

Cognitive CoachingSM Resources

Cognitive CoachingSM: States of Mind Cards

STATES OF MIND
Strategies for Inviting Cognitive Shift

CONSCIOUSNESS

CRAFTSMANSHIP

EFFICACY

FLEXIBILITY

INTERDEPENDENCE

© 2003 Hawker Brownlow Education, CG4435
© 2008 Center for Cognitive Coaching

Strategies for Inviting Cognitive Shift
INTERDEPENDENCE

Invite collaboration

- In the spirit of collaboration, how can you preserve your sense of what's right and still work to be effective?
- What might be some common goals you share?
- What might be in it for both of you?

Elicit positive intentions of others

- What might be the positive outcome she is expecting?
- If you were to assume that she is well-intentioned, what needs might she be trying to meet?
- What might happen if her/his needs were met?

© 2003 Hawker Brownlow Education, CG4435
© 2008 Center for Cognitive Coaching

Strategies for Inviting Cognitive Shift
CONSCIOUSNESS

Invite meta-cognition

- What may have led to your decision to _____?
- Why is this important to you?
- How might you know you are on target?

Encourage the making of new connections

- What seems to be similar in these two situations?
- What are some possible patterns?
- If there were a common source for these, what might it be?

© 2003 Hawker Brownlow Education, CG4435
© 2008 Center for Cognitive Coaching

Strategies for Inviting Cognitive Shift
EFFICACY

Invite reflection about being in charge

- What are your options?
- Over what do you have control?
- Of the few elements you can influence, what might have the greatest effect?

Elicit knowledge, skill or positive attitude

- How do you do the work and maintain your integrity?
- What might it take to get you to make a difference?
- Which of your skills does this call for?

© 2003 Hawker Brownlow Education, CG4435
© 2008 Center for Cognitive Coaching

Strategies for Inviting Cognitive Shift
CRAFTSMANSHIP

Elicit criteria

- What criteria might you want to use to _____?
- If you could only get one benefit, what's your hunch about what would be most productive in regard to _____?
- Of all the possibilities, what might be most effective?

Pose a data search

- How might you find out more about that?
- What indicators might you have that _____?
- What information might validate this?

© 2003 Hawker Brownlow Education, CG4435
© 2008 Center for Cognitive Coaching

Strategies for Inviting Cognitive Shift
FLEXIBILITY

Invite a shift in perceptual position

- If you were _____ what might you be thinking?
- When you have experienced _____ what did you need?
- What meaning might this have for _____?

Explore filters of perception

- Given what you know about the way she perceives things, what's your hunch about what might be going on for _____?
- Given those details, what's the big picture goal?
- What does she seem to be paying attention to?

© 2003 Hawker Brownlow Education, CG4435
© 2008 Center for Cognitive Coaching

States of Mind Cards (Set of 5)

978 1 74239 443 5

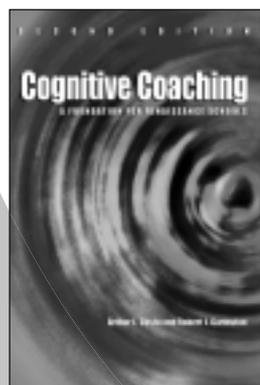
These full-colour, laminated cards – one for each of the five States of Mind – are useful tools for training and practice. They can be used in a variety of ways to assist learners in becoming fluent with questioning for States of Mind.

Dimensions: 140 mm x 100 mm.

CG4435 \$15.00

States of Mind Cards (set of 5) x 10

CG4436 \$130.00



Cognitive CoachingSM: A Foundation for Renaissance Schools (2nd Edition)

Arthur L. Costa, Robert Garmston • 1 74170 066 3

In this greatly expanded and extensively updated edition of a widely popular resource you see how teachers' individual and collective capacities for continuing self-improvement are strengthened over time through Cognitive Coaching. Toward the goals of making schools better places where more students succeed and satisfaction

in learning and teaching prevail, Costa and Garmston let you know about their own learning, and how new research and practice can support individuals and schools in reaching higher, more satisfying and more holistic performance. Organised into four sections, the book makes the concepts clear!

CG0663 \$59.95



Cognitive CoachingSM: Memory Mats

Marcy Calkins • 978 1 74239 441 1

Memory Mats serve as a laminated "desk mat" to elicit key skills and concepts which enhance coaching effectiveness. The focus of the four sides of the two "mats" are: The Planning Conversation, The Reflecting Conversation, The Problem-Solving Conversation and general Cognitive Coachingsm concepts.

CG4411 \$15.00

Cognitive CoachingSM: Desktop Guide

**COGNITIVE COACHINGSM
DESKTOP GUIDE**

The mission of Cognitive CoachingSM is to produce self-directed persons with the cognitive capacity for high performance both independently and as members of a community.

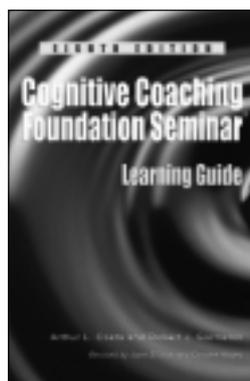
Some Planning Questions

- How might this goal relate to other goals? (Clearly goals)
- Specifically, what do you mean when you say...? (Clearly goals)
- What are some things you'll see or hear that will tell you you've reached your goal? (Success indicators)
- What are some things you will notice that will tell you you've achieved your goal? (Success indicators)
- What will guide your decision about which strategies you use? (Strategies, approaches, decisions)
- What might be important to pay attention to in yourself? (Personal learning focus)
- What might you want to learn from this? (Personal learning focus)
- How has our conversation supported you and your thinking? (Reflected on the process)

9781742394428

This product was first suggested by a participant in the Cognitive Coaching Foundation Seminar[®] when she described how her learning might best be supported. The desktop guide is a tabbed, fingertip reference that sits on a desk as a table tent. It provides hands-on tips for all three maps, including sample questions. It is illustrated in colour with professional graphics to remind the coach of how to navigate maps, paraphrase effectively, ask quality mediational questions, and use the States of Mind to extend thinking. Dimensions: 140 mm x 100 mm.

CG4428 \$25.00



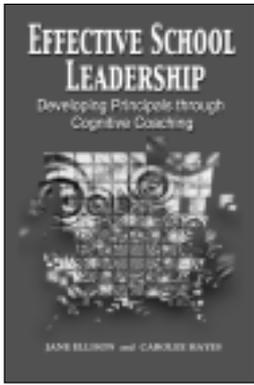
Cognitive Coaching Foundation Seminar Learning Guide, 8th Ed

Arthur L. Costa & Robert J. Garmston • 9781742392936

This learning guide is designed to accompany and support a seminar intended to develop participants' understanding, skilfulness, capacities and identity as a mediator who can, in turn, produce self-directed persons with the cognitive capacity for high performance both independently and as members of a community. Participants will learn about and practise a set of strategies, a way

of thinking and a way of working that invites themselves and others to shape and reshape their thinking and problem-solving capacities to achieve success.

CG2936 \$19.95



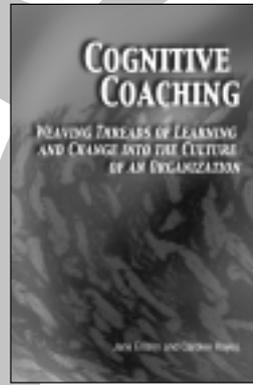
Effective School Leadership: Developing Principals through Cognitive CoachingSM

Jane Ellison & Carolee Hayes • 1 74170 069 8

This practical guide includes a rich explanation of Cognitive Coaching principles. Model conversations offer authentic samples of principal coaching. The reader has the opportunity to explore the metacognition of a principal's coach. Action research and examples from systems are included as well as a set of guidelines for implementing a

program for Cognitive Coaching of Principals.

CG0698 \$42.95



Cognitive CoachingSM: Weaving Threads of Learning

Jane Ellison & Carolee Hayes • 1 74170 068 X

This resource shows you what practitioners who have actually learned and used Cognitive Coaching think about its applications. Part 1 takes a macro-view of the organisational culture, looking at it as a system. In Part 2 you look at the day-to-day interactions that affect student learning as it addresses structures that allow the principles and practices of Cognitive Coaching to become an integral part of each human interaction in a school. And Part 3 illuminates classroom practices that bring coaching into the lives of students.

CG068X \$42.95

COGNITIVE COACHINGSM TRAINING

Foundation Seminar – Melbourne, Adelaide, Brisbane

- Melbourne Advanced Training: Tuesday 29 June – Saturday 3 June 2010
- Melbourne Foundation Training: Tuesday 27 July – Friday 30 July (days one to four)
Monday 20 September – Thursday 23 September (days five to eight)
- Adelaide Foundation Training: Thursday 5 August – Friday 6 August (days one and two)
Monday 9 August – Tuesday 10 August (days three and four)
Friday 13 August – Monday 16 August (days five and six)
- Brisbane Foundation Training: Tuesday 1 June – Friday 4 August (days one to four)
Monday 25 October – Thursday 28 October (days five to eight)

For more information or registration for Cognitive CoachingSM Seminars, visit: www.hbpls.com.au, contact cbrownlow@hbpls.com.au or call (03) 85582456
Courses conducted by Hawker Brownlow Professional Learning Solutions.



Order Form

Terms of Trade

09-106-05

- Prices are quoted in Australian dollars (\$AUD) and include GST
- All prices are subject to change without notice.
- For New Zealand customers, at the time of invoice, we will convert the amount into New Zealand dollars (\$NZD) so that you can pay by cheque or credit card in New Zealand dollars (\$NZD).
- Full money-back guarantee.
- We do realise it is difficult to order sight unseen. To assist you in your selection, please visit our website <www.hbe.com.au>. Go to 'Browse Books' and most titles will give you the option to view the first few pages of the book. Click 'View Contents' on your selected book page.
- We will supply our books on approval, and if they do not suit your requirements we will accept undamaged returns for full credit or refund. Posters are for firm sale only and will not be sent on approval. Please be aware that delivery and return postage is the responsibility of the customer.
- Freight costs are determined at Australia Post rates, with a minimum delivery charge of \$9.50 within Australia and \$15.00 for New Zealand for each order.
- Please provide your street address for delivery purposes.

QTY	CODE	TITLE	PRICE
	CG0663	Cognitive Coaching: A Foundation for Renaissance Schools	\$59.95
	CG4428	Cognitive Coaching: Desktop Guide	\$25.00
	CG2936	Cognitive Coaching: Foundation Seminar Learning Guide 8th Edition	\$19.95
	CG4411	Cognitive Coaching: Memory Mats	\$15.00
	CG4435	Cognitive Coaching: States of Mind Cards Set of 5	\$15.00
	CG4436	Cognitive Coaching: States of Mind Cards Set of 10	\$130.00
	CG068X	Cognitive Coaching: Weaving Threads of Learning	\$42.95
	CG0698	Effective School Leadership: Developing Principals Through Cognitive Coaching	\$42.95

TOTAL (plus freight) \$

Attention Order Number

Name of School

Address

StateP/Code.....

Country

Email:

Yes, I would like to receive emails from Hawker Brownlow Education about future workshops, conferences and the latest publications.



P.O. Box 580, Moorabbin, Victoria 3189, Australia
Phone: +61 3 8558 2444 • Fax: +61 3 8558 2400
Toll-Free Phone: 1800 334 603 • Fax: 1800 150 445
Website: <http://www.hbe.com.au>
Email: orders@hbe.com.au ABN: 70 495 007 372

To Contact our Sales Rep
VIC contact reception on Toll Free Ph: 1800 334 603 or orders@hbe.com.au
NSW contact Judy Morrissey on 0414 424 160 or nsw1@hbe.com.au
QLD contact Karen Hofmann on 0439 889 190 or qld1@hbe.com.au