

Create Education Experiences That Empower All Learners

Accelerate your Transformation Goals with Dell Technologies Professional Learning

Districts across the country have made steady progress innovating teaching and learning environments to empower students. Student-centered learning, enhanced through technology, has been a driving force for this transformation.

In March 2020, the unprecedented transition to remote learning dramatically accelerated this transformation, shining a spotlight on the need to provide equitable student access and to support teachers and leaders in the shift to online and blended models.

Many educators are asking:

- **How might we completely reimagine elementary and secondary experiences?**
- **How might we use this time as an opportunity for increased equity?**
- **How might we balance required transformations with student choice in more individualized environments?**



When students have access to technology, teaching can more readily shift to individualized approaches. Curriculum can become dynamic and personalized, providing opportunities to rethink how students interact with content, peers and resources. Students can access current information and engage in high level inquiry and authentic experiences. Students can learn anytime and anywhere, whether online, blended or in-person.

As educators, we know that technology will have a minimal impact on students' learning experiences without enhanced teaching and learning practices focused on outcomes and aligned to validated measures. This is why Dell has been partnering with districts for more than 15 years to facilitate professional learning approaches that drive impactful change.

Build Capacity to Create High-Quality Learning Experiences

Dell Technologies Professional Learning (PL) helps districts build the capacity of teachers and leaders to create meaningful learning for all students. Our services include a mix of ongoing, embedded professional learning experiences that build upon each other to positively impact teaching practices and learning outcomes.

With Dell Professional Learning, districts benefit from:

- **K-12 expertise** to envision what's possible and shift mindset, culture and practice;
- **Customized professional learning** collaboratively developed to complement district initiatives and drive district-defined outcomes; and
- **Robust and varied professional learning** that spans leadership, teaching practices, coaching, technology and innovations in a variety of formats.

“Henrico County has a proud tradition of being innovative, and over the years Dell 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, Director of Innovation, Henrico County Public Schools

Envision What’s Possible with Dell Technologies

K-12 has long been a community that collaborates to achieve the common goal of improving learning experiences for our students. With Dell Professional Learning, you have access to an extensive pool of industry experts and trusted resources to help shift mindset, culture and practice.

Our consultants’ expertise ranges from high-quality, impactful classroom instruction to leadership at the school, district and state levels. We have successfully partnered with hundreds of education organizations across North America, ranging from rural to urban, small to large, district to state level, with 63% of our district partnerships spanning three years or more.

When you engage with Dell Professional Learning, you gain a wide variety of perspectives, innovations and best practices from districts across North America.

Customize Professional Learning to Drive District Outcomes

Every district is unique which is why we customize every professional learning engagement. Our experienced consultants partner with districts to identify development opportunities, then design a professional learning plan driven by district-defined outcomes. This approach ensures the PL meets the specific needs of the district, complementing existing professional learning initiatives and areas of focus. Dell Technologies’ Professional Learning services can address teaching and learning, curriculum, leadership, and product agnostic technology goals for different educator groups and audiences.

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.

Robust and Varied Offerings Support all Stakeholders

Dell Technologies' professional learning offerings meet the needs of multiple stakeholders, including teachers, coaches and building and district leaders. Offerings include learning experiences focused on exploring new ideas, tools, and methods, training to help change teaching practice and professional growth experiences that include a process-based approach to impact teacher practices and student learning.

Sustainable and Scalable Approach

A key driver in any plan is to establish sustainability by accelerating instructional leadership capacity among teachers and leaders. Through this capacity building, districts have the means to construct a sustainable and scalable model across schools as well as the district. A typical PL program may start by accelerating the learning of a core group of people who support colleagues in a variety of groups and settings. These groups in turn support others, enabling on-going and progressively expanding success.

Sample of Professional Learning Offerings

Because everything is customizable, Dell Technologies does not provide a catalog of selections or require specific areas of focus. This approach ensures that PL implementation seamlessly complements district professional learning initiatives already in place. Additionally, just as teachers and students are learning in a variety of formats, PL offerings include in-person, blended, and online experiences. Below are some of the potential offerings to provide an idea of what is possible.

Education Leadership Consulting

Dell Technologies consultants work with instructional leaders to transform teaching and learning experiences in ways that create adaptive, personalized learning environments for adults and students focused on:

- Visioning
- Strategic Planning
- Talent Development

Curriculum and Instruction Consulting

Dell Technologies consultants assist in developing and delivering quality curriculum frameworks focused on standards-based instruction that strengthen students' skills and dispositions in critical thinking, collaboration, creativity, communication and global citizenship. From grade-level pilots to scaled implementations, Dell Technologies supports high-quality learning models for deep, sustained personalization of learning for adults and students. Areas of focus may include:

- Profile of a Learner
- Teaching and Learning Frameworks
- Data and Assessments
- Competency-Based Learning
- Global Citizenship

“This type of thinking and training will allow us to examine more openly and consistently our processes and work collaboratively to make changes to our teaching that is supported by research, logic, and what’s ultimately best for the student.”

Matthew King, English Language Arts Teacher,
Davis School District

Classroom and Virtual Coaching

Dell Technologies consultants engage educators in a proven three-phase process - modeling, team teaching and forward feedback—that promotes sustained and measurable instructional growth. Models of online, blended, and in-person learning are combined to strengthen classroom-based coaching and modeling with cost-effective, just-in-time video based virtual support with follow-up resources and a sustained focus on professional growth. Classroom and virtual coaching may be focused on:

- Inquiry-Based Learning Design
- New Teacher Development
- Personalized Learning Implementation

Technology Systems

Dell Technologies consultants provide training focused on the integration of technology tools to enhance teaching and learning. Some of these tools include:

- G Suite
- Chrome Management Console
- Microsoft Education

What's Emerging and Expanding

Dell Technologies consultants partner with districts to support emerging areas of education as educators continue to strive to meet the needs of all students. Whether an innovative practice or the strengthening of quality experiences, Dell Technologies consultants support the visioning and implementation of initiatives such as:

- Esports
- Computer Science
- Learning Spaces



Variety of Formats and Delivery Models

Dell Technologies Professional Learning facilitates experiences using a variety of formats including:

- **In-Person Learning:** facilitated in face-to-face environments and may include individual coaching and support, modeling, group learning opportunities, sharing sessions, instructional rounds, and/or resource development.
- **Blended Learning:** facilitated in part through online learning and in part through in-person experiences with participation taking place across various times, paths, and/or paces.
- **Online Learning:** facilitated completely online and may include synchronous video conferencing, asynchronous feedback through video-based platforms, reflection opportunities, virtual course facilitation, problems of practice, and/or design of customized materials to support virtual coaching sessions.
- **Learning Academies:** allow educators, leaders and mentors to participate in ongoing, job-embedded experiences that include whole group training, collaborative planning, facilitated application and sustainable action. These experiences focus on voice and choice in order for participants to actively frame their professional growth and contribute to the development of high-quality learning environments for their students. Learning Academies take place over the course of several months.

Easy Procurement Options

Dell Technologies' 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 you 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 leaders.

Dell Technologies' Commitment to Learning and Transformation

As an industry leader and education partner, Dell Technologies has unique experience partnering with schools, districts and states across the country and around the world that are transforming the teaching and learning experience. We are committed to working with educators to better understand the challenges they face and their needs, especially as remote learning requirements evolve.

As we move forward and continue to build on these programs, Dell Technologies is committed to empowering teachers and school leaders with the professional learning resources needed to transform the school experience and equip our future generation with the career and life skills necessary to succeed.



“The concept of learning walks and coaching practice will help me in working with teachers in my building as we continue to provide opportunities for meaningful learning experiences through student engagement and purposeful use of technology.”

Leslie Leisey, School-Based Technology Specialist, Fairfax County Public Schools

For additional Professional Learning services, please visit www.DellTechnologies.com/k12professionallearning or contact professional_learning@dell.com.

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