

The Hidden Language of School Principals:

“How to Create Principal Support for Your School Graduation Coach Program”

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Conversation Rules

Rule #1
 People are more interested in themselves than they are in you

Rule #2
 The parameters of a conversation should be set by the nature of your relationship to the one with whom you are speaking

Rule #3
 Conversation is always harder to start than it is to continue

(Book: How to Talk so People will Listen" By: Steve Brown)

What Graduation Coaches *actually* do is...

The primary responsibility is to identify at-risk students and help them succeed in school by keeping them on track academically before they consider dropping out.

Effective Communication: 7 + 1 Rules

1. Knowledge
2. Clarity
3. Control
4. Challenge
5. Humor
6. Collaboration
7. Compromise

+1. Dismissal

Listening Skills	
Poor Listening Habits	Effective Listening Habits
Not Paying Attention	Paying Attention
Pseudo listening	Listening for the Whole Message
Listening but not Hearing	Hearing Before Evaluating
Interrupting	Paraphrasing What was Heard
Rehearsing	
Feeling Defensive	
Listening for a Point of Disagreement	

Principal's Support: Top 10

10. WIT
9. Attend school activities
8. Demonstrate leadership
7. Activities aligned with the School Improvement Plan
6. Be Innovative
5. Be a Team Player
4. Take the Initiative
3. Child Focused
2. Just ask...communicate the importance of your program
1. Talk about student achievement

Pet Peeves of School Principals

- Not taking initiative
- Undermining the mission of the school
- Not wanting to reprimand students
- Not being visible
- Not maintaining confidentiality

Pet Peeves of School Principals

- Not willing to “step up”
- Not having a good rapport with teachers and administration
- Lack of passion
- Not being loyal to the school
- Repeating what is and what is not their job
