growth and contribute to the development of higher order learning environments for their students. Dell EMC consultants facilitate sessions that provide the visioning, professional development, logistics support and best practices in the implementation of technology initiatives across all grade levels and subject areas.

“We’re really taking advantage of Dell EMC Professional Learning consultants to develop the Instructional Technology Team. They’ve helped us build competency levels of coaching for what a technology integration specialist is and how to be a better coach in the classroom.”

Cristin Kennedy, Director of Instructional Technology, Cobb County School District
Easy procurement options

Dell EMC’s flexible procurement options allow you to add Professional Learning credits to each product purchased and then select services at a time that meets district needs. This gives districts the ability to meet current budget requirements while enabling the flexibility to deliver services in the manner and time frame that makes sense for teachers and administrators.

Sample of Dell EMC Professional Learning Offerings

Below is a sample of our Professional Learning offerings. Contact your Dell EMC representative for more information on how we can support your learning outcomes.

### NEXT GENERATION LEARNING
- Personalized & Blended Learning
- Bringing Project-Based Learning to Scale
- Authentic Performance Tasks
- Social Media & Classroom Instruction
- Student Portfolios: Blending Formative & Summative Assessment
- Digital Ethics & Global Citizenship

### NEXT GENERATION LEADERSHIP
- Leading a Culture of Change in your School/District
- Scaling Personalized & Blended Learning across Time and Spaces
- Reducing the Achievement Gap Between transitioning grades

### VIRTUAL COURSES
- Leading School-Based Change: Best Practices for School Administrators
- Introduction to Personalized & Blended Learning for ALL Students
- Applying Google Apps for Education in Chrome
- Authentic Student Learning and Gamification
- Advanced Practices in Literacy Instruction & Technology

### TRAINING OPPORTUNITIES
- Chrome OS – Introduction and Advanced
- Windows OS – Introduction and Advanced
- Interactive Devices – Projectors, Interactive flat panels
- Transitioning faculty from Mac to Win / Chrome

“It’s not enough to simply give the students the technology that we know they will need to be successful in college and career. Teachers have to know how to teach in an environment that is technology rich in order to facilitate appropriate use. This partnership will give them the opportunity to gain a credential that shows they are ready to hone their craft for the future.”

Jerry Allen, Director of Technology, Crowley Independent School District
“Henrico County has a proud tradition of being innovative, and over the years Dell EMC professional learning has been a catalyst for some of that work. We are thankful for their continued support and creative professional learning solutions that keep students at the center of learning.”

Kourtney Bostain, Assistant Director Instructional Technology, Henrico County Public Schools

For additional Professional Learning services, please visit Dell.com/ProfessionalLearning or contact professional_learning@dell.com.