

# Professional Development Workshop

Sponsored by:



**Registering is easy!**  
(but space is limited)

- Go to: [www.NWCareercolleges.org](http://www.NWCareercolleges.org)
- Mail registration form to:  
NWCCF  
16700 NE 79<sup>th</sup> Street  
Redmond, WA 98052
- Fax form to: 425/376-1065

Need more information?  
Call 425-376-0369 or  
Email:

[admin@nwcareercolleges.org](mailto:admin@nwcareercolleges.org)



The Northwest Career Colleges Federation is a  
501(c)(6) non-profit organization located at  
16700 NE 79<sup>th</sup> St., Ste. 201, Redmond, WA 98052

# Managing the Hard to Manage Student Dealing with Difficult Students

Presented by David Stanford

Managing challenging students is an issue most instructors confront. Faculty often feel overwhelmed and under prepared when students are disruptive and negative or bring challenging personalities and attitudes to the classroom.

During this workshop you will:

- identify what makes certain personalities difficult to manage.
- learn affective techniques to manage negative personality characteristics.
- use the DISC assessment to identify personality types.
- learn how to manage one-on-one conflict.

Participants will learn **strategies** to prevent disruptions in the classroom and learn how to turn negative personalities into well-managed students and good future workers.

This is a “must” workshop for *any* instructor.

**When: Thursday, March 4, 2010**

**Time: 1:00 p.m. to 4:30 p.m.**

**Where:** ITT Technical Institute  
9500 NE Cascade Parkway  
Portland, OR 97220

**Cost:** \$125 p/p 1-5 registering from a school (member)  
\$75 p/p, 6+ registering from a school (member)  
\$175 p/p non-member



## ABOUT THE PRESENTER

David A. Stanford is a nationally known speaker on personal motivation, higher education and creative problem solving. He helps clients to think “out of the box” when seeking solutions to staff morale and school performance issues. David’s enthusiasm and high energy are contagious to his audience.

David is the president of The Motivation Group, a consulting business the works with career-focused schools and colleges throughout the USA and Canada. He is a frequent presenter to professional organizations, in-service programs, corporations, universities, national conferences and graduation ceremonies.

David has over 20 years of experience in higher education. He has eight years experience as a major gift fundraiser for University of Toledo, Bowling Green State University and Bucknell University. He has 12 years of experience in Career Services and Cooperative Education at Bowling Green State University, and has served as an admissions counselor for Thiel College Greenville, PA. David was Vice President of Community Relations for Premier Education Group which owns career schools throughout greater New England.

David holds a BA Degree in Sociology from Thiel College and an MA in Higher Education Administration from Bowling Green State University.

### Registration Form Managing the Hard to Manage Student

(Duplicate for multiple participants)

Complete the form below and submit to NWCCF or Register online at [www.nwcareercolleges.org](http://www.nwcareercolleges.org)

Name \_\_\_\_\_ Name \_\_\_\_\_

School \_\_\_\_\_ City \_\_\_\_\_

Contact Email Address \_\_\_\_\_

*Payment Information*

Number registering from school \_\_\_\_\_

Rate per person \_\_\_\_\_

Total Due \$ \_\_\_\_\_

*Return to:*

NWCCF  
16700 NE 79<sup>th</sup> St., Ste. 201  
Redmond, WA 98052  
425/376-0369

( ) Check, payable to NWCCF

**Mail to:** 16700 NE 79<sup>th</sup> St, Suite 201, Redmond, WA 98052

( ) Credit Card (Visa, MC, AmEx)

No. \_\_\_\_\_ Exp. Date \_\_\_\_\_ Sec. Code \_\_\_\_\_

**Fax: 425/376-1065**