



MASSACHUSETTS SCHOOL
ADMINISTRATORS' ASSOCIATION



An MSAA Professional Development Workshop for: K – 12 Administrators, Team Chairs, Directors, Evaluators, and Department Leaders

Having the Difficult Conversation Pre- and Post-Evaluation Discussions



**Featuring Seaside Educational Consultants Presenter:
Dr. Judy Ann DeLucia**

Monday, March 4, 2019
at the MSAA Office, Franklin

“Ready for your performance review?”

Sign-In: 8:00am–8:30am
Workshop: 8:30am–3:00pm

PD Hours: 6
Content Area: *Leadership and Administration*

Fees: *Member \$215 / Non-Member \$285*

MSAA Contact: pd@msaa.net

The evaluation is completed; the faculty member is arriving late for the third time this year, the parent does not trust me as the child’s teacher...no matter how long we have been in education; we all have to have conversations that cause anxiety, frustration, and stress. This workshop will walk you through a step by step approach to have the “difficult conversation” and achieve a successful and desired result. The workshop will focus on conversations using the DESE evaluation rubric; beginning a conversation without defensiveness and how to keep focused regardless of how the person is responding.

Participants will:

- Gain an understanding of Difficult Conversation components.
- Learn strategies that will assist you in having a difficult conversation.
- Practice having a difficult conversation.
- Manage strong emotions...yours and theirs.
- Learn strategies that will assist in getting the desired result from a conversation over a period of time.
- Learn how to get prepared for the conversation.

Dr. Judy Ann DeLucia, *President of Seaside Educational Consultants, is a retired Superintendent of the Greater Lawrence Technical School with more than 30 years’ service in Massachusetts schools K–12. Her experiences also include working as an assistant superintendent, director of curriculum, principal, teacher and college professor. A skilled coach for administrators and teachers, Judy has well-tested ideas and strategies for moving schools forward.*

[Register online at www.msaa.net](http://www.msaa.net)

LEADERSHIP MATTERS

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