

CONTENTS

Preface	ix
Acknowledgments	xiii
About the Author	xvii
CHAPTER 1. WHAT DOES IT MEAN TO IMPROVE?	1
What Is Instructional Coaching?	2
Three Approaches to Coaching	9
Deep Learning, Deep Coaching	14
CHAPTER 2. IDENTIFY: GETTING A CLEAR PICTURE OF REALITY	25
Getting a Clear Picture of Current Reality	27
Using Video to Get a Clear Picture of Reality	30
Learning From Students	39
Putting It All Together	58
CHAPTER 3. QUESTIONS TO IDENTIFY A PEERS GOAL	63
PEERS Goals	63
Questions to Identify a PEERS Goal	72
The Identify Questions	82

CHAPTER 4. LEARN	101
Describing Teaching Strategies	101
Instructional Playbooks	104
Modeling Teaching Strategies	116
CHAPTER 5. IMPROVE	131
The Improve Stage of the Impact Cycle	132
Step 1: Confirm Direction	134
Step 2: Review Progress	136
Step 3: Invent Improvements	140
Step 4: Plan Next Actions	148
INSTRUCTIONAL COACHES' TOOLKIT	157
Strategies for Enrolling Teachers	157
Data-Gathering Tools	167
Instructional Playbook	189
Strategies for Assessing Student Attitude	229
Appendix: Lean-Design Research	247
Development of the Impact Cycle	247
Lean-Design Research	248
Interviews	252
References	253
Index	259



Visit the companion website at
resources.corwin.com/impactcycle
for videos and downloadable resources.