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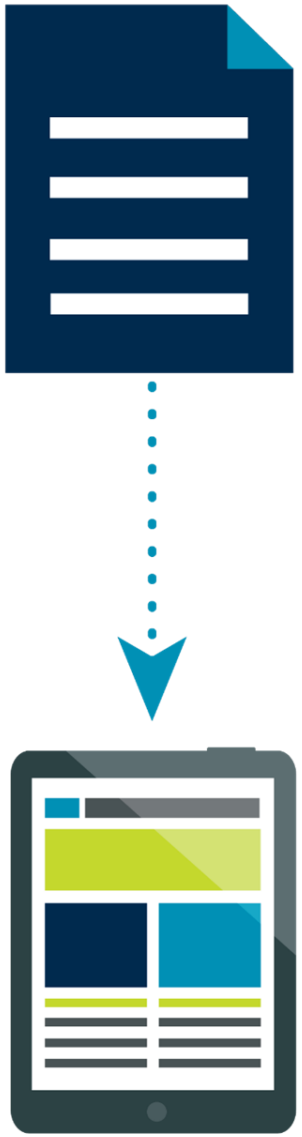
Pearson Partnership



Seizing the Opportunity for

Institutional Transformation

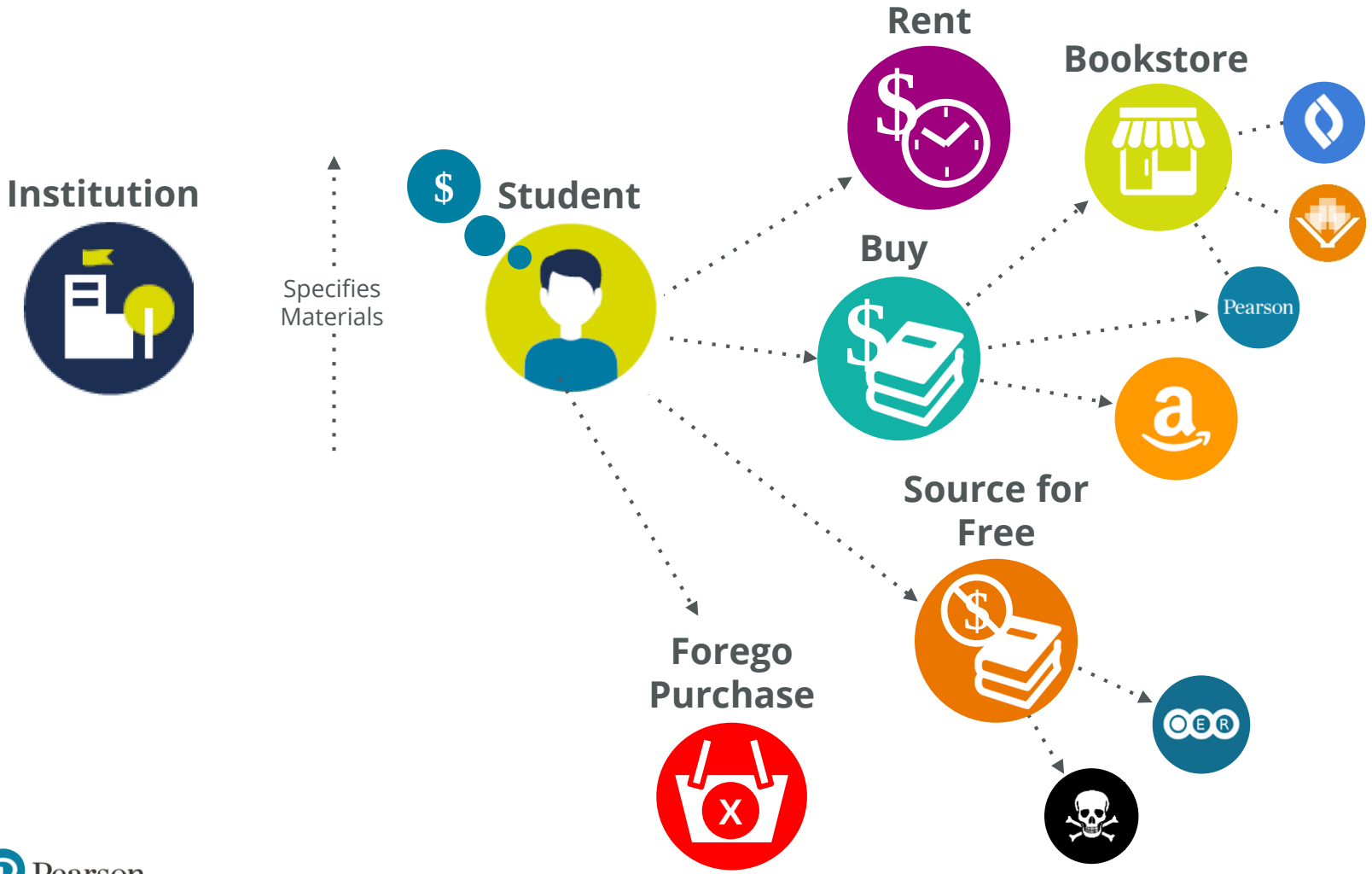
Affordability

Access

Achievement

The Problems We Solve:

The Course Materials Delivery Dilemma



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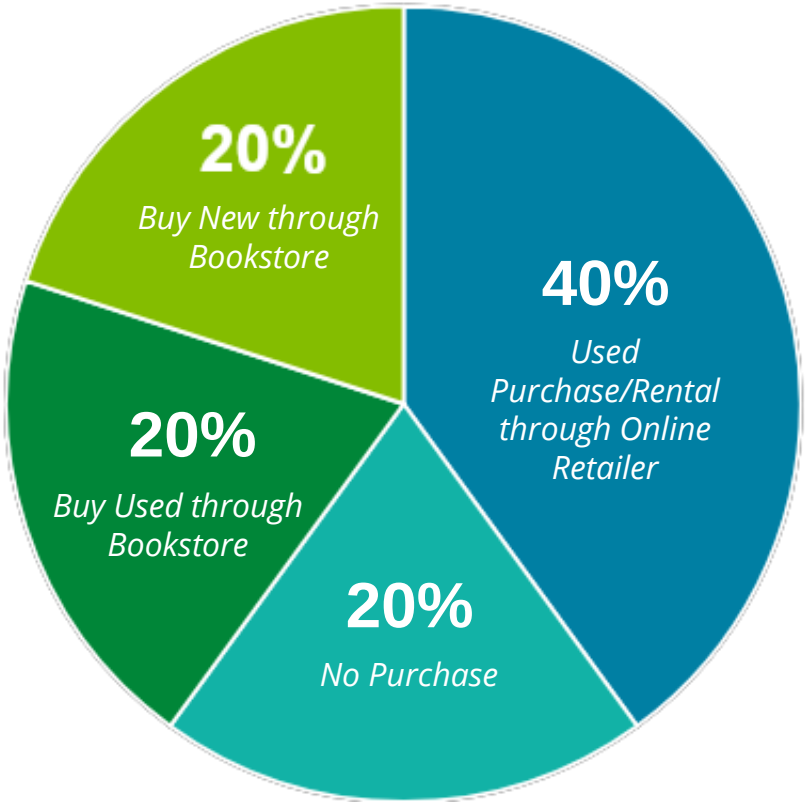
A Broken Business Model

That Costs Institutions Revenue

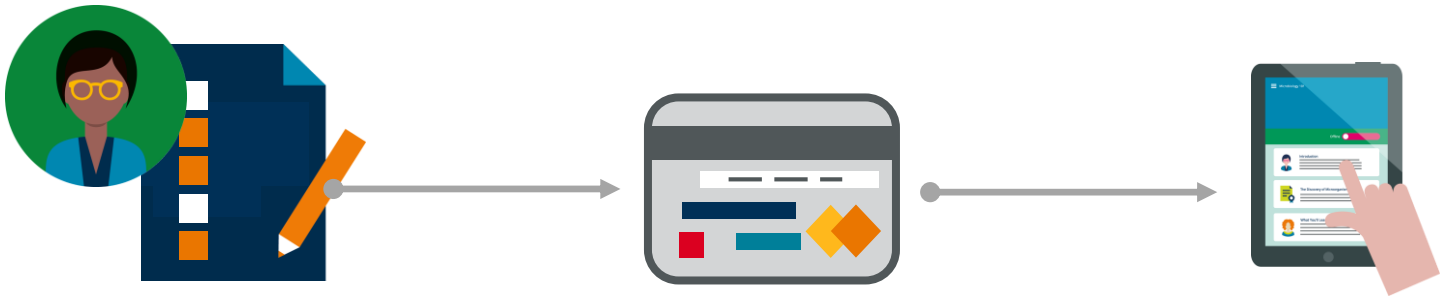
Typical Course Materials Buying Habits for Average 100-student Course Section

Example synthesized from data provided by Barnes & Noble, Amazon, and Follett



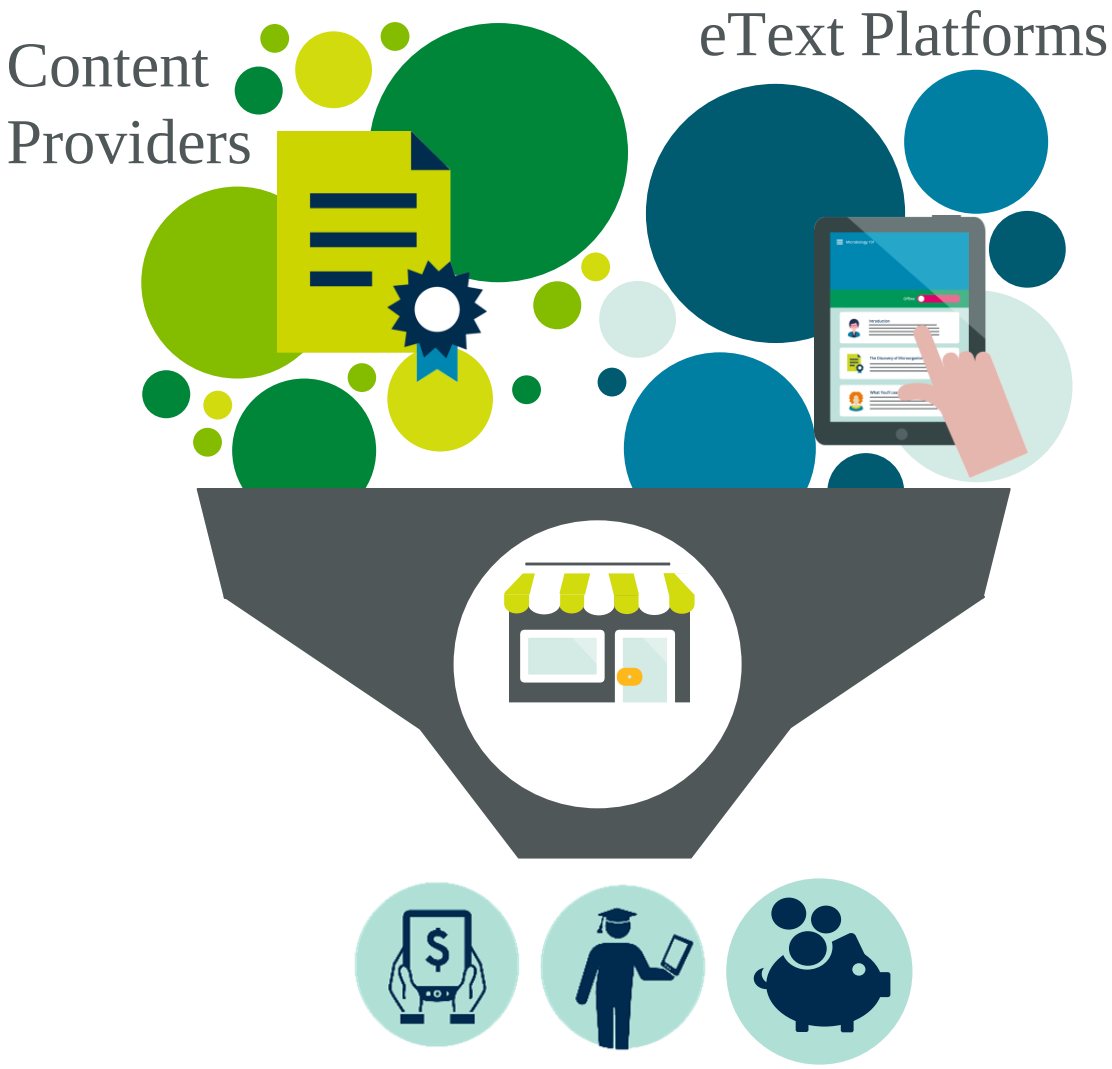
Digital Access to Course Materials

For Every Student from Day One



1. Faculty adopt materials to be used in class
2. Student account is charged
3. Materials are delivered digitally to every student

Developing a Digital Ecosystem



Keeping an eye on the bigger picture

Are we spending enough time thinking about and analyzing how they ALL intersect?

Talent Pipeline

Employers are in need of adaptable **individuals who know how to learn.**

Virtual and flex internship "pilots"

Retention, Persistence, Graduation

College & career readiness **must be paired and early.**

Are we pursuing all of the best leading indicators?

Non Cognitive & Behavioral

Why am I here?

How do I learn?

What motivates my daily behavior and actions?

Evidence Based Marketable Skills

What do I bring as a competitive candidate?

How effective am I articulating *both* my technical and marketable skills?

What do I know?

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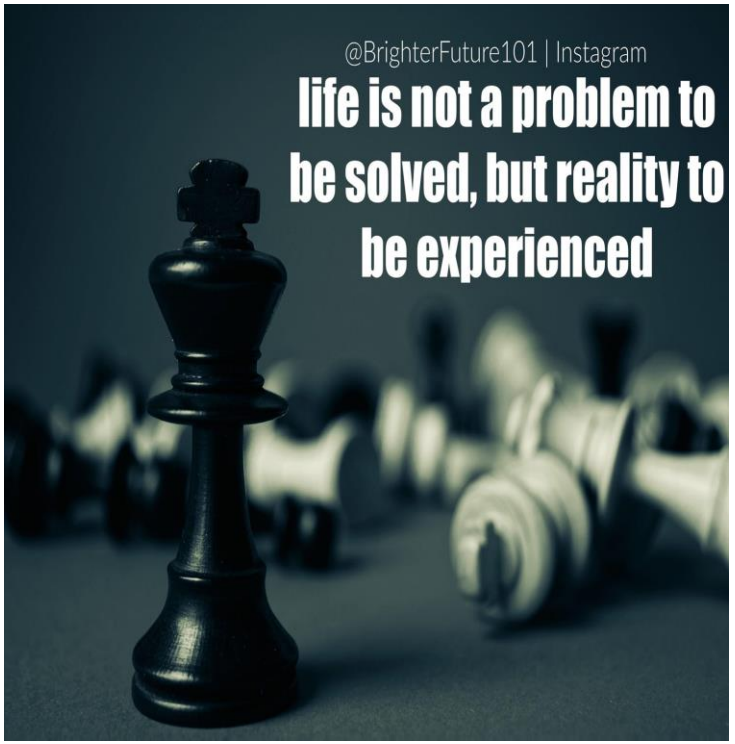
Seeking "adaptive learners, willing to fail and who can fit in"

- Content knowledge is necessary but ***not sufficient*** to graduate & be an adaptable learner/employee.
- Learning & Cognitive strategies allow students to apply their content knowledge in ***variable situations.***
- GRIT & ***Effort-based mindset*** helps students become sought after candidates.
- Self-management skills to ***mobilize the individual*** student to greater ownership as a ***consumer*** of their education.
- Self-awareness & reflection promote growth and opportunities to document and **tell a narrative of success and achievement.**



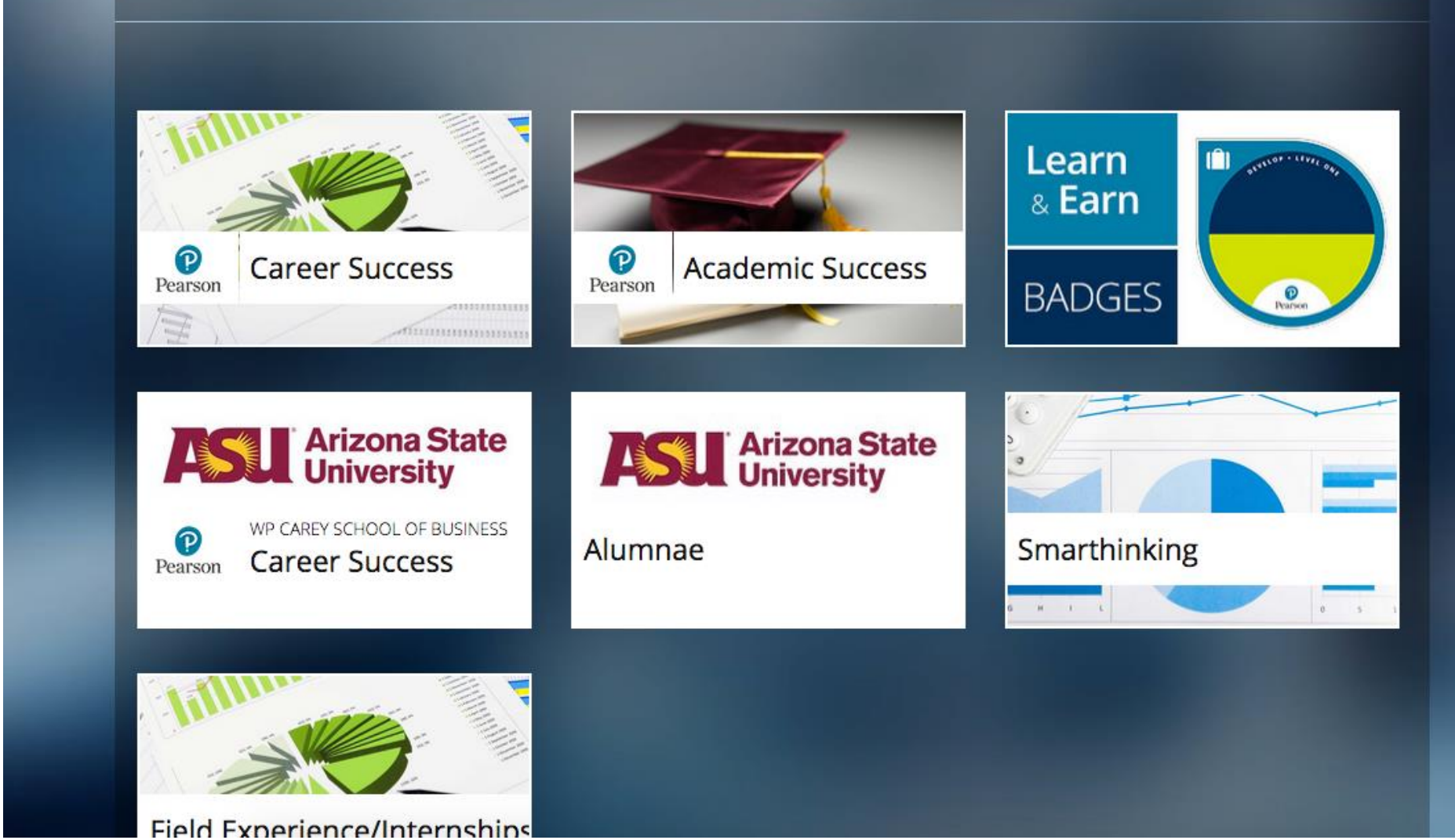
Multi Dimensional Data Points & Insights

1.For Students: pulling back the curtain for what it takes to be successful.

- Provide visibility to ALL students (including those who have indicated college will be challenging) – suggesting advising & resources to grow success skills, transition knowledge, confidence and motivation.
- ***Which skills and strategies matter most based on gateway course area and their unique learner profile?***
- ***Drive a culture of self awareness so students develop & articulate all of their skills to employers***

2.For Institutions: faculty, student services (advisors/career services) and institutional roll up for actionable insights

- Offering a prioritized look at individual students, students as a cohort or class to prioritize and make visible student gaps in Aspects related to motivation, cognitive and learning strategies for success
- ***Connect curriculum aligned recommendations based on the context of the gateway courses students are currently enrolled in (validating)***
- Overtly connect students to institutional engagement opportunities, career options/opportunities and skills necessary (with Labor Market Insights)
- Link in our Student Profile and Curriculum dashboards to improve learner outcomes in class
- ***Link to stronger evidence of skills and an Extended Transcript (Wayfinder) for a full 3 dimensional view of student success and an institutions outcomes overall***



An Employability Hub

where students can navigate, connect and learn to learn.

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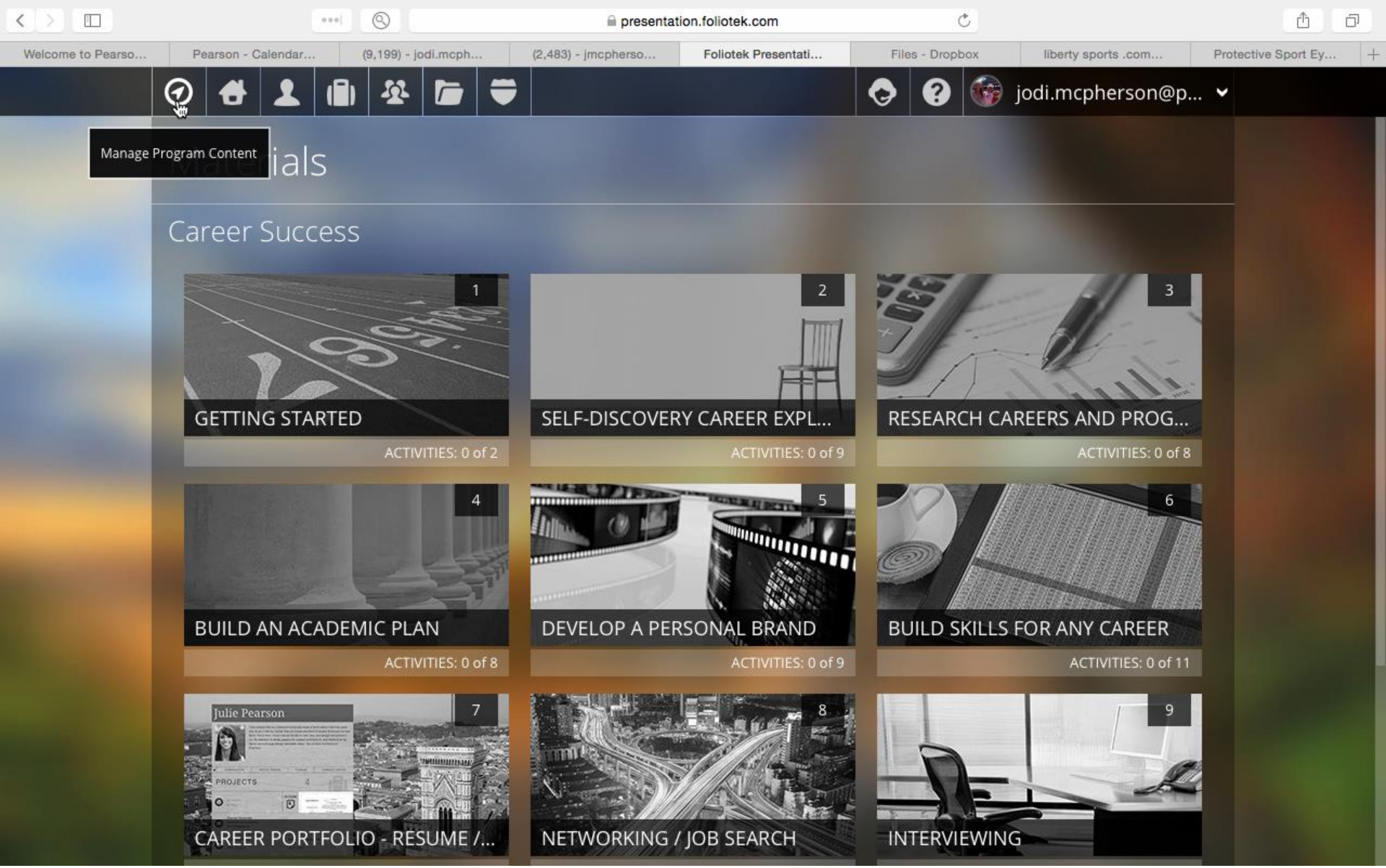
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Career Success
1
GETTING STARTED
ACTIVITIES: 0 of 2
2
SELF-DISCOVERY CAREER EXPL...
ACTIVITIES: 0 of 9
3
RESEARCH CAREERS AND PROG...
ACTIVITIES: 0 of 8
4
BUILD AN ACADEMIC PLAN
ACTIVITIES: 0 of 8
5
DEVELOP A PERSONAL BRAND
ACTIVITIES: 0 of 9
6
BUILD SKILLS FOR ANY CAREER
ACTIVITIES: 0 of 11
7
Julie Pearson
PROJECTS
CAREER PORTFOLIO - RESUME /...
8
NETWORKING / JOB SEARCH
9
INTERVIEWING

Foliotek Projects

WHAT IS A FOLIOTEK PROJECT?

A Foliotek Project offers a way to **tell a story about an experience** that can be easily shared with others.

Projects can showcase just about anything:

- a capstone assignment
- leadership skills
- your amateur art collection
- stories of perseverance

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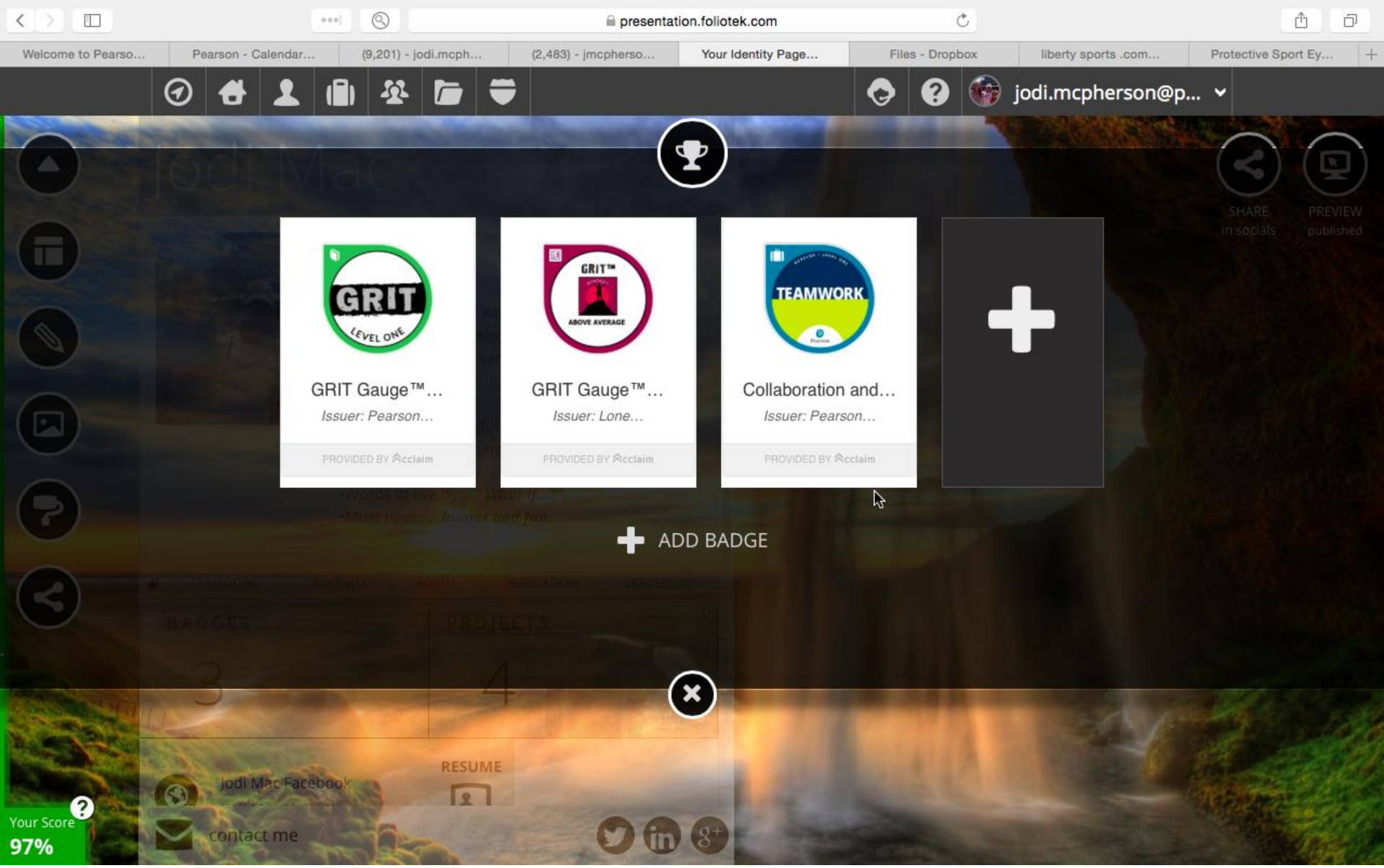
Jodi Mac
Director of Fun.
In 1983, I fell in love with the underdog--and took that mindset to develop and craft worthy programs for underserved market opportunities in career and student success.
I believe in meaningful wins where others think it is impossible--channeling the inner underdog in me.
•Words to live by...." What if...?"
•Must haves....humor and fun.
TEAMWORK
CREATIVITY
AGILITY
PERSUASION
LEADERSHIP
BADGES
3
PROJECTS
4
Jodi Mac Facebook
RESUME
contact me
Your Score
97%
SHARE
in socials
PREVIEW
saving...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BADGES
PROJECTS
RESUME
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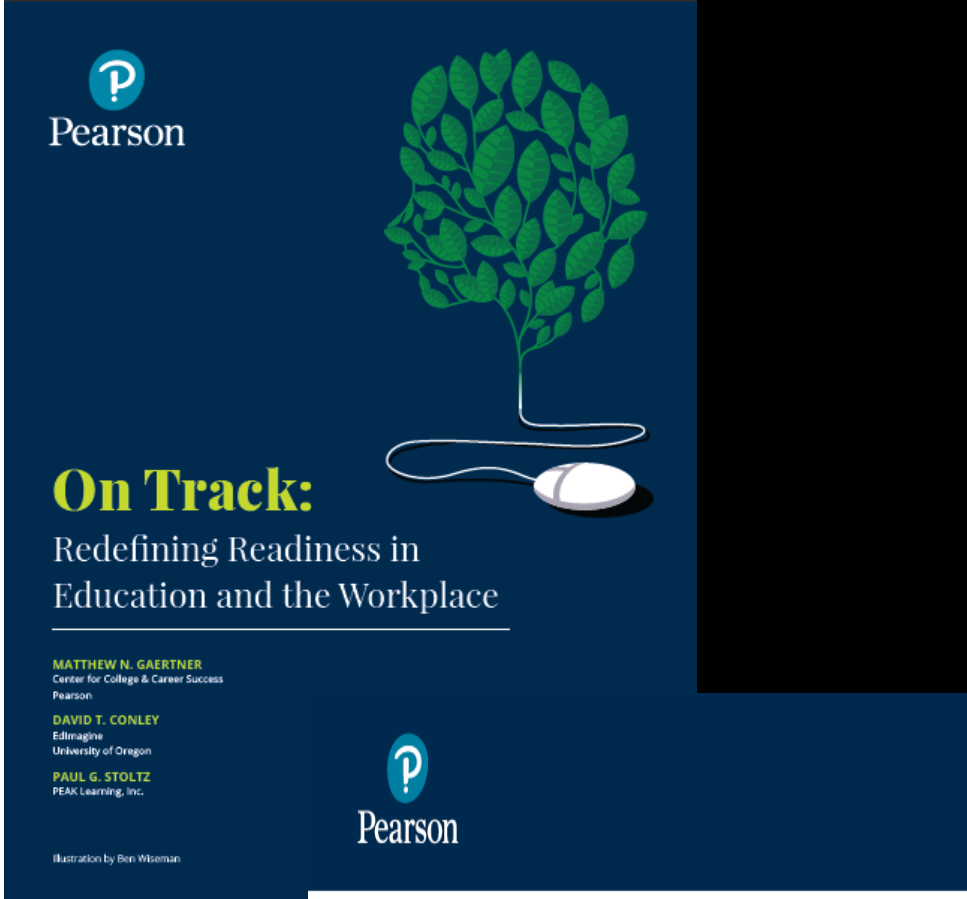
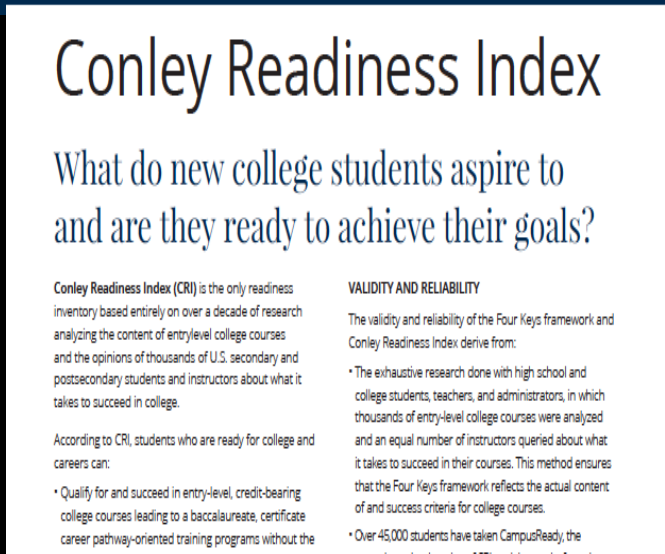
contact me
Your Score
97%

- Compares and contrasts 3 college & career readiness models
- Each model assesses strengths and weaknesses at multiple stages in learners' lives and actionable interventions
- Recommendations for the future with regards to:

1. Sustainability & the talent pipeline growth
2. Efficiencies (time to completion)
3. Alignment of career options *earlier*
4. Evidence of both technical & non technical (marketable) skills supported by research





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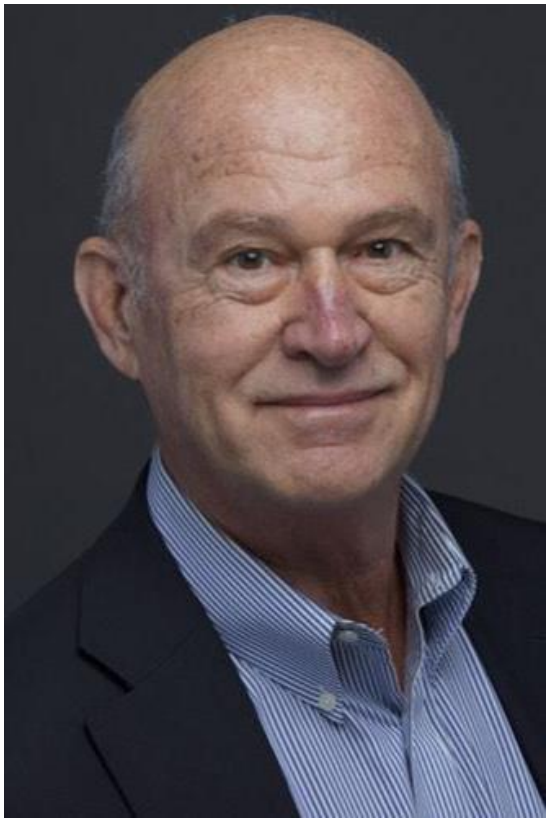
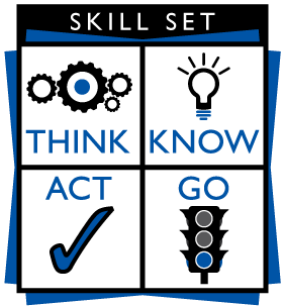
David T. Conley, Ph.D.



Professor, Director, Center for Educational Policy Research, University of Oregon

President, EdImagine Strategy Group

Senior Fellow for Deeper Learning under the sponsorship of the Hewlett



1. Why am I here?
2. How do I learn?
3. What do I know?

- @drdavidtconley

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Paul G. Stoltz, Ph.D.

Founder & CEO of PEAK Learning, Inc.

#1 NY Times Best-selling author of 5 books in 17 languages

Voted "One of the Top 10 Most Influential Global Thinkers of Our Time" HR Magazine

@Dr Grit

#conleystoltzlive

College and Career Readiness and Success Skills

Cognitive Strategies

Problem Formulation

Interpretation

Analysis

Reasoning

Synthesis

Communication

Precision/Accuracy

Content Knowledge

Structure of Knowledge

Attitudes Toward Learning

Foundational Knowledge/Skills

Learning Skills/Techniques

Ownership of Learning

Learning Techniques

Self Management

Initiative

Transition Knowledge/Skills

College Choice/Fit

Reason for Attending

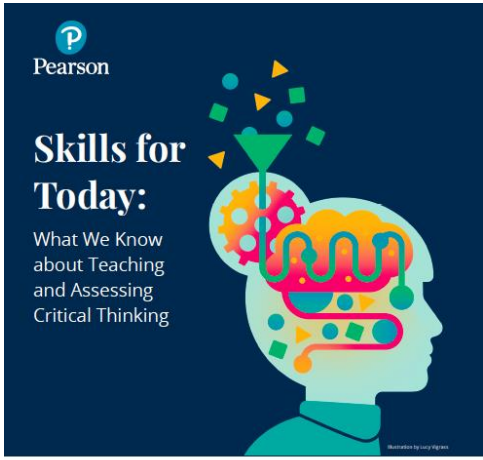
Financial Aid

College Culture

Self-Advocacy

The Changing Face of Success & A Common Vocabulary:

Pearson's Personal & Social Capabilities



Written by
Matthew Ventura
Emily Lai
Kristen DiCerbo

P21 PARTNERSHIP FOR 21ST CENTURY LEARNING

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Collaboration and Teamwork: DEVELOP Skills Level 1

The badge earner has demonstrated basic competency in several key areas: an understanding of how listening is a key part of collaboration; how groups and teams compare and develop; how to form and participate on teams; how to work collaboratively to set common goals, promote open communication, and generate strong results; and how to handle common types of team conflict.

This badge is issued by Pearson College and Career Readiness Programs

SKILLS

Collaboration | Communication | Conflict Resolution | Delegation | Flexibility | Forming Teams | Generating Results | Goal Setting | Listening | Negotiation | Shared Leadership | Teamwork

WHAT IT TAKES TO EARN THIS BADGE

- Complete the Collaboration and Teamwork module (overview, practices, and case studies).
- Complete the post-topic assessment in the Collaboration and Teamwork module and achieve a mastery score of 80% or better.