









- Instinct / Reflex Actions
- Stages of Development
 - Naming
 - Describing
 - Comparing
 - Analyzing
 - Abstracting
- Phases and Milestones
 - Physical
 - Cognitive
 - Social / Affective

- ### Temperament
- | | |
|----------------------|-----------------------------|
| • Passive-Aggressive | • Obsessive-Compulsive |
| • Depressive | • Avoidant |
| • Masochistic | • Paranoid |
| • Dependent | • Histrionic |
| • Narcissistic | • Sadistic |
| • Antisocial | • Schizoid |
| • Borderline | • Schizotypal |
| • Cyclothymic | • Compensatory Narcissistic |

Learning Styles

- Kinesthetic
- Visual / Spatial
- Musical
- Linguistic
- Logical / Mathematical
- Intrapersonal
- Interpersonal

Balance

Physical Readiness

Mental Readiness

Emotional Readiness

• Seven Best Practices of Class Management

Best Practice #1:
Assess, clarify, and communicate needs and expectations.

- Student needs / rights / expectations
- Teacher needs / rights / expectations
- Further expectations of the student
- Further expectations of the teacher

Best Practice #2:
Create a warm and nurturing class climate.

- Physical environment
- Treatment of students
- Culture

Best Practice #3:
Democratically develop a set of rules and consequences.

- Develop class rules JOINTLY based on expectations and needs
- Determine logical consequences
- Display rules and consequences prominently

Best Practice #4:
Develop a daily routine, yet remain flexible.

- Have comprehensive lesson plan
- Make every minute count
- Provide necessary / appropriate assistance
- Evaluate student assignments
- Restructure or reschedule as needed

Best Practice #5:
Make learning more attractive and fun for the student.

- Provide genuine incentives
- Engage active student involvement
- Offer variety
- Focus on student needs

Best Practice #6:
Deal with misbehavior quickly, consistently, and respectfully.

- Non-verbal communication
- Reminders / requests
- Redirect behavior
- Deal with attention-seeking students
- Avoid power struggles
- Address the behavior, not the person
- Invoke consequences
- Prevent escalation

Best Practice #7:
When all else fails, respectfully remove the student from the class.

- Insubordination rule
- Conference
- Behavior modification plan

Choose your battles

- Paul PreSchool is playing with the beanbags by himself over in a corner of the beam area
- Terry TeamKid is practicing her double backs on the TumbTrak without asking your permission
- Patty PreSchool and Kevin KinderGym are arguing over the only yellow hoop
- Rec Student Rex is running between classes playing tag with other students
- Carrie Compulsory is standing at the chalk bowl gossiping with her teammates

Generational Analysis

A report by Nike identifies behavioral demographics of the current generations in four different groups: Boomers, Gen X, Gen Y, Next Gen:

Boomer	Gen X	Gen Y	Next Gen
Industrial, Hierarchy, Hard Working, Striving	Rebels Culture of Overworking Parents	Social, Connected, Creative, Loves Vintage and New	Seeks Value, Sharing, Learning, Leading Family Digitally
Ever Bigger Life	More Intimate Life	Creatively Engaged Life	Integrated (all of those)
Self-Determined	Self-Reliant	Socially Reliant	Personally Inventive
Killer Job	Killer Life	Killer Lifestyle	Killer Values
I have Tech	I use Tech	I share Tech	I am Tech
Outcome Focus	Experience Focus	Community Focus	Contribution Focus
Want Ownership/Credit	Want Engagement	Want to be Seen	Want to Make/Create Value

Social Demographic Insights: Culture of Future:

"Each generation creates social behaviors to address challenges of the times resulting in distinct generational gaps. Worldwide gaps are emerging between elder non-digital natives and younger digital natives." This Insight Report identifies the challenges creating tensions for the future as:

- Shifting Populations
- Growing Life Expectancy
- Gender & Cultural Rebalancing
- Economic Challenges & Transformation
- Globalization & Localization
- Climate Changes & Challenges
- Generational Upheavals

2013 List of Trends

- **FOMO (Fear of Missing Out)** - As we increasingly spend more time isolated and viewing our friends out doing fun things on Facebook, Twitter, etc., we have created a sense that we may be missing out on the things that others are doing.
- **JOMO (Joy of Missing Out)** - Digital life not only contributes to loneliness but it adds to people's sense of being overwhelmed, and that leads to the people's preference for the joy of missing out.
- **Cell Phone Stacking** - People carrying with them multiple cell phones and stacking them one upon the other for ease of access.
- **Passion for Heritage Brands** - People around the globe report that it is ever more difficult to find products that hold special meaning for them. Witness the outcry and successful rescue of Twinkies when Hostess declared bankruptcy.
- **The Aging Population** - Not a unique insight but you can be sure everyone should be taking it very seriously.
- **Paper's Not Over** - More people prefer receiving traditional paper holiday cards in their mailbox than prefer receiving such greetings online.
- **Everything's Better on Facebook** - People agree that lives seem a great deal better when activities and events are presented on Facebook.

Trends for Consumer Behavior 2014

- **Do You Speak Visual?** The shift to pictures and graphics replacing text. Visual is the new universal language that needs to be acquired.
- **The Age of Impatience.** The 'on demand economy' when coupled with the 'always on culture' naturally leads to consumers' impatience.
- **Mobile As a Gateway to Opportunity.** Especially in emerging markets, the mobile device is changing people's lives by giving them quick and easier access to financial information, business tools, and education.
- **Telepathic Technology.** The advances in computer programming enable companies to understand people's minds and moods and act accordingly.
- **The End of Anonymity.** Once again advances in technology and the demand for collecting more personal information about people make one's chances of being anonymous a thing of the past.
- **Raging Against the Machine.** As we venture further into the digital age, we begin to hate the machines that govern the world in which we live. People begin to place a higher value on all things human or real while continuing to live with the technology invasion.
- **Remixing Tradition.** Social norms are changing giving rise to the "new correct" and cherished traditions are getting mixed into new ways of doing things.
- **Proudly Imperfect.** As the world becomes too perfect and polished, there is a growing interest in things that are flawed, messy, and even ugly.
- **Mindful Living.** Once a practice of the spiritual folk around us, more people are pulled to the idea of shutting out distractions and focusing upon the moment.
