

YOU CAN! HANDLE THEM ALL!

ONLINE BEHAVIOR COURSES

Learning objectives for each course are listed at the end of this document.

****All courses are video with closed captioning**

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| B 100 | How Student Needs and Teacher Attitudes Influence Behavior | 40 minutes |
| | <ul style="list-style-type: none">• Every Behavior Situation Has Three Variables• The Seven Primary Needs• The Eight Secondary Needs• The Four Primary Causes of Misbehavior | |
| B 102 | Your Strategic Attitude: The Laws and Principles of Behavior Management | 60 minutes |
| | <ul style="list-style-type: none">• The Importance of Strategic Attitude• The Law of Origin• The Law of Total Responsibility• The Law of Ever-Present Leadership• The Law of Positive Reinforcement• The Law of Filtered Information | |
| B 104 | Your Strategic Attitude: Additional Principles for Managing Behavior Effectively | 60 minutes |
| | <ul style="list-style-type: none">• The Principle of Management Adjustment• Sharing vs. Imposing Truth• The Theory of Right or Wrong Conflict• You Don't Have to Understand Students to Accept Them• Behavior Management Can't Be Legislated From the Office• You Can't Have Rules for Everything• The Kids Who Need Us the Most | |
| B 106 | Your Strategic Position: Setting Yourself Up for Success | 25 minutes |
| | <ul style="list-style-type: none">• Positioning Yourself to Strategically Handle Behavior• Behavior Management Is a Positive Thing• The Five Relationships of Students | |

- B 108 Your Strategic Position: Mistakes to Avoid** **40 minutes**
- Proctor’s Spiral of Futility
 - Tact Rather Than Attack
 - You Can’t Take It Back
 - Don’t Back Yourself Against the Wall
- B110 Your Strategic Position: Vital Understandings** **40 minutes**
- Due Process: A Requirement for Fairness
 - Absolutely Refuse to Reject
 - There’s No Place for Sarcasm
 - Caring Is Not Coddling
 - Remember: You May Be Starting the Fight
- B 112 Your Strategic Actions: Techniques for Success** **40 minutes**
- The First Decision Before You Act
 - Your Most Effective Tool: The Private Conference
 - You Must Get Both Viewpoints
 - Always Separate Attitude and Behavior
 - Counseling Students About Attitudes
- B 114 Your Strategic Actions: Keeping Problems From Escalating** **40 minutes**
- Never Ask Why . . . Ask What
 - The People Priorities
 - Keeping the Responsibility for Misbehavior with the Student
 - Discuss the Real Issues Without Doing Damage
 - Confront With Caring
- B 116 Your Strategic Actions: Keeping Communication Open** **30 minutes**
- Two Vital Forms of Communication
 - Techniques for Listening
 - Keys to Effective Listening
 - Sharing the Responsibility With Parents
- B 118 Your Strategic Actions: Maintaining Relationships With Students** **50 minutes**
- Ownership Is a Key to Changing Behavior
 - Don’t Talk Past the Point of Being Influential
 - The Effective Art of Seed Planting
 - The Damaging Actions: The Put-Down, the Put-On, and the Put-Off
 - Handling Alibis, Objections, and Complaints
 - Sympathy and Empathy

B 120 Your Strategic Actions: Helping Students Heal and Grow**70 minutes**

- The Benefit of the Doubt
- Changing Student Habits
- When Guilt Has Been Established
- Taking Kids Off the Hook
- Every Rule Has Exceptions
- Being a Healer
- Buying Time: A Valuable Contribution
- Broad Generalizations About Behavior

COURSES AND COURSE OBJECTIVES

B 100 How Student Needs and Teacher Attitudes Influence Behavior**40 minutes**

- Every Behavior Situation Has Three Variables
 - Learn the three variables in every behavior situation and how all three factors will remain variables unless a teacher can control their own behavior.
- The Seven Primary Needs
 - Learn what the seven primary human needs are and how they must be met before students can focus on anything else.
- The Eight Secondary Needs
 - Learn what the eight secondary needs are and how they can motivate students to learn and behave.
- The Four Primary Causes of Misbehavior
 - Learn how every behavior has a purpose that can be attributed to one of these four causes.

B 102 Your Strategic Attitude: The Laws and Principles of Behavior Management**60 minutes**

- The Importance of Strategic Attitude
 - Learn why a professional management stance will help determine your happiness, satisfaction, and well-being.
- The Law of Origin
 - Learn why institutions and the people who work in them must operate in agreement with the reason for their origin and existence to be successful.
- The Law of Total Responsibility
 - Learn why an appointed leaders is responsible for everything that happens within their realm of leadership and how to accept this responsibility in the classroom.
- The Law of Ever-Present Leadership

- Learn that whenever two or more people gather, leadership is present and how this leadership can be a positive or negative force for individuals and the school.
- The Law of Positive Reinforcement
 - Learn why negative attitudes and behaviors emerge in the absence of positive reinforcement from leadership.
- The Law of Filtered Information
 - Learn why the more power and influence a teacher possesses, the more information received from students will be filtered.

B 104 Your Strategic Attitude: Additional Principles for Managing Behavior Effectively **60 minutes**

- The Principle of Management Adjustment
 - Learn why the higher you go in title and position, the more you are required to adjust your behavior to get others to adjust their own.
- Sharing vs. Imposing Truth
 - Learn the difference between sharing and imposing your truth to students and why the distinction is important.
- The Theory of Right or Wrong Conflict
 - Learn why your beliefs about right and wrong can affect your success.
- You Don't Have to Understand Students to Accept Them
 - Learn why you must accept students even if you don't understand their behavior in order to find solutions.
- Behavior Management Can't Be Legislated From the Office
 - Learn who is responsible for behavior in a school and why.
- You Can't Have Rules for Everything
 - Learn why flexibility in rules can allow you to be more fair and make better decisions.
- The Kids Who Need Us the Most
 - Learn why the students you have the most profound effect on are often the ones you think you aren't getting through to.

B 106 Your Strategic Position: Setting Yourself Up for Success **25 minutes**

- Positioning Yourself to Strategically Handle Behavior
 - Learn the attitudes and behaviors that will position you for maximum effectiveness in dealing with student behavior.
- Behavior Management Is a Positive Thing
 - Learn why teaching proper behavior and self-discipline will affect students and their academics positively.
- The Five Relationships of Students
 - Learn about the five relationships every student has in the classroom and why they must be dealt with collectively.

B 108 Your Strategic Position: Mistakes to Avoid **40 minutes**

- Proctor’s Spiral of Futility
 - Learn about the seven-step process of futility and how to reverse it.
- Tact Rather Than Attack
 - Learn why tact is an effective strategy to build the relationships necessary to make permanent behavior changes.
- You Can’t Take It Back
 - Learn why it’s important to be careful with your words when handling student behavior.
- Don’t Back Yourself Against the Wall
 - Learn why ultimatums put you in an unwinnable situation and ways to avoid them.

B 110 Your Strategic Position: Vital Understandings

40 minutes

- Due Process: A Requirement for Fairness
 - Learn how due process allows us to create an environment of fairness in our classroom.
- Absolutely Refuse to Reject
 - Learn why inclusion rather than exclusion is necessary to lead and teach.
- There’s No Place for Sarcasm
 - Learn about the damaging effects of sarcasm and why it has no place in the classroom.
- Caring Is Not Coddling
 - Learn the differences between caring and coddling and how caring develops strengths.
- Remember: You May Be Starting the Fight
 - Learn why teacher respect for the student is a vital element in behavior situations regardless of student respect for teacher and how a loss of power is typically the cause of disrespect.

B 112 Your Strategic Actions: Techniques for Success

40 minutes

- The First Decision Before You Act
 - Learn to decide whether you want to punish or change behavior when problems arise.
- Your Most Effective Tool: The Private Conference
 - Learn why dealing with behavior problems privately is infinitely more effective than dealing with them publicly.
- You Must Get Both Viewpoints
 - Learn why understanding the problem from the student’s perspective and the student understanding it from yours is necessary to resolve it.
- Always Separate Attitude and Behavior
 - Learn why dealing with attitude and behavior as the same thing could undermine desired results in both.
- Counseling Students About Attitudes

- Learn an effective two-step process for discussing attitudes with students.

B 114 Your Strategic Actions: Keeping Problems From Escalating **40 minutes**

- Never Ask Why . . . Ask What
 - Learn how asking what instead of why is more effective at changing behavior.
- The People Priorities
 - Learn about seven needs that students are attempting to meet with either appropriate or inappropriate behavior.
- Keeping the Responsibility for Misbehavior with the Student
 - Learn to be careful with the need for power and control in the classroom, as it can diminish students' responsibility for their own behavior.
- Discuss the Real Issues Without Doing Damage
 - Learn why it's important to be specific and caring when dealing with behavior problems.
- Confront With Caring
 - Learn the best ways to confront students about misbehavior.

B 116 Your Strategic Actions: Keeping Communication Open **30 minutes**

- Two Vital Forms of Communication
 - Learn about the benefits and differences of verbal and nonverbal communication.
- Techniques for Listening
 - Learn three effective listening techniques to establish good rapport with your students.
- Keys to Effective Listening
 - Learn to overcome three specific blockages to effective listening.
- Sharing the Responsibility With Parents
 - Learn why parents are an important resource in problem solving.

B 118 Your Strategic Actions: Maintaining Relationships With Students **50 minutes**

- Ownership Is a Key to Changing Behavior
 - Learn why instilling a sense of ownership and sharing power are the most powerful creators of appropriate behavior and self-discipline at school.
- Don't Talk Past the Point of Being Influential
 - Learn why your gains and influence can be negated by continuing on with a point after it has been made.
- The Effective Art of Seed Planting
 - Learn how short statements of objective truth can be more powerful motivators than long conversations in getting students to change their behavior.
- The Damaging Actions: The Put-Down, the Put-On, and the Put-Off
 - Learn three self-serving actions that can cause those who use them to fail.
- Handling Alibis, Objections, and Complaints

- Learn the motivation behind each of these behaviors and how to handle each one separately.
- Sympathy and Empathy
 - Learn that without understanding the difference between sympathy and empathy, your actions may actually promote the behavior you're trying to discourage.

B 120 Your Strategic Actions: Helping Students Heal and Grow

70 minutes

- The Benefit of the Doubt
 - Learn why refusing to give students the benefit of the doubt locks us and them into a future based only on past failures.
- Changing Student Habits
 - Learn three effective ways teachers can help students change their behavior.
- When Guilt Has Been Established
 - Learn to resolve and defuse a situation by being gentle rather than tough.
- Taking Kids Off the Hook
 - Learn why the real issue in behavior situations is what we choose to do, not what students choose to do.
- Every Rule Has Exceptions
 - Learn why being open and honest about making exceptions for extenuating circumstances can save you time and effort in handling behavior problems.
- Being a Healer
 - Learn to alter difficulty in a positive way by how you think, what you say, and what you do.
- Buying Time: A Valuable Contribution
 - Learn how powerful buying time with habitual misbehaviors can be.
- Broad Generalizations About Behavior
 - Nineteen important things to keep in mind as you handle behavior situations.