Red Lick Independent School District



903/838-8230



What does more engaging student work look like? How do we take our students deeper? Why do we want our students to be seekers of knowledge? These are some of the fundamental questions being asked at our district and I am sure across the nation. In the formal education of teachers, little emphasis is given to the art of questioning. I have also seen little, if any, professional development covering the pedagogy of questioning in my two decades in education. So, when I ran across Ivan Hannel and his work with questioning, I was intrigued. Ivan's book is practical application and his workshops are fantastic. In fact, when I was a principal, my teachers asked for him a second year in a row to learn more. They saw the benefit in the classroom and wanted to perfect the strategies. Now that I am a superintendent in a new district, there was once again a need to answer those previous questions. We held the APOQ Skype workshop this week and the teachers found it well worth their time. They walked away with actionable steps to implement in the classroom immediately. Ivan is a great presenter that interjects humor and the time passes quickly. I would highly recommend Ivan Hannel's APOQ Skype workshop.

Brandon Dennard

F Dennar

Lead Learner/Superintendent



Curriculum and Instruction Department

145 Park Street, Suite 5 DeFuniak Springs, Florida 32435 Telephone: (850) 892-1153 FAX: (850) 892-1195

Crystal Appel Supervisor of Curriculum and Instruction

Keitha Bledsoe Coordinator of Fine Arts and Communications

Chris Brown Coordinator of STEM and Advanced Programs

Myca Chandler Coordinator of Federal Programs and Professional Learning

Donna Honish Coordinator of Student Services

Lori Hughes Coordinator of Family and Community Involvement and Achievement Gap

Jaime Mitchell Coordinator of Special Programs and Virtual School

Randy Stafford Director of Student Services

Kim Stafford Coordinator of Literacy and Social Studies Programs

> Stefanie West Coordinator of ESE

To Whom It May Concern:

I am writing to recommend a Pedagogy of Questioning (APOQ) workshop facilitated by Ivan Hannel, Esquire. This workshop was an integral part of our journey this summer to strengthen educator capacity to strategically plan and implement high quality questions leading to more intentional student conversations.

Over 60 Walton County educators participated in APOQ. Of those surveyed, over 85% agreed or highly agreed that the APOQ professional learning opportunity was high quality, relevant and provided supportive information to maximize learning. Responses indicated that teachers felt better prepared to plan questions and administrators had a deeper understanding of the power of questioning.

Administrators also shared they felt more comfortable in supporting their teachers with planning meaningful questions. This training helped clarify what they should be looking for during classroom walkthroughs.

As a district, some thoughts we have moving forward based on APOQ include:

- Providing support for pre-meditated, intentional, written questions as an integral part of the planning process; using APOQ as a resource to coach teams with this process when possible
- Encouraging productive struggle in our classrooms
- Establishing a culture of engagement for every student
- · Recognizing that the students should be doing the heavy lifting
- Listening for reasoning, not just the answer
- Making sure teachers have time to plan and thoughtfully sequence intentional questions and that questions are about something students have some sense of

We greatly appreciated our time with Ivan learning about APOQ. As a facilitator Ivan is personable, responsive and collaborative. He did not feel like a consultant, but rather an insightful thought partner helping participants grow. We recommend APOQ as part of any school system's journey to build highly effective teachers able to nurture student thinking.

Sincerely,

Kimberly Stafford

Coordinator of Instructional Supports

Walton County School District

Los Angeles Unified School District Bret Harte Preparatory Middle School 9301 South Hoover Street Los Angeles, CA 90044 Telephone: (323) 242-5400 Fax: (323) 757-0408



Michelle King
Superintendent of Schools
Cheryl Hildreth
WEST Instructional Superintendent
Sonia Leffall
Principal

February 5, 2018

Dear Fellow Administrator:

I read about Ivan Hannel's professional development workshop on The Pedagogy of Questioning via a email solicitation. I must admit, I was initially intrigued about learning to question like an attorney, and since I knew that high quality questioning was a growth area for my staff, I decided to request a workshop.

This turned out to be one of the best professional development workshops I have ever attended. He was kind, prompt, knowledgeable, approachable, and professional. He was a highly engaging and energetic presenter. He presented his content in a systematic and structured, yet comprehensible manner. The teachers were highly engaged and instantly made connections to Webb's Depths of Knowledge and Bloom's Taxonomy. The teachers and para-professionals said this workshop helped them see the connection between Webb's "Depths of Knowledge" and how to generate appropriate questions for a learning task. They said this workshop provided the missing link for them. They knew what the questions should be, but they did not know how to generate the questions at the various levels.

Unlike many presenters, who believe their work is finished at the close of their workshop, Mr. Hannel is remarkably different. He does not believe his job is complete until his work reaches the students. In short, he is one of us. He truly cares about whether or not students learn. This was reflected in the caliber of his work, his work ethic, and his commitment to educating children. I found his content and his presentation skills very impressive.

If you are seeking strategies to help your teachers increase their questioning skills, Ivan Hannel, Esq. has an outstanding repertoire of effective strategies for your staff. I recommend him without reservation.

Sincerely,

Sonia Leffall, Ed.D.,

Principal,

Bret Harte Preparatory Middle School

February 27, 2017



To Whom It May Concern:

I had the distinct pleasure of having IVAN HANNEL present A Pedagogy of Questioning (APOQ) for a small group of teachers in Montgomery, Alabama this past weekend, sponsored by Alabama Institute for Education in the Arts (AIEA). To describe his 3.5-hour workshop as successful would be to grossly understate its importance. It was time and money incredibly well-spent for multiple reasons. Among the most important of those reasons was to encourage teachers in multiple curricular areas to rethink some of the basic ways in which information is disseminated in their classrooms.

Ivan was personable, articulate, and funny. He shared pertinent history to the development of APOQ, he led participants through an understanding of the philosophy undergirding APOQ, and he presented clear and concrete examples of the structure and importance of questions. He stressed the importance of APOQ as a strategy, not a curriculum, and he emphasized the fact that each teacher would need to adapt the strategy in a manner that best suits the individual learning situation.

I received an e mail yesterday from one participant who had already developed a series of questions she intends to use this week with the reading assignments in her 2nd Grade classroom, Evaluation comments were uniformly positive, among them were "very engaging" and "this will help me take my classes to a much higher level."

If you are considering APOQ for your professional learning, I would highly recommend you have Ivan present for you. I hope to be able to contract him again, and, at least, one regional school system has contacted me about having him here again. I will be happy to answer any questions you may have about the training.

Sincerely,

Randy P. Jacker Randy P Foster

Executive Director, Alabama Institute for Education in the Arts

rfoster@asf.net



LINDENHURST UNION FREE SCHOOL DISTRICT

Administration Building 350 Daniel Street Lindenhurst, N.Y. 11757 Tel: 631-867-3010 Fax: 631-867-3018 vcaravana@lindenhurstschools.org

Vincent A. Caravana
Assistant Superintendent of Curriculum,
Instruction and Instructional Personnel

September 2, 2015

Dear Mr. Hannel:

I am writing to thank you for such an inspiring day of professional development. Last Thursday, August 27th, you spent the day with our administrators, training them on your work with *A Pedagogy of Questioning*. One of our goals for the 2015-2016 school year is to work on improving questioning techniques with our faculty members, so the idea of this workshop was fortuitous for us!

I had the opportunity to read your book in advance, and I enjoyed its simultaneously accessible yet academic tone. The examples provided were evidence-based, which is always a plus in imparting information. Last Thursday I was particularly pleased with the way your professional development unfolded; even your delivery evinced best practice by involving everyone in the "lesson" throughout the day. Through formative assessment, you ensured all understood before moving forward. These are all characteristics we wish to turnkey to our faculty members, even if it may only be reinforcement for some.

The feedback provided from the administrators was all positive, and even those who may have disagreed with some of the theory behind the strategy all clearly respected it. The professional development fit in beautifully with our goals for the year, and as an added bonus, I believe it re-energized our administrators after a long, hot summer. Thank you for your time and expertise; I will heartily endorse your program and serve as a reference for anybody you may wish to refer to me.

Vincent A. Caravana

1069 CR 4660 Mount Pleasant TX 75455

IH Office (903) 572-3925

Fax (903) 572-9747

Mike Clifton, Principal

Kathi Burney, Assistant Pricnipal

Cindy Stansell, Counselor

Tammy Heavner, Secretary

We believe that every student should be challenged as an individual in a fun, positive, and encouraging environment



September 1, 2015

Gerardo Ivan Hannel, Esq. 2942 North 24th Street, Suite 114-721 Phoenix, AZ 85016

Ivan,

Our jr. high staff thoroughly enjoyed your presentation/workshop outlining your book *A Pedagogy of Questioning* during our week of in-service. Several teachers stated they found your techniques relevant to their classroom and appreciated they had a "tool box" ready with innovative ideas for the first of school. A few of our administrative staff visited during our training and were so impressed they decided to begin a book study for the ALT (administrative leadership team) group district wide.

Thank you for helping us to begin our year positively and student-driven. During the first week of school, I received several emails from teachers stating they used some of the questioning tactics described in your book with great success. I love the enthusiasm these techniques have created and look forward to providing you with more positive feedback in the near future. Please feel free to utilize my name as a contact for anyone requesting feedback for a seminar. I will gladly share our district's experience with the implementation of the questioning strategies and the teachers' enthusiasm in seeing positive results.

Sincerely,

Kathi L. Burney Secondary Assistant Principal

Creative

Journey to succe

Aspire for creativity on a healthy heartfelt journey to succeed with honor.

PILOT ROCK HIGH SCHOOL

P.O BOX BB 101 N.E. CHERRY STREET PILOT ROCK, OREGON 97868



BOARD MEMBERS
Carla Callahan
Richard Hemphill
Mark Mascall
Janice Schreiner
Randy Schuening
Keri Standley
Tim Weinke

March 5, 2015

I am writing this letter of reference for Ivan Hannel, who recently did an all-day training with my teachers based on his book *Classroom Questioning 101: a Pedagogy for Asking Better Questions*. Mr. Hannel's program was suggested to me by a member of the Northwest Accreditation Commission team, who visited our high school last year. I was looking for a process to encourage higher level thinking skills in our students.

The Common Core State Standards include a writing strand for all subject areas except math. In all writing strands the first standard focuses on writing arguments. The first step in writing an argumentative paper is posing a question. Our students as a whole are not good questioners. I believe the method Mr. Hannel shared with the staff K-12 is going to help our students; IDK is no longer an acceptable answer.

What really appealed to the teachers and me was the interaction between Mr. Hannel and us during the presentation. He practices what he preaches by asking lots of questions. The teachers who usually sit uninterested during in-service meetings, were somewhat forced to pay attention. What most of us got from the day is how important it is to use wait time effectively and to try not to prompt the answer we want from the students. As teachers, we think we know it all, especially in our own disciplines. To allow students to think and maybe come up with their own thoughts and questions is almost sacrilegious to the educational way of thinking. It is a stretch for some teachers to even believe this process can work, but I know as it becomes a habit, students will have an easier time at answering and asking questions.

Over time, I think the teachers will be okay with letting students struggle a bit verbally if it is going to make them better thinkers. I really appreciate the presentation by Ivan Hannel and expect to see the questioning framework used in classrooms far into the future.

Sincerely,

Anna L. Tester, Principal

Unno I Tester

Pilot Rock High School

Fax: (541) 443-2120

CHAPEL HILL HIGH SCHOOL

1069 CR 4660 Mount Pleasant, TX 75455

(903) 572-3925

(903) 572-3850 Fax

Brandon Dennard, Lead Learner/Principal

Kathi Burney, Secondary Assistant Principal

Allison Duke, Counselor

August 6, 2015

To Whom It May Concern:

I am writing this letter as a recommendation for Gerardo Ivan Hannel. We could not work out Ivan coming to our school for the workshop "A Pedagogy of Questioning," so we Skyped him in. I was nervous that it would not be as effective or the message would be lost, but it was fantastic! Ivan delivered a very comprehensive and enlightening message. Many of my teachers came to me afterwards and stated that it was some of the best professional development they had ever had. Our teachers walked away with practical application ideas to bring into the classrooms immediately. If you are looking for professional development that will challenge your teachers to rethink how they question students, this workshop is the one!

Sincerely,

Brandon Dennard

St. George Parish School

322 WEST "D" STREET ● ONTARIO, CALIFORNIA 91762
OFFICE (909) 984-9123 ● FAX (909) 984-0921 ● EXTENDED CARE (909) 986-5155
www.stgeorgeontario.com

June 11, 2015

G. Ivan Hannel 1133 West McDowell Road, Ste. 2 Phoenix, AZ 85007

Dear Ivan Hannel,

This letter comes to you to express our appreciation for your ideas and presentation at our professional development workshop, *A Pedagogy of Questioning*", on June 9, 2015. Since you were here, I've heard positive and energetic comments, from the teachers of both of schools that attended.

As you and I discussed, I have long been interested in what I call the "10 forgotten students" in every class. These are the students who don't draw any particular attention to themselves, do not perform at an above average rate and are usually content to simply get attend school without getting involved. You have appropriately identified them as belonging to "the culture of disengagement". A problem that I suspect stays with those students into high school and on into adulthood.

Your clever ways of helping educators to recognize the importance of planning, presenting and ultimately transferring the questioning process to students was clear, concise and very practical. We have several meeting days each year in August to prepare the opening of the new school year. We will be revisiting the notes left with us in the hopes that the teachers will be inspired to step out of their comfort zone and try the new techniques.

Thanks again for your energetic presentation. Please feel free to use me as a reference for your workshop on APOQ anytime.

Peter R Horton, Principal

ST. GEORGE SCHOOL

Sincerely

St. GEORGE SCHOOL

Aurora R-8 School District

Home of the Houn' Dawgs 409 W. Locust Aurora MO 65605 (417) 678-4918

May 18, 2015

Dear Mr. Hannel,

This purpose of this letter is to thank you for the assistance you provided regarding our implementation of the strategies found in your book, *A Pedagogy of Questioning???*. At first, there was some skepticism from teachers because they believed they already had effective questioning skills. After participating in your video conference and digging into the book, many stated that they indeed needed to revise their questioning techniques.

With this revision came many successes. Students who were not previously participating began to do so. Teachers who thought they asked meaningful questions, started to plan to get higher levels of thinking from students involved. The Question-Response-Question pattern brought justification from students not seen before. Overall, both the teachers and students benefitted from the new found information regarding questioning.

Again, thank you for assisting our district. We will continue the efforts during the 2015-16 school year in order to make additional progress. If you have new strategies or enlightened information to share, please do so.

Sincerely,

Billy A. Redús

Assistant Superintendent

re A. Reduz

The Senator John D. Calandra Elementary School Public School 14

3041 Bruckner Boulevard, Bronx, N.Y. 10461 Ira Schulman, Principal Teresa Gerstner, Assistant Principal IA

N	ovember	- 24	2014

To Whom It May Concern,

On November 4th for the Chancellor's Professional Development Day, we had the pleasure of having Mr. Ivan Hannel present his workshop "A Pedagogy of Questioning." Mr. Hannel was engaging and very knowledgeable in many areas of school culture and engaging students in the classroom.

Since his workshop the school has adopted his "Core Beliefs" as part of our Theory of Action for school improvement. Mr. Hannel uses the term the "Culture of Disengagement" in schools referring to students not having to participate in learning. As a school we believe that students do not have right not to learn when they come to school. Many of Mr. Hannel points in the workshop refer to what we know as the Common Core Shifts but looks at them through the lens of a school belief structure.

Mr. Hannel is very well versed in the area of questioning. His questioning techniques and structures for keeping students on track will directly influence and increase a teacher's rating on the Daniel Framework. It is without reservation that I recommend the workshop "A Pedagogy of Questioning." If you have any questions or need further clarification please call the school at anytime.

Sincerely,

Ira Schulman

Ira Schulman



March 3, 2014

To Whom It May Concern:

It is with pleasure that I write this letter to recommend the training on Highly Effective Questioning conducted by Ivan Hannel. Mr. Hannel presented the training to our lead teachers. We came to see that the highly effective questioning is an intensive and thorough process, which he explained in such a way that the teachers were eager to begin using these strategies in their classroom.

The workshop gave the teachers the opportunity to get involved, ask questions and be part of a demonstration lesson. It was a pleasant change from the workshops that are usually lectured based.

With the Danielson Framework being implemented this year, it was important for us to help the teachers have a better understanding of the domains in which they would be evaluated on. One of the domains refers to using questioning and discussion techniques, this workshop definitely helped the teachers get a clearer understanding of how to incorporate this into their teaching.

Mr. Hannel even made himself available to the teachers after the workshop via email.

Sincerely,

Ethel M.Mogienicki

Ethel M.Mogielnicki Common Core Coach



To whom it may concern,

July 13, 2013

I would like to recommend Ivan Hannel as a speaker on improving questioning in today's classrooms. His presentation style is engaging and applicable in all subject areas. The strategic approach in his presentation gives teachers the knowledge they need to improve questioning and practice through role playing. The professionally laid out training manual encourages participant involvement during the training as well as a guide for later reference. The teachers and administrators who attended the two day workshop walked away with confidence they could apply the questioning principles presented and a deeper understanding to why questioning is such an importance piece of instruction.

Here are comments written by participants on our evaluation sheets.

- 1. "Great workshop, I would highly recommend it to others in any work field."
- 2. "This information really helped me understand the justification of questioning. Thank you so much!!"
- 3. "Outstanding new ways to look at questioning and ways to question to benefit students. Can't wait to share with teachers at my campus."
- 4. "I thoroughly enjoyed the second day where I was to apply the first day info."
- 5. "This workshop is very good and I will recommend this to everyone."
- 6. "Thanks for lots of good/valuable relative information. Thoroughly enjoyed it!"
- 7. "Great workshop! One of the most useful that I have attended!"
- 8. "Eye opening about how to breakdown content so even the reluctant passive kids can get involved."
- "This is by far the best workshop I've ever attended. He gave really great, practical instruction on how to ask questions that will help students develop upper level thinking."
- 10. "Very helpful, I will be able to incorporate a lot of new ideas & principles into my classroom. I enjoyed it."
- 11. "I have developed a whole new approach to teaching w/the QRQ."

-Michelle Sedberry

DESERT HILLS ELEMENTARY SCHOOL

"Setting a New Standard of Excellence"

July 9, 2012

Mr. Hannel,

On behalf of the Clint Independent School District we would like to take this opportunity to thank you for an excellent training session last week entitled "Classroom Questioning 101". Our staff was a captive audience as they listened to your detailed presentation, strategies, and technique presented on engaging students in becoming active participants in their learning by integrating incremental higher order level thinking questions. Throughout the training our teachers were provided with various examples, opportunities to visualize, question, and practice formulating higher order thinking questions.

The training session was well received by all our teachers, coordinators, and administrators who were present. In reviewing our teacher evaluations of the training, we learned that the highlight of the training was the "live student demonstration" where you effectively modeled how to build student's background knowledge of their subject matter through the use of cognitively scaffolding higher order thinking questions. As we all witnessed, once students made connections with their learning, they successfully were able to respond to questions which were more abstract and rigorous in nature. Teachers commented that this was an excellent opportunity to see how your questioning technique could actually be applied within a classroom setting. Overall, all comments were extremely positive in regards to your presentation and training.

Once again, we thank you for providing our staff in the Clint Independent School District, with the opportunity to continue to grow and improve their level of questioning through the process which you modeled and shared. We look forward to continuing to work together to address our students learning needs and improve the quality of the delivery of our instruction within our classrooms.

Sincerely,

Principal

Desert Hills Elementary

Mark Ayula





1508 136th Street SE Mill Creek, WA 98012 Phone (425) 385-7000 • Fax (425) 385-7002

TERRY CHESHIRE

Principal

Nyla Fritz Assistant Principal **DON LICHTY** KEVIN ROHRICH Assistant Principal Assistant Principal

16 December 2011

Dear Ivan Hannel:

I am a high school English and social studies teacher in the state of Washington. In 2002 I attended what was then called the Highly Effective Questioning (currently Classroom Questioning 101) seminars you conducted in Seattle. The learning I took away from these seminars and implemented into my classroom teaching has transformed my classroom and my students' learning.

Before your training, I was struggling with how to create effective questions that brought my students to higher levels of thinking and how to engage ALL my students in the learning that needed to happen. Once I began using this style, I noticed a much more stimulating classroom learning environment AND a dramatic increase in students' scores on my classroom assessments and on district and national assessments. In fact, on the AP exam last spring, 96% of my students passed (3 or higher)....92% scored a 4 or 5. The national average for 4s/5s is 46%, so obviously something is going right with these students, and I believe a large part of it is not only using these questioning techniques myself when instructing, but also embedding these questioning techniques in them.

By focusing *solely* on questioning for a segment of time in a lesson, I actually question more effectively. This is where I was tripping up in my instruction. I was tossing questions out periodically throughout a lesson, hoping someone would answer one of my "phenomenal" questions, and then we could all move on. I learned to hold my questions until *after* my direct instruction. I found HEQ is really designed for *reinforcement*, as the students "teach me back" what I first explained or showed or taught them in some way. I don't use HEQ to *introduce* students to something they have no prior knowledge about. I use it to reinforce their learning and as a check to see where I may need to further instruct.

One of the things I love about questioning like this is that I learn so much from my students. I truly understand what they see, understand, feel, etc. And the unexpected bonus to me: they often give me insights I hadn't considered. So I get to learn along with them and it's never boring!!

My administrators noticed what was happening in my classroom because of this questioning technique, and they now send to me individual teachers for help with questioning and have me conduct staff trainings. Our district executive director has also noticed and asks me to introduce district teachers at the elementary, middle school, and high school levels to the Highly Effective Questioning techniques.

Thank you, Ivan, for this tremendous tool to aid my students and students throughout our district in becoming critical thinkers.

Sincerely,

Beverly Robertson, NBCT AP Psychology/Psychology Honors English/Senior English

Bevery Bolerton

Our mission is to provide a rigorous curriculum that sets high standards and prepares all students for the future.



123 West Johns Road Boerne, Texas 78006

www.boerne-isd.net

830-357-2000 FAX: 830-357-2009

August 15, 2011

To Whom It May Concern:

It is with pleasure that I write this letter to recommend the Skype training on Highly Effective Questioning conducted by Ivan Hannel. It was, without a doubt, one of the best workshop sessions our district has hosted.

I must confess that it was with some apprehension that I scheduled this training, as I had personally never used Skype. However, even though I am not "techy," I easily registered for a Skype account and requested Ivan as "friend." With some assistance from our technology department, I secured a webcam and downloaded Skype on the computer that was used in the training.

I was totally amazed at how effective the Sype training was. We felt as though Ivan was in the room, particularly due to his interaction with the audience. Because I could toggle between the PowerPoint presentation that he sent and his "face shot" using Skype, I could capture the audience's attention and keep them engaged.

The content of the session was excellent. Ivan presented information that both built upon and extended previous training we had done on questioning. He shared a theoretical basis and practical application of his ideas. In particular, we enjoyed his video demo of questioning done with children.

In summation, I recommend this workshop without reservation to any school district. Especially in light of rising accountability standards, this session will benefit not only your teachers, but also your students.

Sincerely,

Marcy Voss

Boerne ISD Special Programs Coordinator



1700 Highway 98 West Mary Esther, Florida 32569

Angie Vaughan, Principal 850-833-4381 Fax: 850-833-4391

Roadrunners

Professional Development November 3, 2011 Classroom Questioning,101

On November 3, our school had the distinct pleasure of skyping with Ivan Hannel a well known author of the book, Classroom Questioning, 101. This proved to be one of the best professional development activities we have had. The teachers couldn't wait to read the book and use the techniques in their classrooms. Since we are in the beginnings stages of the use of these strategies, the teachers were very interested in learning more.

Two of our teachers had attended a workshop in Okaloosa County this summer where Mr. Hannel was the speaker. The teachers raved about what they learned. They decided to incorporate this training in our Early Release Schedule that we have once a month.

We had the powerpoint alongside the picture of Mr. Hannel as he spoke to the group. We then broke off in small groups to use the strategies with a simple article from the various grade levels. We came back with questions and discussion about what they had done. It was very successful and technology was working for us that day. I strongly recommend having this presented to your faculty. We are planning on a follow-up later on in the year. We were so thankful to Mr. Hannel for presenting like he did. It was such a positive experience.

Sincerely,

Mary Ellen Crump, and Rosia Cahn

May Elle Cye Jona Lita



Ref. No.: HAPS-04-14

HIM ACADEMY PUBLIC SCHOOL

VIKAS NAGAR, HAMIRPUR (H.P)-177001 Ph.: 01972-218048, 94596 48200, 94596 48248 Fax No. 01972-218148

School No.: 23113

Affiliated to CBSE, New Delhi

Affiliation No.: 630179

Date.: .25.7.1.4..

Letter of Reference

Right at the outset, I congratulate Mr. Ivan Hannel, author of the book: 'pedagogy of questioning' for this wonderful piece of work.

This book has given me new ideas, clarified some notions and strengthened my belief about questioning as the most effective instructional pedagogy. I especially enjoyed reading chapters 5 to 12.

World over, teachers make use of the technique of questioning while teaching. One basic flaw in that traditional method of questioning which makes it less effective is that most of the students do not volunteer to participate. Teachers move on seeking response from selected few, those who are interested to respond. These are also the students who actually learn in this process. This book very well catches the nerve of the non participating students in a class and suggests practical strategies to involve them through questioning. Various real life examples cited in the book make it interesting to read it in a flow.

Very well said: questions mediate learning! However, questioning is an art. This book contains a number of effective and easy to use questioning strategies which guide teachers to be skillful in this art and make a significant impact on the learners of varied behaviors.

I hope this book can very well address the issue of student engagement which is vital and demanding attention in today's educational set up.

Dr. Mrs. Himanshu Vice Principal **HAPS**

Hamirpur (H.P.)

India

E mail: himanshuaaryan@gmail.com





Department of Curriculum and Instruction Office of the Director of Mathematics Education

3651 Hartford Street • Portsmouth, Virginia 23707-1205 (757) 393-5279 • FAX (757) 393-8574

March 16, 2011

Mr. Ivan Hannel, J.D. PO Box 1871 Phoenix, AZ 85001

Dear Mr. Hannel,

I would like to take this opportunity to thank you for the **Highly Effective Questioning Workshop** you presented for the mathematics specialists, mathematics resource teachers, and mathematics department chairpersons on January 6, 2011. After I read your book, I felt that this was a strategy we could implement in our mathematics classes. We had attendance from our elementary schools, middle schools, and high schools. The strategies could be used across all schools. Some of the comments from the participants included:

- "HEQ allows for more active student involvement"
- "Great workshop. I can't wait to get the book"
- "I have been to several questioning workshops, but I thoroughly enjoyed learning how to improve my questioning techniques"

We plan to implement the questioning strategies within our curriculum to help students gain deeper understanding. It will also provide our teachers another tool for assessment. One of our teachers has been using the strategies daily since the workshop. He recently did a demonstration for his faculty with students. These were not his students, but rather students that other teachers had selected. He reported it went well.

Again, thank you for the presentation. I know your strategies will be a useful tool for our teachers.

Sincerely,

Fiona C. Nichols

Director of Mathematics Education

Fina C. Nichols

TO: Interested Schools

RE: Ivan Hannel - Highly Effective Questioning

DT: February 11, 2011

Sultan High School is very pleased to have had the opportunity to have Ivan Hannel present to our staff. Ivan is articulate and insightful, and after establishing the history and rationale for the techniques taught, he presents practical strategies for use in the classroom. Highly Effective Questioning increases student engagement and leads to more effective learning at higher cognitive levels.

Due to financial constraints we did an online seminar by using GoToMeeting web conferencing. We had a camera and microphone so that the workshop was interactive. Participants were able to respond to questions and ask questions. The seminar was very effective, but my opinion is that it would have been even more effective had we been able to host Ivan in person. Ivan's on-site demonstration of the questioning process would have added greatly to the experience.

As it was, we were able to conduct four hours of online workshop, with forty participants, for the reasonable price of \$1500.00, two thirds of which was the cost of materials. The materials provided participants with usable resources such as the book "Highly Effective Questioning: Challenging the Culture of Disengagement in the K-12 Classroom."

I highly recommend Ivan's seminars for schools interested in providing teachers with practical strategies to increase student engagement.

Sincerely,

Cal Johnson

Principal

Sultan High School

RITZVILLE HIGH SCHOOL

209 EAST WELLSANDT ROAD RITZVILLE, WA 99169

Phone: (509) 659-1720 FAX: (509) 659-5140

"Home of the Broncos"

Letter of Reference April 11, 2011 Ivan Hannel

Ivan Hannel worked with the Ritzville School District teaching staff during the fall and winter of the 2010-2011 school year. He spent time instructing teachers in the use of Highly Effective Questioning. At the request of the school to use a Skype format, Ivan explored current technology options which allowed him to provide information in a lecture presentation as well as question / answer format with participants. This arrangement allowed for a district of limited resources to interact with an author and presenter that would otherwise have not been an option.

Prior to the professional development provided by Mr. Hannel, staff had set school improvement goals centered around increasing the critical thinking skills of students. Mr. Hannel's theories and practices were a great fit for these goals. The strategies were easy to incorporate into typical curriculum planning. Administration saw immediate differences in the types of questions that teachers were using in their classrooms. Staff have continued to infuse these practices into their lessons.

The materials that Mr. Hannel provided for professional development were arranged in a manner that was easy to understand and can reach all teaching levels. The Ritzville School District staff spent several sessions engaged in meaningful dialogue about teaching and learning while using HEQ literature as a foundation for these discussions.

I would recommend districts interested in increasing student critical thinking skills to use Ivan Hannel as a resource in that pursuit. If you would like further information I can be contacted at 509-659-0232, or dobrien@ritzville.wednet.edu.

Sincerely,

Deborah O'Brien

Principal, Ritzville Schools



Ivan,

Your message was outstanding today. For me the timing was perfect. It made me believe even more in my techniques and affirmed that what I'm doing is spot on.

Without a doubt, more teachers need to work on those techniques. I for one can attest to the value behind a highly structured effective questioning technique.

As I started out my 2nd year teaching Physics this fall, I asked myself how I would make it better. As a result, I almost never lecture. My students have come to me several times this year saying things like "Mr. Nemeth, I came to your class an hour early on accident because I love it so much". Another student said "Mr. Nemeth, your class is different because we actually have to learn to do things and then we do them". One of my favorite which came very early this year was "why don't other teachers do it like you do"?

Without a doubt it takes a great deal of planning, but the payoff is invaluable. Each student has a light in their eyes and a belief that they can achieve. Most of my class curves were skewed into the B range.

Now I can't help but to get great reviews from my Principal, Division leader, and most important my students. You certainly said it best when you let us know that it's not what we're doing, but rather what the students are doing. A solid sequence of questions certainly does help students perform. In short, HEQ instills confidence and opens the doorways in their minds.

Thanks so much for your time and efforts. I for one will keep using HEQ techniques. If you need anything from a teacher that uses them, I could certainly offer a quality endorsement. Congratulations on a great and meaningful career.

Sincerely,

Mr. Matt Nemeth, CPA, Manufacturing Technician, R/E Broker, Instructor of Physics Physics – CMHS 2009/2010 708 367 2848
NemethM@CM201U.ORG



Committed to Excellence in Education

 Tina Farrell
 2425 East Main Street

 Assistant Superintendent,
 League City, Texas 77573-2799

 Curriculum & Instruction
 P.O.Box 799

 League City, Texas 77574-0799

(281) 284-0000 (281) 284-0070

October 8, 2009

To Whom It May Concern,

It is my professional pleasure to provide my support and endorsement for the Highly Effective Questioning Strategies, Two-Day Trainer of Trainers Workshop conducted by Ivan Hannel, J.D. Ivan conducted this two day workshop on October 1-2, 2009, for the Clear Creek Independent School District. As a part of this training, he facilitated a live session with two classes of high school science students in which the questioning strategies were modeled and demonstrated for workshop participants.

These workshop sessions were extremely successful as Ivan's masterful teaching and pacing techniques balance the theory and understandings with the necessary pedagogy for successful implementation. He was both entertaining and engaging. The materials and website support the training and provide the information necessary for training teachers. The information on the "Culture of Disengagement" was enlightening and challenges the typical understandings of student engagement and motivation issues. This single topic of the workshop was a true "take away" for all educators to consider.

I am happy to endorse this professional development session and highly recommend this to other school districts.

Sincerely,

Tina Farrell

Tina Fanell

Assistant Superintendent Curriculum and Instruction

Clear Creek Independent School District

SCHOOL DISTRICT OF OKALOOSA COUNTY



ADMINISTRATIVE COMPLEX 120 LOWERY PLACE S.E. FORT WALTON BEACH, FLORIDA 325-5595 TELEPHONE (850) 833-3100 FAX # (850) 833-3436 CARVER HILL 461 W. SCHOOL AVE. CRESTVIEW, FLORIDA 32536-4452 TELEPHONE (850) 689-7100 FAX # (850) 689-7129

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ATTORNEY TO THE BOARD C. JEFFREY McINNIS

Dr. Alexis Tibbetts SUPERINTENDENT OF SCHOOLS

Ivan Hannel, J.D. 1131 West Palm Lane Phoenix, AZ 85007

Dear Ivan,

I wanted to personally write and tell you how pleased we were to have you present your workshop on Highly Effective Questioning (HEQ) here in the Okaloosa County School District. As explained prior to your visit with us, we are a high-achieving district and our Superintendent of Schools highly values professional development; to that end, her directive to me was to bring in only those speakers who would provide information which would both motivate and equip teachers to continue to improve student achievement in our schools.

I can say unequivocally that your presentation exceeded our expectations. Many of our teachers commented enthusiastically that your statements on "Challenging the Culture of Disengagement" and the importance of engaging every student in the questioning strategies will make a big difference in the ways in which they present materials to their classes. Additionally, they commented that your "7 Principles and Practices" or "7 Principles for High Expectations" were *stand-out* ideas for them.

The fact that you spent a second day with us in which you actually visited our classrooms and continued to model and assist in the questioning techniques made your time with us even more valuable. Our teachers learned even more from watching you demonstrate the strategies with actual student audiences.

As the practice of using the HEQ techniques expands in our district, we will explore additional avenues through which we can continue to expand instructional opportunities such as these---that make change at the classroom level---because our belief is that it is in the classroom where these practical applications become personal and real change is made.

Sincerely,

Diane Kelley

Dr. Diane Kelley

Director

Curriculum, Assessment & Instruction



July 27, 2010

G. Hannel PO Box 1871 Phoenix, AZ 85001

Dear Mr. Hannel:

Ivan Hannel was a tremendous success at our "Highly Effective Questioning" workshop here at East Mississippi Center for Educational Development, Inc., Meridian, Mississippi on July 13, 2010. He engaged the participants and as a result they left excited and ready to use HEO techniques in their classrooms!

The evaluations from his presentation received great comments and an over-whelming cry from the teachers to implement HEQ in their classrooms.

For Example:

"Mr. Hannel provided great training to enhance student preparation for the MCT2 and greatly correlates with DOK levels."

"Mr. Hannel gave me new perspective on organizing and following through when working with my students."

"This workshop training will be very beneficial to me."

"I will be implementing what I learned from this session in my classroom."

Presenter, Ivan Hannel" was well prepared and very informative. Great workshop, clearly presented."

I highly recommend Ivan as a presenter and the HEQ program for every classroom. This was the second time I had seen the presentation and it just gets better each time! Thanks for sharing HEQ techniques with our teachers!

Sincerely,

Ruth Jacob

Professional Development Coordinator

East Mississippi Center for Educational Development, Inc.

1000 Hwy 19 N

Meridian, MS 39307



September 21, 2009

Dear Ivan,

The Highly Effective Questioning (HEQ) workshop that I conducted for my fellow consultants last week was a smash hit! They are all chomping at the bit to turn this workshop around and start offering it to the schools in our region. What an incredible adventure this has been . . .

As you know, it all started for me early last spring when a group of consultants in the Center for Professional Development and Assessment (CPDA) at the Education Service Center for Region 2 (ESC-2) in Corpus Christi, Texas, were comparing notes about what they were seeing – or, in this case, what they were *not* seeing – when they conducted classroom observations. They were not seeing effective questioning in the classroom. Teacher's were asking too few questions, the questions they asked were mostly low-level, and they were either calling on the same small handful of students to answer, or they were answering the questions themselves. We all agreed it was time to put together a workshop on questioning strategies.

It just so happened that your book, *Highly Effective Questioning*, had recently landed on my director's desk. In response to our team's discussion about needing to develop a workshop on questioning strategies, she asked me to read your book and see what I could come up with. Reading your book was a refreshing experience. You take a common-sense approach to the issues surrounding questioning in the classroom, presenting your ideas with great clarity, and offering a questioning strategy that is approachable and flexible. The supporting articles that you sent me were a great help in broadening my understanding of the issues and the research that supports it.

One of the most effective pieces of the training was the DVD containing the student demos that you conducted. We watched the 6^{th} grade demo in our workshop. I would highly recommend including at least one of these demos in every HEQ workshop.

We at ESC-2 are grateful for your guidance through this process. We plan to begin offering this as part of our regular schedule of workshops for schools in Region 2. We are confident that teachers who attend will be able to boost their students' achievement through the implementation of your strategy.

Sincerely

Tom Jaggard

Social Studies Consultant

Education Service Center, Region 2

Board of Directors Chairperson: Patricia Wallek Vice Chairperson: Sam May Secretary: Ricardo R. Ramirez Members: William D. Dodge III, Ruben Escobar, Eduardo Torres, Leo Villarreat

www.esc2.net 361,561,8400 fax 361,883,3442



Rise Academy P.O. Box 2837 Lubbock, TX 79408 Phone:806-744-0438

Fax: 832-201-7088

Email: <u>risebusiness@riseacademy.us</u>

Richard P. Baumgartner Founder and Director

A Texas Public Charter School

August 26, 2010

LETTER OF RECOMMENDATION FOR HIGHLY EFFECTIVE QUESTIONING (HEQ)

Dear Educators:

This is a letter of recommendation for Ivan Hannel's Highly Effective Questioning (HEQ) methodology.

Mr. Hannel presented HEQ to our charter school staff during 2010 pre-service. I have to admit that I was a bit skeptical regarding the HEQ process in the beginning, but, after participating in Ivan's day-long seminar, I am convinced of its merit.

I came to see that HEQ is an intensive and thorough questioning process that the teacher systematically uses to ensure student understanding of subject matter content. It is a means to involve all students in the learning process, instead of allowing what Ivan calls student "disengagement" to prevail in the classroom.

HEQ is a set of strategies that can be applied to various instructional settings. It certainly meshes well with our charter school's teacher-directed approach.

Mr. Hannel's methodology definitely caused me to re-evaluate my teaching approach in the classroom, and to become more aware of my questioning effectiveness.

I recommend any school striving for student success to undergo professional development with Highly Effective Questioning methods.

Sincerely,

Richard Baumzartner

Richard Baumgartner Founder & Director

Rise Academy -- a Five-time Exemplary Texas Charter School



CRANE INDEPENDENT SCHOOL DISTRICT

511 W. 8TH ST. CRANE, TEXAS 79731

To Whom It May Concern:

I would like to recommend Ivan Hannel and the Highly Effective Questioning workshop to you. HEQ is an effective questioning strategy that will stimulate student thinking and engage all learners. The research and thought behind the technique is solid and the results are positive. Many of the teachers in our district have embraced the HEQ technique and have implemented it in their instruction.

The workshop that Ivan provides on HEQ is fast paced, informative and fun. Although there is much to learn, Ivan puts participants at ease by emphasizing that it is acceptable to implement the HEQ process slowly and incrementally. He will provide follow-up days to the initial training which will help perpetuate the process.

I believe the mental "work-out" that students go through, the increase in student engagement, and the thoughtful planning that teachers must do in advance of the HEQ lesson, benefits and ensures increased student performance.

Rebecca Suttles

Assistant Superintendent for Instruction

Crane ISD

Crane, Texas



Taylorville Senior High School

COMMUNITY UNIT DISTRICT 3

PHONE 217-824-2268

815 SPRINGFIELD ROAD

TAYLORVILLE, ILLINOIS 62568

Thomas Campbell
Principal

Matthew Hutchison Assistant Principal Paul Held Dean/Athletic Director

October 13, 2009

Dr. Ivan Hannel PO Box 1871 Phoneix, AZ 85001

Dear Ivan:

I just wanted to take some time to express my sincere thanks and gratitude for the excellent presentation you gave on Highly Effective Questioning Techniques at our recent School Improvement Day Workshop. Both the Junior High School and High school teachers were very pleased with the experience and usefulness of the content you provided. I'd also like for you to know that our Unit Office Administrators, Board members, and the local news reporter who attended were all very impressed by the techniques presented and commented to me afterwards that if the HEQ practices you presented were implemented by teachers, it would definitely impact student learning in a positive way. Furthermore, the teachers and I are glad we took your advice and purchased and read the HEQ manuals prior to your presentation. You were right, the presentation ended up being much more informative and beneficial by doing the pre-reading. You packed a lot of information into a three-hour workshop and having read the manual made every minute count.

I have received a lot of positive feedback about your presentation and the HEQ techniques. One of my goals for this workshop was to expose my staff to the HEQ techniques and "hope" that a few of my teachers would consider putting those techniques to use in their classrooms, and maybe some would consider attending further training at a more complete workshop. I am pleased to say that your workshop surpassed my expectations and many teachers are implementing the HEQ steps into their instructional practices. Several of our teachers are even discussing putting a team together to attend the more comprehensive workshop! It is a pleasure to hear staff discussing the QRQ and the RIJ sequence, something that was rarely done at THS prior to your workshop! Although we are far from becoming experts at this, as an administrator it is exciting to see staff actually discuss proven, scientifically-based instructional techniques and put them into use. As an administrator, your presentation helped justify to me that my own discussions (formal and informal) with staff about quality instructional techniques (especially concerning questioning students and student engagement) were right on target and gave our evaluation process even more focus and meaning!

I'd like to share a comment stated to me by one of my staff shortly after your presentation: "You know Mr. Campbell, this workshop was great! It reaffirmed that many of the things I've been doing in my classes are correct, yet it challenged me to reconsider some of my instructional practices, and it gave me

this technique works! Many commented on how some of the students who participated were more engaged in your sample lesson than they had ever been in their own classes and that getting students to "justify" their answers (RIJ technique) was definitely a missing component in their instructional process!

Once again, thank you for your time and excellent delivery of the HEQ techniques. If I can ever be of assistance as a reference, just let me know, or feel free to have an administrator call me, as I'd be happy to share our experiences with him or her.

Sincerely,

Thomas L. Campbell

Principal

Taylorville High School 815 Springfield Road

Taylorville, IL 62568

217-824-2268





NACOGDOCHES HIGH SCHOOL

4310 Appleby Sand Road Nacogdoches, Texas 75965 Phone: (936) 564-2466 • Fax: (936) 560-8162

November 3, 2008

To Whom It May Concern:

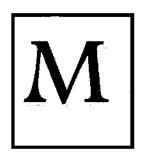
I would like to express our gratitude for the highly effective training that Ivan Hannel provided to our school district.

This workshop was direct and to the point. The group was engaged during all times and Mr. Hannel provided our teachers with a very coherent and comprehensive workshop. The workshop was very beneficial to all teachers regardless of their experience.

I would highly recommend the training to anyone interested in providing teachers with values in order to make the passive learning environments more active. Mr. Hannel was easy to work with and very personable. I felt that the staff actually enjoyed the in-service instruction and went away with very valuable lessons learned.

Sincerely.

Nathan Chaddick, Principal Nacogdoches High School



McCamey Independent School District

P. O. Box 1069 • McCamey, Texas 79752 432.652.3666, Ext. 302 Office • 432.652.4219 Fax

MR. DONNY WILEY Superintendent of Schools dwiley@esc18.net

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Ms. Christy Hodges Member

MRS. RUTHIE ANDREWS
Scoretary

Ivan Hannel PO Box 1871 Phoenix, AZ 85001

June 20, 2009

Dear Ivan:

It was truly an honor to have you in our school district on June 1 and 2, 2009. You did a great job with your program Highly Effective Questioning (HEQ).

Our teachers witnessed live student demos on how to interact and question all levels of students. Your techniques will help our teachers "get the most" from our students in years to come. We appreciate your willingness to work with each individual teacher in a professional manner that will make them a stronger instructor.

Our school district lacks different teaching strategies. HEQ has "opened their minds" to teaching all types of learning styles. Our teachers enjoyed your two day workshop and will use HEQ strategies in the future.

Thank you for what you have done for our district. I am looking forward to the next school year and watching our students grow academically.

Sincerely,

Donny Wiley Superintendent McCamey ISD

McCamey, Texas



SANDRA "SAM" HIMMEL - SUPERINTENDENT OF SCHOOLS

"Where Learning is the Expectation And Caring is a Commitment" LOUIS A. MIELE DISTRICT 1 – HERNANDO

VIRGINIA BRYANT DISTRICT 2 – CRYSTAL RIVER

PATRICIA DEUTSCHMAN DISTRICT 3 – FLORAL CITY

> BILL MURRAY DISTRICT 4 - LECANTO

LINDA B. POWERS DISTRICT 5 - INVERNESS

And Caring is a Commitment"

To Whom It May Concern:

October 17, 2008

Please consider this as a brief summary of our District's experience with the workshop presented by Dr. Ivan Hannel on "Highly Effective Questioning."

For several years we, as school and district instructional leaders, have observed a lack of higher order questioning skills both on the instructor and student part, across our district at all levels. This concern has been further emphasized by the large percentage of higher level of questions on the State Assessment (FCAT). Our schools are aware of this and have asked for assistance in helping to change this part of our instructional culture. To help with this issue, after reviewing his materials and web site, and talking with another District in the state we contracted with Dr. Hannel to share his approach to higher level questioning with teams from our schools.

While we could only bring him in to do a 1 day workshop with teams from our Elementary Schools and then repeat the same workshop with teams from our secondary schools (due to this year's budgetary constraints), his approach and message were well received by the vast majority of participants. The evaluations strongly indicated they could and would use much of his approach to involving all students in more intense and higher level questions through a scaffolding approach.

I found Dr. Hannel to easy to work with, flexible, and very personable. I felt that our funds were well spent. I have already heard from some school staff, whom are starting to use elements of his approach and are excited about the students' initial response. In conclusion, I believe that with appropriate follow up and support from school and district instructional leadership, the use of "HEQ" techniques will become one of our "effective" tools that ultimately results in our students becoming more engaged and successful in their own learning. You may call me if you have further questions at (352)726-1931 ext. 2242.

Sincerely

Thomas L. Curry, Ph. D. Lead Director of Curriculum and Instruction

Citrus County Schools Inverness, Florida

SCHOOL DISTRICT OF OKALOOSA COUNTY



ADMINISTRATIVE COMPLEX 120 LOWERY PLACE S.E. FORT WALTON BEACH, FLORIDA 325-5595 TELEPHONE (850) 833-3100 FAX # (850) 833-3436 CARVER HILL 461 W. SCHOOL AVE. CRESTVIEW, FLORIDA 32536-4452 TELEPHONE (850) 689-7100 FAX # (850) 689-7129

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ATTORNEY TO THE BOARD C. JEFFREY McINNIS

Dr. Alexis Tibbetts SUPERINTENDENT OF SCHOOLS

Ivan Hannel, J.D. 1131 West Palm Lane Phoenix, AZ 85007

Dear Ivan,

I wanted to personally write and tell you how pleased we were to have you present your workshop on Highly Effective Questioning (HEQ) here in the Okaloosa County School District. As explained prior to your visit with us, we are a high-achieving district and our Superintendent of Schools highly values professional development; to that end, her directive to me was to bring in only those speakers who would provide information which would both motivate and equip teachers to continue to improve student achievement in our schools.

I can say unequivocally that your presentation exceeded our expectations. Many of our teachers commented enthusiastically that your statements on "Challenging the Culture of Disengagement" and the importance of engaging every student in the questioning strategies will make a big difference in the ways in which they present materials to their classes. Additionally, they commented that your "7 Principles and Practices" or "7 Principles for High Expectations" were *stand-out* ideas for them.

The fact that you spent a second day with us in which you actually visited our classrooms and continued to model and assist in the questioning techniques made your time with us even more valuable. Our teachers learned even more from watching you demonstrate the strategies with actual student audiences.

As the practice of using the HEQ techniques expands in our district, we will explore additional avenues through which we can continue to expand instructional opportunities such as these---that make change at the classroom level---because our belief is that it is in the classroom where these practical applications become personal and real change is made.

Sincerely,

Diane Kelley

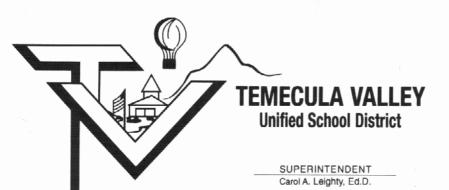
Dr. Diane Kelley

Director

Curriculum, Assessment & Instruction







November 27, 2007

To Whom It May Concern:

It is with pleasure that I write a letter on behalf of Ivan Hannel and the work he has done for Temecula Valley Unified School District. I have been extremely impressed with the content of his work and believe that our teachers and students have benefited immensely from his workshops, modeled lessons, and feedback on Highly Effective Questioning (HEQ).

I first observed Mr. Hannel when he modeled a lesson for principals and teachers in the Spring of 2007. All of the observers were awed by his abilities to engage students in higher level thinking and advanced levels of comprehension. Due to our stagnant third grade reading comprehension scores, our elementary principals and specialists elected to hire Mr. Hannel to train our third grade teachers in the HEQ strategies.

We subsequently arranged for Mr. Hannel to work on three different occasions with our teachers. We wanted him to spend one day reviewing the content, rationale, and history of HEQ. He then worked in half-day sessions at each site to plan and model lessons with students. These days proved invaluable, as teachers went through the planning process, observed an expert working with their students, and de-briefed with him afterwards. Teachers were able to dialog, question, and clarify their thoughts and applications of the strategies. Some teachers even elected to teach a lesson for Mr. Hannel and their colleagues in order to get his immediate feedback and assistance.

Teachers were then given several weeks to utilize the strategies and prepare for their final session with Mr. Hannel. For this day, they were asked to bring a completed planning guide for an HEQ lesson and share their reflections on how the strategies have positively impacted their teaching and student achievement.

During the course of our work together, I have found Mr. Hannel to be extremely knowledgeable, not only in HEQ, but in working with adults, as well. He has handled a variety of teacher groups – all at different levels of acceptance and skill – very effectively. He has included humor and empathy and has been well-received by all.

I strongly encourage other districts or schools to consider the implementation of HEQ. Training students and teachers to use a pattern of higher level thinking when learning information will undoubtedly have lasting effects. I already see a difference in our 3rd grade classrooms and am grateful for the knowledge and skills of Mr. Hannel.

Please do not hesitate to contact me for further information.

Sincerely,

Jodi McClay, Director,

Curriculum, Instruction, and Assessment

Jodo McClay



Minidoka County School District #331

"Schools and Families Working Together"

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Dr. Scott A. Rogers, Superintendent
John Fennell, Assistant Superintendent
Betty Miller, Clerk
Michelle DeLuna, Business Manager

Thursday, January 04, 2007

RE: Highly Effective Questioning (HEQ) Training

To Whom It May Concern:

It is my great pleasure to submit a letter of recommendation to educators in Idaho on behalf of the training program entitled, "Highly Effective Questioning: Challenging The Culture Of Disengagement In The K-12 Classroom" as presented by Ivan Hannel, J.D. and Lee Hannel, Ph.D.

I had the opportunity to participate in a two-day seminar and observed the techniques first hand with a group of ninth grade students. We have been concerned about issues of motivation and engagement of our students, especially at the secondary level, for some time now. We knew that educational research suggested that effective questioning (Socratic Methods, Bloom's Taxonomy, etc.) and fostering critical thinking or higher-order cognitive skills has a high impact on academic achievement and student engagement in the learning process. However, we were not aware of any specific professional development training resources to help give our teaching staff the background knowledge and a practical framework, as well as some hands-on experience and skills, to implement better questioning for improving learning in the classroom.

I am pleased to say that, for our district, HEQ was a missing piece that we needed to continue to improve instruction and engage our students more fully in their education. The quantitative and qualitative data on HEQ was equally as impressive, especially with minority sub-groups. This training was more than just "another program", it provides practical strategies for improvement of teaching regardless of the grade level or subject/content material...strategies that you can demonstrate and skills that provide results if applied.

We have scheduled the workshop in our district for all of our instructional staff. Both Lee and Ivan were very professional and effective presenters. The teachers involved were equally enthusiastic, as were the administrators. I would highly recommend this training program as a valuable professional development opportunity to improve classroom instruction and student engagement. I would encourage you to visit their website (www.hannel.com) or contact them in person.

If you have any further questions, please feel free to contact me. Thank you for your time and consideration.

Regards,

Dr. Scott A. Rogers, Superintendent



MEMORANDUM

Principal Miller Heights Elementary School Belton Independent School District

March 19, 2007

Ivan Hannel

From: Sandra Velo

Re:

Highly Effective Questioning

This is to formally let you know how much we appreciate you presenting the HEQ strategies and techniques to the staff at Miller Heights on February 27, 2007. The HEQ presentation was warm, sincere and easy to follow. The students on our campus will benefit from your knowledge as we continually implement and have conversations about HEQ!

Our campus has worked extensively to have all students in the regular education classroom and to provide them whatever extra support they may need. We agree that "students do not have the right NOT to learn while they are attending our school." It was refreshing to hear you challenge our staff to choose the question then choose the student. We must not choose questions based on our professional assumptions of their abilities to answer. All children are capable and need us to ask many questions similar to what they will be seeing on our state assessment.

You offered one piece of advice to our staff that has been our mantra for the year which was to watch our tone of voice and not to be artificial. I personally believe when we change our tone of voice we can directly impact how our students perform in the classroom.

The HEQ workshop has provided me, as a leader of this campus, a foundation to begin and continue to have conversations about the intentionality of asking questions. The intentionality must not be directed only at our students but also to our staff as we continue to require more from our teachers. As a result of your workshop, I will change my questioning technique with teachers. I will not allow "I don't know" or other such nebulous responses. I will continue to question our professionals until they are able to articulate their thoughts. The learned behavior of "I don't know" and apathy are detrimental to our society. Because of your workshop, I will be the catalyst to begin using HEQ in all aspects of our campus life

sandra.velo@bisd.net

FAX (254)215-3301

1110 Fairway Dr. Belton, TX 76513 (254) 215-3300

ZΩ BBAH TRESTITE

EYDEN

HIGH SCHOOLS

DISTRICT 212

Board of Education

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Gloria Murawska

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District Administration

3400 Rose Street

Franklin Park, IL 60131 Phone: 847.451.3000

FAX: 847.671.9079

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Dr. Robert Johnson Assistant Superintendent

Thomas Janeteas Business Manager/Treasurer

Dr. Jack Denny

Assistant Superintendent for Curriculum & Instruction

Randy Conrad Athletic Director

Bryan Weinert Director of Technology

EAST LEYDEN

3400 Rose Street Franklin Park, IL 60131 Phone: 847.451.3000

FAX: 847.451.3644

Dr. Beth Concannon Principal

John Schroeder Assistant Principal

Shannon Byrne

Dean of Students

Michael Grosch Dean of Students

WEST LEYDEN

1000 Wolf Road Northlake, IL 60164 Phone: 847.451.3122

FAX: 847.451.3180 Wilford Wagner

Principal

Brian McAdow Assistant Principal

Timothy Ruettiger Dean of Students

Mary Jean Sremaniak Dean of Students

Summer 2006

Dear Colleagues,

It is a pleasure to have the opportunity to recommend *Highly Effective* Questioning to you and your staff. During this past school year, the Leyden High School District 212 hosted Lee and Ivan Hannel for two exciting days of professional development. Teachers across two campuses and multiple subject areas received HEQ training as a 'next step' in our effort to enhance critical thinking for all learners. The thinking initiative is a major component of our current school improvement plan -- prior to the *HEO* sessions, Leyden faculty members have become aware of their own as well as their students' learning styles, participated in departmental discussions regarding effective strategies to enhance thinking, and engaged in authentic problem-solving scenarios to become more aware of the cognitive and affective components involved in the thinking process.

The on-site demonstration of questioning techniques with our own students prompted rich follow-up discussion regarding expectations and conditions for learning. We have found in the past several months a heightened attention to careful lesson design and an appreciation of gains in student achievement that can be realized by focusing on intentional questioning strategies and techniques.

As we move forward with a variety of school improvement initiatives, I believe that our focus on Highly Effective Questioning will continue to enhance the development of our high school curriculum.

Sincerely,

Jack W. Denny, Ph.D.

Jack W. Davy

Assistant Superintendent for Curriculum & Instruction

nt

September 25, 2006

To Whom It May Concern:

Since beginning my career as an administrator and becoming the evaluator of teacher performance and effectiveness in my school, I've searched for a method through which my faculty could perfect their questioning capabilities and actively engage students in the learning process. For that reason, it is with great pleasure that I write this letter of recommendation for Ivan Hannel of Hannel Educational Consulting.

Ivan first came to our school in August to present a full faculty workshop on Highly Effective Questioning. His humorous, articulate delivery style put the faculty at ease and ensured that they were eager to learn. As Ivan took us through the Seven Principles and their associated practices, we were given the opportunity to discuss ways in which this component meshed with the core beliefs of our school. Since the presentation of the Seven Steps was designed to be an application of the HEQ process, we were able to see the methodology in action. This powerful learning experience has ensured that my entire faculty is enthusiastic and ready to implement HEQ. A technique that demands student engagement, while providing the cognitive scaffold necessary to guide students to conceptual understandings, is the mechanism we need to make certain that our students become lifelong learners.

Any school or district seeking professional development related to questioning should consider the HEQ workshop provided by Hannel Educational Consulting. It has certainly made a difference at Weaver Elementary School!

Sincerely,

Loretta Brown, Principal

Charlene Casady K-4 Triway Principal 628-3227

Kern Sorrell 5-8 Triway Principal 628-3550

Jyl Augspurger K-4 Granby Principal 472-6279

Scott Charlton 5-8 Granby Principal 472-6274

22808 East Highway 86 • Granby, Missouri 64844 • (417) 472-6231

Fax (417) 472-3500

Tanya Vest, Superintendent

Todd McCrackin High School Principal 472-6238

Lyle Sparkman Asst. Supt. of Curric. & Instr. 472-7210

Mike Edwards Director of Special Services 472-6233

Jason White Director of Transportation 472-3922

November 10, 2005

Dear Professional,

I am an enthusiast for creating inter-active learning experiences with children. Consequently, I am an enthusiast for the Highly Effective Questioning (HEQ) techniques modeled by Dr. Lee Hannel. In an age where (to borrow from C.S. Lewis) children have had their imaginations embalmed by media, the ability to mid-wife authentic thinking from them is an educational coup.

Highly Effective Questioning is a pedagogy that works because human dialogue, properly engaged, promotes higher thinking. Socrates knew it. Lee and Ivan Hannel know it. The retention, understanding facts and ideas, and the ability to abstract the learning to transfer to other applications are notably enhanced by use of this revised Socratic method.

How often children surprise themselves with an emerging love of learning when immersed in this technique! HEQ, with methodical and intensive questioning, assures the instructor that the content is not merely received, but understood. It is practical, accessible, and powerful. Students are not the audience for their instructor's performance, but players on the same stage as the teacher. This symbiotic dance of question and answer becomes the very act of learning. Each of the students becomes their own teacher.

I heartily endorse Highly Effective Questioning. It restores the teacher's ability to direct instructional activity and creates a student's ability to feel empowered in their learning. When a technique revives the act of learning, it can only be recommended. That recommendation I give to you.

(14 - 114) (4 14) (16 - 144) (17

"HOME OF THE PATRIOTS"

printed on recycled paper



THE SCHOOL DISTRICT of DESOTO COUNTY

530 LA SOLONA AVENUE, ARCADIA, FLORIDA 34266 TEL: (863)494-4222 FAX: (863)494-9675 TDD 494 4222 EXT. 184

November 7, 2005

ADRIAN H. CLINE Superintendent Dr. Lee Hannel 1131 West Palm Lane Phoenix, AZ 85007-1536

Dear Dr. Hannel:

BOARD MEMBERS

We would like to express our gratitude for the excellent training you provided our staff on Highly Effective Questioning. The teaching staff and administration of Nocatee Elementary School were very pleased with the workshop.

This workshop provided a practical framework for teachers to

strategy that will be of great benefit to our students.

improve their engagement with students. Through the use of the 7 Steps of Critical Thinking we believe that we have a teaching

Rodney Hollingsworth District 1

Karen Chancey District 2

Lenora P. Brewer District 3

William Stanko District 4 We recommend Dr. Hannel's High Effective Questioning: Developing the 7 Steps of Critical Thinking program and we look forward to continuing our relationship with Dr. Hannel.

Ronny R. Allen District 5

Sincerely,

Sue Ellen Smith Associate Director

SES:kda

Cc: File



MARSH VALLEY Joint School District No. 21

P.O. BOX 180 ARIMO, IDAHO 83214

Office of the Superintendent (208) 254-3306

December 19, 2006 Downey, ID 83234

Dr. Lee Hannel and Ivan Hannel 1131 West Palm Lane Phoenix, AZ 85007-1536

To Whom It May Concern:

I recently attended a two-day seminar in Pocatello, Idaho presented by Ivan Hannel on Highly Effective Questioning techniques. Pocatello/Chubbuck School District #25 sponsored the seminar. I was very impressed with the benefits this strategy can provide for a higher degree of knowledge acquisition among students.

The presentation was direct and to the point. The booklets and resources available provided in-depth details for transition and practical classroom application.

Several (10-12) ninth grade students participated in a short lesson taught by Ivan Hannel. The students read a one page passage and then Mr. Hannel demonstrated an unrehearsed presentation of Highly Effective Questioning.

After students completed the reading, he questioned them in a non-threatening conversational tone while two seminar participants tabulated the number of questions asked. We were all surprised that he asked over 150 questions in a very short time that probed their comprehension and elicited higher-level thinking which solidified their learning experience.

I highly recommend this presentation to educators who are seeking a method to enhance learning and assure an increase in student achievement. It is definitely worth attending.

Sincerely,

Jill R. Gunter, NBC1 Curriculum Director

Marsh Valley School Dist. #21 40 School Street PO Box 180

Arimo, ID 83214



December 4, 2006

Lee and Ivan Hannel

Pocatello / Chubbuck

School District Number Twenty-Five

Bannock County

Education Service Center (Administrative Offices) 3115 Poleline Road Pocatello, Idaho 83201-6119 (208) 232-3563

Dear Sirs:

Mesa, AZ

Thank you again for your 2 day workshop on Highly Effective Questioning for many of our administrative and teaching staff. We haven't heard so many positive follow up comments about how practical, useful and important were all the ideas, strategies and theories in quite a while. The pace was stimulating and the presentation very effective. The live student demo with those 15 students from around the district was particularly powerful. As our teachers now put HEQ into practice we're getting emails about their experiences. Suffice it to say they are realizing how many small gaps there were in their questioning techniques and now colleagues are asking how they can get the same training. Looks like you'll definitely be coming back!

Sincerely,

Robert Devine Secondary Director Patti Mortensen

Elementary Director

Chuck Wegner Curriculum Director

Chuck Wegner

ുക്കുള്ള അതുന്നു. കെട്ടുത്ത് നട്ടെയും സംഭക്തത്തിക നിയാവിയായിരുന്നു. നിയ്യ് ക്രിയ്ക്ക് കായ്ക്ക് വി ഇത്തിലുക്കുന്നു.



HAGERMAN MUNICIPAL SCHOOLS

(505) 752-3254 / Fax (505) 752-3255 / 406 N. Cambridge / Drawer B / Hagerman, NM 88232



LOUIS MESTAS
Superintendent

To Whom It May Concern:

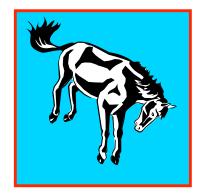
The staff of Hagerman Municipal Schools benefited greatly from *Highly Effective Questioning* presented by G. Ivan Hannel, J.D. The presentation and training gave us a fresh look at engagement. Many of us encourage random guess-making which in short will hurt test scores in this day in age.

The manner and presentation of Mr. Hannel was exciting, encouraging, entertaining, and realistic. The staff requested that administration have him return as the time spent was not enough. He addressed our concerns with ESL students, special education students, and students in general. We especially needed to hear the test taking strategies.

I recommend Mr. Hannel as a presenter, trainer, educator, and consultant to improve the delivery of instruction.

Yours for better education,

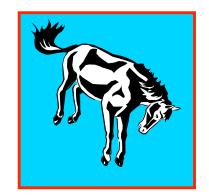
Louis Mestas



FLOYD MUNICIPAL SCHOOLS PO BOX 65 1564 NM 267 FLOYD, NM 88118

PHONE: 505.478.2211 FAX: 505.478.2811

E-MAIL: floydschools@yucca.net



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Debbie Hunton

Athletic Director Cody May

Business Manager
Margie Plummer

Administrative
Assistants
Crystal Smith
Melissa Pimpsner

October 31, 2006

Dear Ivan,

Thank you for your recent training in our school district. One teacher said, "This was the best workshop I have ever attended." All of my teachers are writing HEQ questions weekly. The lesson plan guide you provided is so easy for teachers to complete and use. As you stated, the questions they are writing are improving week by week.

The workshop was beneficial to all our teachers regardless of their questioning abilities prior to the training. I have observed master teachers using the techniques to tweak what they were already doing and beginning teachers using more questioning in their lessons.

I would recommend the training to anyone interested in a productive workshop, which will have an impact on student learning.

Sincerely,

Chris Duncan



Washington Park School

115 West 14th Street Cincinnati, OH 45202 PH: 513-363-5800 FAX: 513-363-5820

May 13, 2005

Dear Ivan,

I would like to thank you for the Highly Effective Questioning Presentation given on April 25, 2005 at Washington Park School in Cincinnati, Ohio. I would highly recommend this training for all staffs across the nation. Our staff was very motivated to try the techniques learned in the training in their classrooms immediately. Many report a marked difference in how the students approached their learning.

The demonstration you did with our own students was extremely powerful and highly effective for securing a buy in from our staff. They had a chance to see it work with "our students". This leaves no room for excuses not to implement the strategies they were taught.

The workshop was logical, coherent, and comprehensively put together. The seven principles allow the staff to reflect on their own belief systems and values as teachers. The seven steps to Highly Effective Questioning gives teachers an easy to follow format to make sure that their questions are reaching the cognitive functions that students need to be successful in school as well as life.

This workshop has taken our staff to the next level and has led our district personel to become excited about the training also, so much so, that they are sending four staff members to be trained in your train-the-trainer workshop.

I think the best compliments come from the staff themselves:

"Best workshop we've ever had." Especially since we have had a lot of good quality Professional Development.

"This was the one missing link that ties all the other trainings together."

Our school has been trying for some time to get this training and I can honestly say that I wished we could have been able to do this sooner so that we could have had a greater impact with our students in our classroom instruction. Now we can.

Thanks,

Caren Karlage

School Wide Lead Teacher

Mary Goodwin Corbin

Principal



Lee Britain Elementary

631 Edmondson Irving, TX 75060 (972)554-3800 Brenda Bingham, Principal

Jason Barnett Assistant Principal Stephen Pollard Assistant Principal

Memo to:

To Whom It May Concern

From:

Brenda Bingham Brunda Psinghan

Date:

December 19, 2006

Subject:

Recommendation of HEQ

The purpose of this letter is to recommend the Highly Effective Questioning Strategies. Having been in education for the past thirty years. I have seen a decline in parent involvement, a change in demographics and decrease in economic status. These three variables have had a negative impact on student performance.

I am currently the principal at Lee Britain Elementary in Irving. Britain's population is predominately Hispanic with well over 50% of the population being English Language Learners and 89% of the families fall into the category of Economically Disadvantaged. Parent Involvement has been an area we have targeted for improvement and have had to address the language and educational level of many of our parents. Although the campus has made incremental improves yearly I felt the potential of the students had not been achieved and it was up to the professional staff to focus on developing thinkers among our students. I first heard of HEQ from a teacher who had been in a workshop with the author some ten years ago. She had described HEQ as being a way to get students to think. A district coordinator who had also attended the training felt it might have a positive impact on our students and I should investigate it.

On the recommendation of these two individuals, I searched the web for the book Highly Effective Questioning and read it. I felt it made a great deal of sense and would be a very powerful tool for teachers to get students to think. As a result, I contacted the HEQ website and arranged to have a day of training for my professional staff.

Although we have not gathered any data to date to support the improvement of student performance, the teaching staff has reported that students' responses and interaction during the questioning has improved since we first started. I have observed in many classes during HEQ time and students respond accurately and confidently. The justification of answers which is a part of HEQ convinces me that students truly do know and understand content. I look forward to spring testing and the results. I am very confident that improvement will be noted and I feel HEQ will have been a contributing factor.



Hidalgo Independent School District

July 7, 2005

HIDALGO LS.D. P.O. Drawer D Hidalgo, Texas 78557 Phone: (956) 843-3100 Fax: (956) 843-3343

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Raul "Rudy" Candanoza Martin Carrasco, Jr. Martin Ceperia To Whom I May Concern:

Highly effective questioning is a critical component in classroom instruction that promotes critical thinking skills in an active learning environment. In Texas, as in many states, there are increasing levels of accountability for student success. Hidalgo ISD has been able to achieve "Exemplary" and "Recognized" ratings on the state Academic Excellence Indicator System for each of the past seven academic years. In addition, Hidalgo ISD and all campuses in Hidalgo ISD have met Adequate Yearly Progress.

As part of our long term comprehensive professional staff development plan, Hidalgo ISD elementary and secondary teachers participated in training on "Seven Steps to Critical Thinking" provided by Dr. Lee Hannel and Ivan Hannel. The training provided by Dr. Hannel is an integral part of our efforts to improve delivery of instruction and promote depth of learning.

Teacher feedback indicates that this training has provided valuable skills and guidance in transforming classrooms from passive learning environments to active learning environments that promote increased levels of critical thinking for our students. Thank you for your assistance in our efforts to provide a quality education for all-students in Hidalgo ISD.

Sincerel

€duardo Cancino

Assistant Superintendent for School and Program Improvement

Hidalgo ISD





White Pass Gr.- Sr. High School

516 Silverbrook Road Randle, Washington 98377 (360) 497-5816

To Whom It May Concern:

It is indeed my honor and privilege to recommend Mr. Nicholas Krump to you for the Highly Effective Questioning in-service.

As Principal of White Pass Junior Senior High, I came to know Nicholas when he presented the Hannel questioning strategies to my staff. He was much appreciated by the staff and the students with whom he did a demonstration lesson; and every day now, I hear about how a teacher is using the strategies in his/her classroom, and the students are telling me they are being kept "on their toes" in the classes now that teachers are putting to use what Nicholas demonstrated. His ideas and suggestions for improvements in this area at our school were a welcomed improvement in our quest for higher order thinking and more student involvement and accountability.

I witnessed Mr. Krump's effectiveness with the staff when I had several members return for the end of the in-service after they had to leave for track duties that afternoon. Never before has the staff voluntarily done that as they did the day of his presentation. Along with his exceptional work in the area of questioning strategies, Nicholas still found time to relate personally with many of the faculty members. Nicholas is greatly admired by our faculty who appreciate his ever-ready smile, his willingness to help, his dedication, and his sense of humor. They can't wait for his return the end of this month.

Because of all the qualities mentioned above, I have found Nicholas Krump to be an excellent inservice provider. Modeling the way, he teaches all to be more strategic, more persistent, and more conscious of the types and numbers of questions asked in classes. Like a good educator, Nicholas knows how to validate teachers, empower them, provide them the resources to achieve their best, and encourage them to take the risks necessary to succeed.

You will not go wrong in choosing him for your in-service, as he is surely one of Hannel's best presenters.

Sincerely,

Karen L. Larsen

Principal

BEAUMONTUSD ISS 9518451043 >> 1-602-926-2566



500 Grace Avenue Beaumont, CA 92223 Telephone, (951) 845-1631 General FAX (951) 845-2039 Superintendent's Office FAX (951) 845-2319

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Mrs. Karen Poppen
Assistant Superintendent
Instructional Support Services

Ms. Mays Kakish Assistant Superimendent Business Services

Mr. Gregory J. Bowers Assistant Superintendent Facilities & Operations

June 21, 2007

To Whom It May Concern:

It is my pleasure to write this letter to California educators regarding Highly Effective Questioning. Over the past several years I have been very concerned with what I have seen when visiting K-12 classrooms. I do not often see students actively engaged in their learning. Most often I see students passively listening to instruction or working silently and independently on written work. I have discussed these concerns with principals following my visits.

This spring I received an e-mail message from Ivan Hannel. Ivan's message said:

I will be training 18 campuses of Temecula School District in "Highly Effective Questioning" (HEQ) next year. I wanted to be in touch with other Riverside County school districts to see if you also have an interest in questioning strategies. If so, I'd like to send you a copy of my book by the same title and let you become familiar with our work. Please be in touch as to whether this area of questioning strategies is of interest to you. A good, short introduction to HEQ may be found at www.hannel.com under the multimedia icon.

I responded to Ivan's message immediately and requested a copy of his book. Could this be a part of the answer to engaging students? I also contacted Gina Bishop in Temecula to get more information.

After reading the book, viewing the information on the website, and talking with Gina, I was certain that I needed to invite Ivan to describe Highly Effective Questioning (HEQ) to our administrators in Beaumont. Ivan came on June 19, 2007, gave an overview of HEQ, and played a DVD demonstration of HEQ that he had conducted with sixth grade students. The PowerPoint presentation about HEQ progressed from the theory behind this strategy to step-by-step instructions in how to implement it. The level of student engagement in the DVD was impressive, and it was obvious that students were learning much more than they would have learned only by listening/reading. Students who had been reluctant participants at the beginning of the 20-minute segment were volunteering to participate at the end. In 20 minutes, Ivan asked 87 questions.

After the presentation and demonstration, our administrators were unanimous in wanting to move forward with training all teachers in our District. I look forward to working with Ivan Hannel and his organization to assure that all teachers in Beaumont Unified School District utilize Highly Effective Questioning in their classrooms. I know that it will improve student learning and engagement.

Sincerely.

Karen Poppen Assistant Superintendent

Instructional Support Services



JACK FRANSCIONI ELEMENTARY SCHOOL

"ACADEMIC SUCCESS IS NON-NEGOTIABLE"

April 24, 2009

Ivan Hannel P. O. Box 1871 Phoenix, AZ 85001

Dear Ivan:

I am writing this letter to notify you of how very pleased I was with the HEQ presentation you conducted at Jack Franscioni Elementary School. My teachers were very positive about the training. Some of their comments were:

- "This was one of the best workshops in years! It's the missing link for content development!"
- "Great presentation and the presenter was well prepared!"
- "Great strategies! Critical thinking is important in all areas of life."

The information you presented was conducive to immediate use by all my teachers. I gave my teachers two weeks to practice this method of questioning before I went into their classrooms to observe the strategy being used. I was amazed at the effectiveness and quality, even with only two weeks of practice, of questioning that I observed. This is a technique that I will recommend to my district-office and other principals.

Thank you for your professional, quality and energetic presentation. I look forward to your half day review and demonstration next school year.

Sincerely,

Mr. Mernandez-Tutop

Dr. Hernandez-Tutop

Dr. Hernandex-Tutop

779 Orchard Lane Soledad, CA 93960

Thone 831 678 6340

FAX 831 678 3442

Email: jtutop@monterey.k12.ca.us

