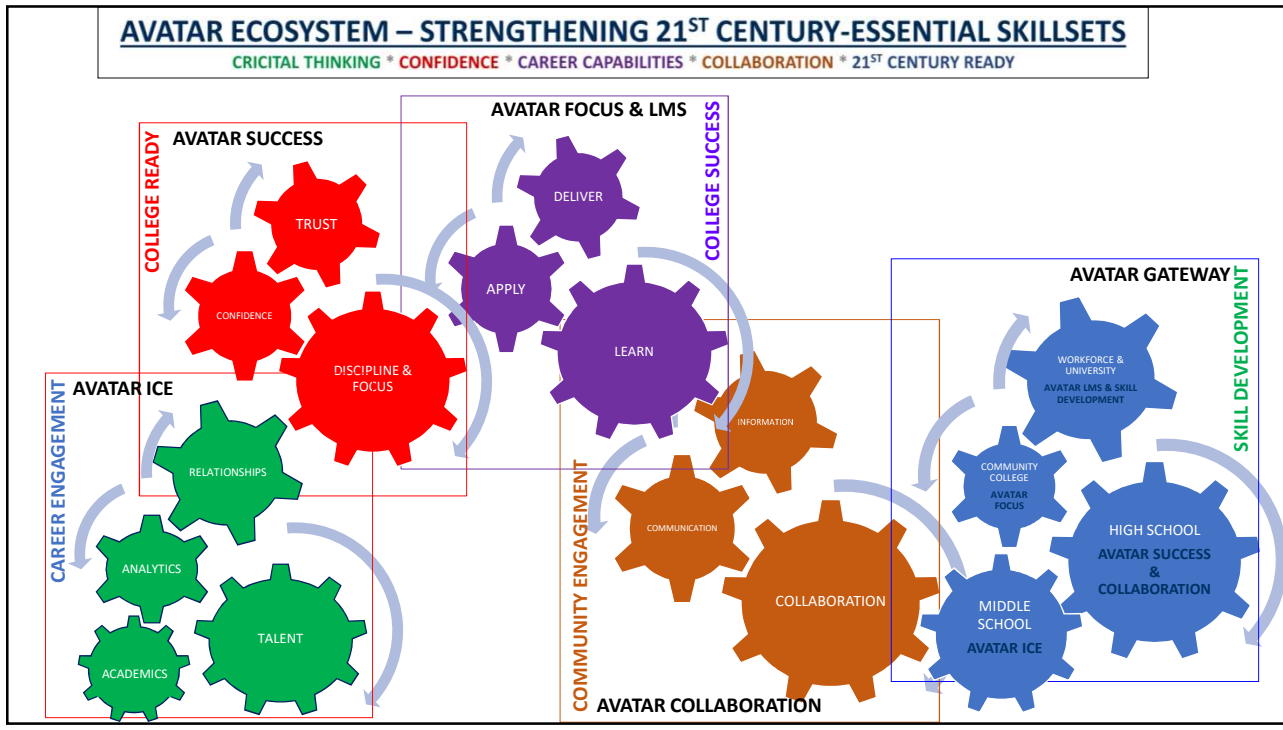



What does it take for a Family/City to be relevant in the 21st century ?

“Connected Families” @ Smart City !



Conversational Intelligence™ Matrix

	LEVEL I TRANSACTIONAL "Exchange Information"	LEVEL II POSITIONAL "Exchange Power"	LEVEL III TRANSFORMATIONAL "Exchange Energy"
What Do We Exchange?	TELL ← ASK	ADVOCATE → INQUIRE	SHARE → DISCOVER
Interaction Dynamics	Ask-Tell	Advocate-Inquire	Share-Discover
Space	Closes Spaces	Limits Space	Creates Space
Focus	Giving and taking information	Exploring others' positions seeking a win-win solution	Exploring others' perspectives; joining and transforming reality; innovating
Blindspots & Overuse	"Tell-Sell-Yell Syndrome" Tendency toward telling more than asking	"Addicted to Being Right" Tendency to ask questions for which you have all the answers	"All Talk No Action" Tendency for too much talk and no action
INTENTION	INFORM	PERSUADE	CO-CREATE
Listen	To protect	To accept or reject	To connect
I-WE	I-centric	I & We-centric	WE-centric
Success	My success	Win at all cost	Mutual success
Trust	Low trust	Conditional trust	High trust
Influence	Not open to influence	Desire to influence	Open to influence
Skills to Develop	Ability to ask open ended questions and foster 'give and take'	Ability to share the conversational space with others; expand power	Ability to ask questions for which you have no answers; co-creating

Transactional - Positional - Transformational
Conversations & Collaborations: A 21st Century Requirement

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"AVATAR ICE"
INTRINSIC CAREER ENGAGEMENT

Avatar Connected Communities
Aligned Collaboration

21ST CENTURY PRIORITY: INDIVIDUAL, INSTITUTION & EMPLOYER RESET

"AVATAR SUCCESS"
COUNSELOR STRENGTHENING – STUDENT SUCCESS

Say Goodbye to
20th Century
Jobs

Welcome to
21st Century
WORK

Top-down hierarchies	→	Nimble organization, transparent communication
Competing for Market Share	→	Creating New Markets
Silo/Function-based work	→	Project-based work
Organization-centric	→	People-centric
Command & Control	→	Trust-based
Hierarchy	→	Networks & Relationships
Work-Life balance	→	Life-work
30 Years in One Career	→	10+ Careers by 40

COMMON VISION OF SKILLS NEEDED IN 21ST CENTURY: RESET HARD JOBS TO SOFT SKILLS WORK ENVIRONMENT

Avatar Connected Communities
Powering Collaboration

**AVATAR ECOSYSTEM: SYSTEMATIC & PROCESS DRIVEN SKILLS
STRENGTHENED WITHIN INDIVIDUALS, INSTITUTIONS AND EMPLOYERS**

**“AVATAR FOCUS”
DUAL CREDIT FOCUSED – INSTITUTIONAL (K-C) ALIGNMENT**

Elements of Thought

The Four Cs of 21st Century Skills

**Avatar Connected Communities
Powering Collaboration**

Delivering “Collaboration” – Essential 21st Cent. Skill

Strengthening Individuals, Institutions & Employers!

TRUST Personalized experience of many small wins.

- Fail Privately, Learn Publicly.
- Avatar Gateway
- Trusted Information

Access to trusted resources for many small wins.

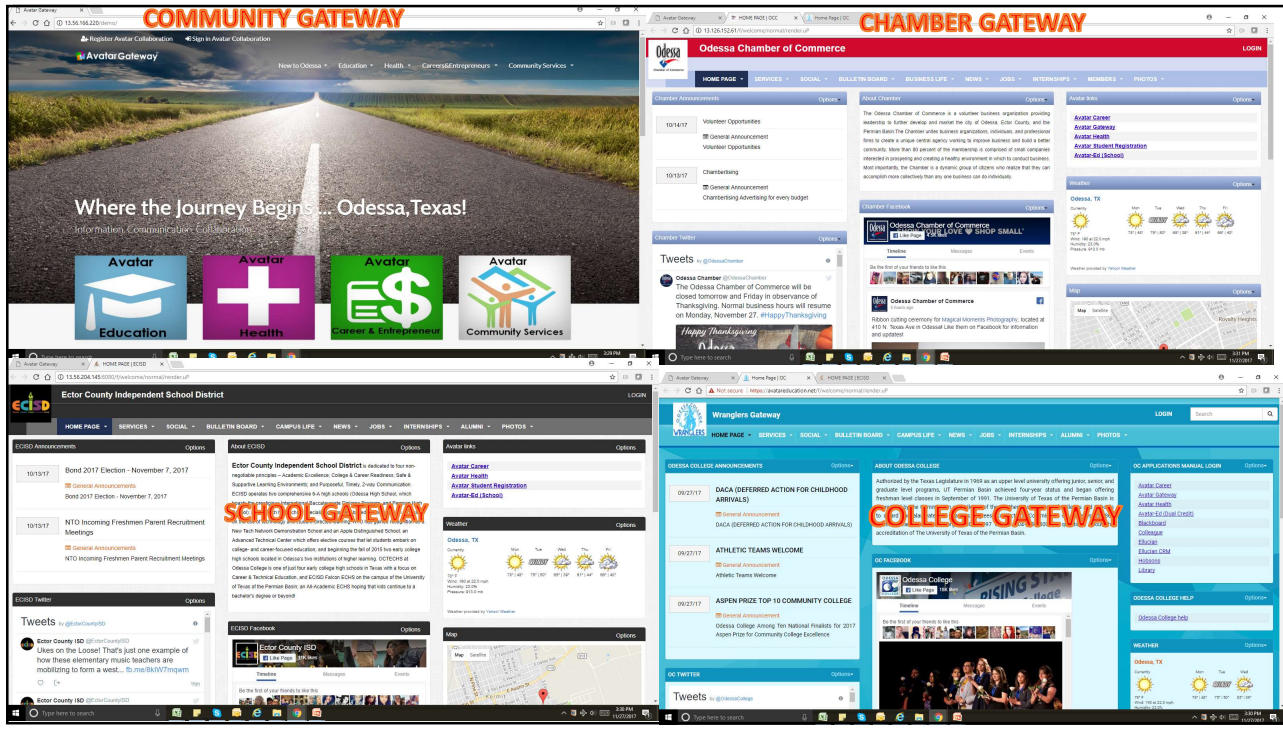
- Avatar Gateway
- Effective Communication

FOCUS/DISCIPLINE
Competency to deliver sustainable results

- Rigor sharpened with personalized Education, Career, Entrepreneur & Health pathways.
- Avatar Gateway
- Intelligent Collaboration

Avatar Connected Communities
Powering Collaboration

“AVATAR COLLABORATION”
STRENGTHENING TEAM WORK ACROSS DOMAINS



AVATAR: A 21ST CENTURY ECOSYSTEM @ KERMIT ISD

- AVATAR
 - ICE: Intrinsic Career Engagement from 6th grade to 12th Grade.
 - COLLABORATION: Community Engagement in structured and systemic manner.
 - FOCUS: Solution for 6th to Dual Credit Students to Focus, relentlessly.
 - SUCCESS: Solution for or 6th to Dual Credit Students to “Succeed”, consistently.
 - GATEWAY: For parents, students & community to engage with District.
 - REGISTRATION: Technology familiarization for students & parents to master applications usage.

