

#### The Feedback Sandwich

THINK ABOUT A TIME WHEN YOU MADE A MAJOR SHIFT OF BELIEF OR PERSPECTIVE. WHAT CONVERSATIONS LED UP TO THIS SHIFT?
THINK ABOUT A TEACHER WHOSE PRACTICE YOU'D LIKE TO SHIFT RIGHT NOW. WHAT CONVERSATION MIGHT NEED TO TAKE PLACE? WHAT EVIDENCE MIGHT BE HELPFUL?

### The Feedback Sandwich

THINK ABOUT A TIME WHEN YOU RECEIVED FEEDBACK THAT FELT INAUTHENTIC. WHAT MADE IT FEEL THAT WAY?	
THINK ABOUT A TIME YOU RECEIVED FEEDBACK THAT FELT AUTHENTIC—HOW WAS I	т
DELIVERED, AND WHAT MADE IT FEEL AUTHENTIC?	

## The 3 Participants in Every Evidence-Driven Conversation

WHAT TACIT EXPECTATIONS ARE TEACHERS WORKING FROM, WITHOUT STATING THEM OUTRIGHT?	
WHAT EXPECTATIONS DO I HAVE THAT I'VE NEVER ACTUALLY STATED?	
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### Structured Cycles of 1:1 Conversations

HOW WILL I GROUP TEACHERS AS I PLAN MY FIRST CYCLE OF VISITS? BY TEAM? BY DEPARTMENT?	
HOW WILL I KEEP TRACK OF MY VISITS, SO I DON'T MISS ANYONE?	

# Agendas for 1:1 Cycles of Conversations with Teachers

IN MY CURRENT OR NEXT CYCLE OF 1:1 CONVERSATIONS	
WHAT IS MY PURPOSE?	
IN MY CURRENT OR NEXT CYCLE OF 1:1 CONVERSATIONS  WHAT INFORMATION DO I NEED TO CONVEY?	
IN MY CURRENT OR NEXT CYCLE OF 1:1 CONVERSATIONS  WHAT INFORMATION DO I NEED TO GATHER?	
IN MY CURRENT OR NEXT CYCLE OF 1:1 CONVERSATIONS WHAT QUESTIONS WILL I ASK? (CONNECTION, REACTION, INPUT)	

### 3 Roles Instructional Leaders Play in Feedback Conversations

WHICH TEACHERS MOST OFTEN NEED ME TO PLAY BOSS, AND GIVE DIRECTIVE

FEEDBACK TO CHANGE BEHAVIOR?	
WHAT SITUATIONS HAVE I PLAYED <i>LEADER</i> IN, AND CHANGED SOMETHING OTHER	
THAN THE TEACHER?	

# Using Evidence-Based Questions To Reveal the Whole Iceberg

WHEN IN A RECENT CONVERSATION HAVE I ASKED QUESTIONS THAT SUGGEST A CORRECT ANSWER, RATHER THAN ELICITING TEACHER THINKING?	
WHAT QUESTIONS COULD HAVE HELPED ME GET THE TEACHER TALKING TO REVEAL THE REST OF THE ICEBERG?	
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