

*A professional development offering for: K-12 Administrators, Team Chairs, Directors, Evaluators, and Department Leaders*



## **Having the Difficult Conversation: Pre- and Post-Evaluation Discussions**



**Featuring Seaside Presenter  
Dr. Judy Ann DeLucia**

**Monday, March 5, 2018  
at the MSAA Office, Franklin**

**Sign-In/Registration:** 8:00 am to 8:30 am

**Workshop:** 8:30 am to 3:00 pm

**Fees:** Member \$195/Non-Member \$260

6 Professional Development Hours

PD Content Area: Leadership/Administration

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. She is masterful in motivating, organizing, orientating, and focusing the attention of leadership teams as they set systems and structures in place to improve teaching and learning for all.

[MSAA Registration Policies & Procedures](#)

[Register Online](#)

Massachusetts School Administrators' Association ~ 33 Forge Parkway, Franklin, MA 02038  
Workshop Contact: Cora Armenio | Phone: (508) 541-9835 | E-mail: [carmenio@msaa.org](mailto:carmenio@msaa.org)