



FranklinCovey

EDUCATION

SHAPING THE NATION

SELF-CONFIDENCE | TEAMWORK | INITIATIVE | RESPONSIBILITY
CREATIVITY | LEADERSHIP | COMMUNICATION | DIVERSITY AWARENESS





“Leadership is communicating
to people their worth and potential
so clearly that they come
to see it in themselves.”

Dr. Stephen R. Covey

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How Does An Education Institution Achieve Greatness?



About FranklinCovey

As FranklinCovey enters its 3rd decade, we continue to believe that great Institutions focus on achieving sustained superior performance while supporting an engaging culture where highly capable people feel challenged and valued – simply put, becoming an employer of choice for achievers with heart.

Known historically for our expertise in time management and leadership development, FranklinCovey has emerged as the global leader in helping Institutions create sustained superior performance. Our presence extends to 155 countries as we work with 90 percent of the Fortune 100, and our global network of certified client facilitators currently exceeds 45,000 and expands daily. FranklinCovey SouthAsia (FCSA) has been operating in the regions of India, Sri Lanka, Pakistan, Afghanistan, Bangladesh, Nepal, Maldives and Bhutan.

Our mission is to enable greatness in People, Schools and Institutions everywhere, and to that point, we have studied the topic of great performance at unprecedented levels.

Becoming good is enough for many. Becoming great, and sustaining it, is a quest we are passionate about.

Developing a school and any education institution based on leadership foundation does not happen overnight. It is a Journey! And like every worthwhile journey there would be **Big Challenges**, and there will also be **Great Triumphs**.

WELCOME TO THE JOURNEY!

Let us partner with you on your journey toward greatness.

What Is Leadership?

“Leadership is a choice, not a position.”

—Stephen R. Covey

Definition of Leadership

“Leadership is communicating people’s worth and potential so clearly that they are inspired to see it in themselves.”

—Stephen R. Covey

FranklinCovey Education

What does “education” mean? It is simply the development of skills, such as language, reading or math? Or it is something more? Successful educators today recognize that knowledge and skills are not enough, that true education transcends the traditional “3 Rs.” While a baseline of knowledge and skills is critical, it is the balancing effect of character and values that gives students the right context for applying those skills effectively in the 21st century.

Our Mission is to Enable Greatness.

FranklinCovey Education is dedicated to unleashing the greatness in teachers, students, and education Institutions everywhere. We transform schools and enable them to create a unique leadership environment where;

- ❖ Students gain the skills and self-confidence to succeed as leaders in the 21st century.
- ❖ Academic achievement improves.
- ❖ Discipline referrals decrease, and teacher and parent satisfaction and engagement increases.

The principles and practices encompassed in The 7 Habits of Highly Effective People® are foundational to our leadership development programs. In addition, we draw from decades of world-class leadership and productivity training and consulting to top corporate and government circles around the globe.

FranklinCovey works with **educators, teachers, educational administrators, children, teens, undergraduates, graduates, and parents across schools and colleges throughout the world**, through its innovative, school-wide model that emphasizes a culture of student empowerment and helps unleash each child's / student's full potential. Our curriculums focuses on building on the true potential and passion of children, by unleashing the LEADER in every child and giving them the confidence and skills of SELF LEADERSHIP as they navigate the challenges of life.

The curriculums have been running and are now fully engaged with more than **3800 schools across the globe** and expanding. Also the **University of California** has adopted our curriculums in the university. Additionally, universities in Korea, Middle East, Indonesia, Singapore, India, Brazil, and Mexico are currently running pilot projects with us and they are finding these very valuable and are surely looking at integrating our curriculums in full way. We in India have engaged with schools and educational trusts and have run them very successfully with both public, private and government institutions.

All our curriculum is designed, developed and validated by **global experts like Ram Charan, Jim Collins, Fred Reichheld, Clayton Christensen, Stephen M. R. Covey, Hyrum Smith, Sean Covey, Jack Welch, Mahan Khalsa and Late Dr. Stephen R. Covey** to name a few and reputed global universities and organizations.

If you could teach this to young children, they would not have to wait until they were adults to learn these principles. If they looked through such a lens at an early age and continued to look through that lens for the rest of their lives, how different not only their lives might be, but how different our world might be.

- Muriel Summers, Principal, A.B. Combs

The Leader In Me

- ❖ A School Consulting Process.
- ❖ Addresses to School Educators, Students, Key Stake Holders, Administrators.
- ❖ Works as an Operating System For The Schools.

The Leader For Life (High School)

- ❖ For Students from Age 13-18.
- ❖ A process that enables students to develop Leadership abilities and are ready to make lifelong contributions in all areas of life.

Education Solutions



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Capacity Building Program

- ❖ For Principals, Teachers and Staff.
- ❖ Empowering teachers and principals with Leadership & 21st Century Skills, like.
 - ◆ Leadership.
 - ◆ Effectiveness.
 - ◆ Business Acumen.
 - ◆ Focus & Execution.
 - ◆ Innovation and Creativity etc.

Centre for Development of Life Skills

- ❖ For Students from Age 19-25.
- ❖ For holistic and overall development in Life Skills and Social Values besides the academics.
- ❖ They also require critical Social Values and Life skills to make the youth employable as per industry requirement and prepare them to become global citizen.

LeaderinMe®



Leader in Me is a K12 whole-school improvement model being implemented by thousands of schools in over 50 countries worldwide. It serves as the foundational operating system for a school by creating an environment where existing programs and initiatives can thrive.



Leader in Me is endorsed by CASEL as an evidence-based social-emotional learning process (K6).

Leader in Me helps schools prepare students with the college, career, and life-readiness skills necessary to thrive in the 21st century, including:

Critical Thinking
Creativity
Self-Discipline
Vision
Initiative
Communication

Relationship Building
Goal Achievement
Public Speaking
Global Awareness
Emotional Control
Teamwork

Listening Skills
Time Management
Leading Projects
Self-Directed Learning
Valuing Diversity
Problem Solving



MODEL

The *Leader in Me* model empowers educators with core paradigms and effective practices that drive measurable results in leadership, culture, and academics. This See-Do-Get Cycle represents a theory of change all schools can experience.



PROCESS

Leader in Me is a process of continuous growth and improvement that develops students, staff, and families. Through ongoing professional learning, coaching, and online resources, *Leader in Me* aligns to school, district, and statewide initiatives.



GLOBAL COMMUNITY

Leader in Me is a global community of educators dedicated to unleashing human potential. The principles and practices of *Leader in Me* unite diverse cultures around the world and prepare students to excel in a global economy with a common language.

Created by Educators, for Educators

After receiving community feedback to improve her failing school in 1999, Muriel Summers, principal of A.B. Combs, integrated Baldrige-quality tools, the *7 Habits*, and several other educational best practices to implement a leadership model. Within a few years, A.B. Combs was named the #1 Magnet School in Americatwice. Thanks to the success of A.B. Combs and other schools, *Leader in Me* has become a model and process that continues to improve based on feedback from educators throughout the world and the evolving needs in education today.

**We only get one chance
to prepare children for a world
that none of us can possibly predict
What are we going to do
with that chance?**



~ Muriel Summers ~

Principal of A.B. Combs Leadership
Magnet Elementary School
in Raleigh, N.C.



Award-Winning Leadership Content

FranklinCovey is the world leader in helping organizations from all industries achieve culture change with

award-winning content, tools, methodology, training, and coaching all based on a foundation of timeless principles and proven practices.



Develop Leaders at Every Level



ELEMENTARY SCHOOL (K-6) Educating the Whole Child

Establish a whole-child mindset with a belief that every child has genius and everyone can be a leader.

MIDDLE SCHOOL (6-9) Addressing Social-Emotional Needs

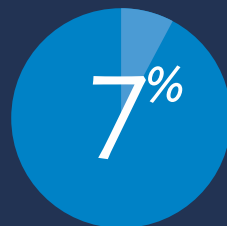
Create an environment of social-emotional learning that helps every student build confidence and discover their true potential.



HIGH SCHOOL (9-12) College, Career, and Life Readiness

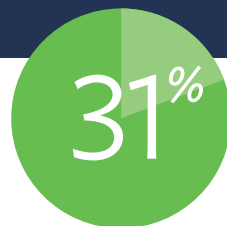
Create a culture led by students who are encouraged to find their voice and develop critical skills that will help them successfully navigate college, career, and life.

Evidence-Based Results



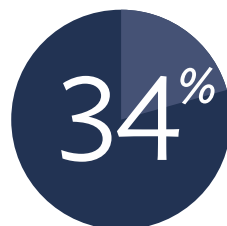
**Improvement
in State Science
Test Scores**

University of North Florida
Dr. Matt Ohlson



**Decrease
in Discipline
Referrals**

Benedictine University
Dr. Chantel Ishola



**Increase in
Positive Social-
Emotional
Behaviors**

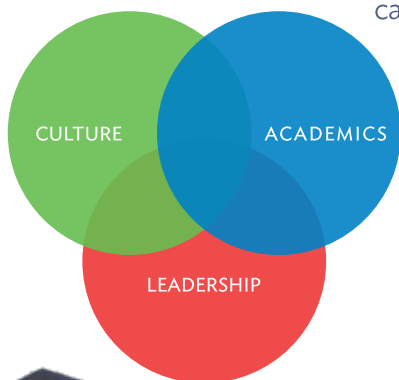
St. Johns University
Dr. Loreta Andersen



**Positive Impact
in Developing
Leadership Skills**

Samford University
Dr. Cherie Humphries 10

Ongoing empirical research from over 30 institutions reveals evidence of the significant impact *Leader in Me* can have in schools, creating the conditions that drive results in the following areas:



Leadership

Student Behavior
Staff Social/Emotional and
Teaching Readiness
Student Leadership
Family Engagement

Culture

Staff or Student Attendance
Supportive School Environment
Student Engagement
Staff Satisfaction

Academics

Reading Proficiency
Math Proficiency
Teaching Efficacy
Student-Led Learning



Leader for Life

LEADER FOR LIFE™ is a process that address to the crucial age of **13 to 18 years**, which enables students to become great leaders who are ready to make lifelong contributions in all areas of life. It is based on the leadership principles found in *The 7 Habits of Highly Effective People* and other works authored by Stephen R. Covey.

How Are You Preparing Your Students For The Challenging Demands Of The 21st Century?

While academic achievement is critical to competence, most university students are not prepared to meet the problems and opportunities they will face in the workplace. What employers really want are career-ready employees who are not only competent in their field but who have leadership qualities such as:

- ❖ Taking initiative as individuals and within teams.
- ❖ Focusing on key priorities and finding mutually beneficial outcomes.
- ❖ Working in creative and collaborative ways to solve problems.
- ❖ Having high integrity and work ethic.



Four Modules of Leadership: 13 -18 Years

LEADERSHIP 1 Leading Self	LEADERSHIP 2 Career Essentials	LEADERSHIP 3 Leading Others	LEADERSHIP 4 College Readiness
<ul style="list-style-type: none"> • Be Proactive • Begin With the End in Mind • Put First Things First • Think Win-Win <ul style="list-style-type: none"> • Seek First to Understand • Synergize • Sharpen the Saw 	<ul style="list-style-type: none"> • Interview Skills • Resume Writing • Presentation Skills <ul style="list-style-type: none"> • Listening Skills • Giving/Receiving Feedback • Emotional Control • Phone Etiquette • Digital Etiquette <ul style="list-style-type: none"> • Creativity • Conversations 	<ul style="list-style-type: none"> • 4 Roles of Leadership • Leading Work Teams <ul style="list-style-type: none"> • Mentoring 1-on-1 • Leading Projects • Student Government <ul style="list-style-type: none"> • Group Dynamics • Meeting Management <ul style="list-style-type: none"> • Group Decisions • Leading Families <ul style="list-style-type: none"> • Coaching 	<ul style="list-style-type: none"> • 4 Disciplines • College Test Prep • Prep for College/Life <ul style="list-style-type: none"> • Study Skills • Weekly Planning • Financial Literacy • Away from Home <ul style="list-style-type: none"> • Roommates <ul style="list-style-type: none"> • Taxes • Community Involvement
7 Habits	Find Your Voice	Inspire Others	The Next Step

Students need more than a degree. They also need to become leaders who can thrive in today's competitive global marketplace. Simply, they need both competence and character to succeed in the 21st Century. We only get one chance to prepare our students for a future that none of us can possibly predict. What are we going to do with that one chance?

—Dr. Stephen R. Covey

Capacity Building Programs

We know there is much to do in fixing problems in today's schools. But rather than joining the masses of critics, we celebrate and applaud the greatness in teachers and educators who are doing so much to make a difference in young people's lives and to improve our communities. We salute them and the tremendous Institutions that are making it all possible.

The Capacity Building Programs

The Capacity Building Programs are directed towards the School Principals, Teachers and Staff to empower them with Leadership and 21st century life skills. The programs addresses the following competencies:

Empowerment Programs for PRINCIPALS

- ❖ Instructional leadership.
- ❖ School administration and management.
- ❖ Mentoring new staff and motivating experienced staff.
- ❖ Strategic leadership.
- ❖ Strategic Management And Leadership Programme.
- ❖ Management Development Programme For Principals.
- ❖ Capacity Building & Personal Effectiveness.
- ❖ Capacity Building Programmes on Strategic Leadership for 21st Century Schools.

Empowerment Programs for TEACHERS

- ❖ Teacher Development Solutions.
- ❖ Life skills: thinking skills, social skills, emotional skills.
- ❖ Health and wellness education.
- ❖ Attitudes and values.
- ❖ Values education.
- ❖ Gender sensitivity.
- ❖ Assessment of listening and speaking skills.
- ❖ Classroom management.
- ❖ Personal Leadership Development.

Empowerment Programs for STAFF

- ❖ Staff Development.
- ❖ Capacity Building Programs.
- ❖ Team Building Programs.
- ❖ Personality Development.



Centre for Development of Life Skills

As it is essentially important to develop vocational skills to make a youth employable, we strongly believe that it is equally important to give the right tools to develop essential life skills, characteristics and behavior skills for overall development as an individual and also increase employability opportunities. Today's changing world has a whole new set of rules.

Centre For Development Of Life Skills

Centre For Development Of Life Skills is a process that address to the age group of 19 to 25 years. The life skills approach is being used increasingly amongst students to encourage sound decision-making so that they will be able to face challenges and avoid detrimental activities and habits as they grow older. While education and experience may make one employable, but to be successful at the job one will need to exhibit a mix of skills 'employability skills'.

For employers, getting the right people means identifying people with the right skills and qualities to fulfill the role and contribute to the organizations success. Candidates may have the qualifications and hard skills needed to be able to manage the job role but without a well-honed set of 'soft skills' employers are less inclined to hire.

FranklinCovey's programs have more to do with internal capacities and behaviors that allow individuals to "build the needed competencies for human development and to adopt positive behaviors that enable them to deal effectively with the challenges of everyday life", to excel in life personally and professionally.

FranklinCovey's best in class Content, Methodology and Skill Development tools helps build on key and positive behaviors, attitudes and skills namely like Being Proactive, Win-Win, Trust, Time Management skills, Productivity, Change Management, Innovation and Creativity, Selling and Customer Service skills, Personality Development, Execution, Empowerment, to name a Few. All these are keys to the holistic and overall development of Life skills in any individual besides the academic/vocational/role skills.

Centre for Development of Life Skills content coverage;

1. 21st Century Life Skills – Building on Social Values.
2. Effectiveness Curriculum – 20 Modules.
3. Focus & Execution Curriculum – 14 Modules.
4. Building Leadership Curriculum – 14 Modules.
5. Sales Curriculum – 15 Modules.
6. Channel & Retail Sales Curriculum – 8 Modules.
7. Customer Service Curriculum – 8 Modules.
8. Personality Development Curriculum – 11 Modules.



“The Moments of Truth,”

The 7 Habits for Educators Participant - *Delhi Public School*

“ Oh..... I cannot explain all habits separately. But one thing I would like to mention is that I have changed myself a lot. There were many things which were not in right track, but now I feel much positive energy thinking in myself. Now I manage my time better and think about my relationships as well. I used to be Mr. helpful but now I first complete my work then I give my hand & mind for help to others.

One more thing I would like to mention here that I use to think about so many things and but after this workshop I got to learn that how to manage things, and now I can manage everything in a better way. ”

The 7 Habits for Educators Participant - *Pathfinder Global School*

“ It's quite beneficial for me to lead an effective, organized life. It is a life changing experience to me. This is worthwhile for to be organized, planned, to be proactive. I feel the core stone for all the habits is Be Proactive. If I will be able to achieve this habit in my life, my life will be a success and people will know me for my proactive language and proactive behavior in the end.

I want to create a masterpiece of my life. The journey so far with The 7 habits is commendable I have started achieving my private victory. ”

The 7 Habits Participant - *Delhi Public School*

“ I wish to express my sincere thanks to Franklin Covey for taking me along the journey of 7 habits of successful people.

The take way has been quite a few amongst which some definitely had a major influence on my daily work style. Videos were also very thoughtful and of high quality.

My sincere thanks to Franklin Covey Institute and my school for nominating me for this program. ”

The 7 Habits for Educators Participant - *Delhi Public School*

“ After completing my activity for the First habit, things were clearer to me. I thought my daughter, who is affected by her challenges posed the challenge before me, should be included in my Circle of Influence.

Thus I started sharing with her the first Habit, i.e. being Pro-active as also understanding the importance of the Circle of Influence in our lives. She is now very open to ideas and has started thinking about her concerns. ”

The 7 Habits for Educators Participant - *Delhi Public School*

“ My one effective habit which helps me in my professional as well as in my personal life is of making a 'Weekly Planner.' This I have been doing for quite some time and this helps me to meet my deadlines well in time. By doing this I feel relaxed and am able to focus more on work in hand.

My one ineffective habit which perturbs me at times is that I am unable to understand someone else's viewpoint. I feel irritated that why he can't think on the same lines on which I think. Also, it makes me think that I am right and he should be doing it my way not according to his perception.

After attending the two days workshop I am trying to change my paradigm and maybe gradually I'll get success in doing so. But actually the workshop helped me to think differently and to learn to value other people's opinion. ”

Leader in me Participant - *St. Gregorios High School*

“ Yes, my personal mission statement is in place. I have refined it since the FranklinCovey workshop because I realized that I had cluttered my life with too many rocks. I have shifted some of them now and feel lighter. Before the Diwali vacations, I actually made out a list of urgent, important, not important and trivial tasks that I needed to achieve in the 15 day time frame and it worked beautifully. The only glitch was deciding what was urgent and what was important. I tend to classify all tasks as URGENT which often causes me some amount of angst. Thank you Franklin Covey for the insight you have given, Loved the video on Stone. ”

Leader in Me Participant - *The Shriram Millennium School*

“One effective habit of mine is that I work in a very organized manner. This helps me to keep pace with the requirements of my job profile and to deliver in a positive, rewarding manner. It helps me to keep away stress and keep calm at all times. One ineffective habit of mine is that when people around me do not deliver as per requirement it bothers me and I am ready to take their responsibility on to myself to reduce the time lag in delivery. This often allows people to take things lightly.

I am slowly learning and realizing that different people have different response time and not everyone will work in a systematic manner as you would. This helps me to set more realistic deadlines for staff and delegate work as per capability.”

The 7 Habits Participant - *Delhi Public School*

“It seems that the application of these seven habits in life is a real transformation towards achieving a happy life. We cannot change the circumstances but our reactions to various situations determine our happiness in life and the realization of our goals.

I feel that after learning these seven habits, I am making conscious efforts to realize my goals. I have stopped bothering about unimportant things that do not assist in the realization of my goals. Some of these habits have become part of my life whereas some still require my special attention.

I really need to focus time on myself to adopt the seventh habit ‘Sharpening my saw’. This week I will focus on it and would see its implications towards the achievement of my goals.”

The 7 Habits Participant - *ITM University*

“Being proactive helps me to handle a situation in a much better manner. Also, it encourages me to behave like a transition person. So, being a transition person I can take better decisions on things without pre-conceived mind.”

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Chandigarh . Kolkata . Chennai . Pondicherry . Kabul . Dhaka . Thimpu

LEADERSHIP | EXECUTION | PRODUCTIVITY | TRUST
SALES PERFORMANCE | CUSTOMER LOYALTY | EDUCATION
