

## **Appendix C: Resumes and Job Descriptions**

This appendix includes the following documents:

### **Resumes**

- John Lock, CEO
- Debbie Mayer, Director of Public/Private Partnerships
- Jim Sullivan, Executive Vice President-Market Development and Relationships
- Richard Grimsley, Vice President of Programs
- John Hansen, Director of Evaluation and Assessment
- Gail Parsons, Director of Program Quality
- Terri Schulz, Director of Market Development and Relationships
- Laurie Maxson, Regional Director of Marketing Development and Relationships
- Ginger Hopkins, NWEA Program Evaluator

### **Job Descriptions**

- Project Director
- Director of Program Quality
- PLTW School Certification Team Leader
- Regional Director-Market Development and Relationships

## **John Lock**

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Since 2003, extensive experience managing and building successful, outcome driven not-for-profits, including a charter high school, a venture philanthropy firm, and a K-12 curriculum development/professional development organization. Background includes extensive financial markets, management, and strategy expertise. As a direct investor, director, manager and/or strategic advisor, successfully founded, managed and realized the value of a number of companies.

### **Employment**

#### **Current            CEO & President, Project Lead The Way, Inc., Clifton Park, NY**

- Led the development of the new business plan and strategic direction.
- Hired a new senior leadership team.
- Raised nearly \$20 million from multiple donors.

#### **2005-2009        CEO & President, Charter Fund, Inc., Broomfield, CO**

- Founded and led the development of the business plan and strategic direction.
- Raised more than \$160 million in commitments and created four separate funds:
  - Charter School Growth Fund (\$100 million)
  - CSGF Revolving Facilities Loan Fund (\$50 million)
  - CSGF School Startup Fund (\$10 million)
  - Partners for Developing Futures (\$5 million).
- In its first three years of operation, Charter Fund, Inc. has committed more than \$65 million to nineteen (19) high quality, expanding school networks across the US with net operating costs of less than \$4.0 million.

#### **2004 – 2005     Executive Director, Environmental Charter High School, Lawndale, CA**

- Instituted a strategic plan and operating objectives; new marketing plan; pay for performance plan; strict discipline/attendance policy; and, remediation classes for struggling students, resulting in improving student and team performance.
- Expanded the school's capacity to 325 students with the first wait-list in the school's four year history.
- Prepared and successfully submitted funding requests, including a Proposition 55 Application for a preliminary apportionment of approximately \$14.0 million in state funding to build a new facility.

#### **1998 – 2003     Private Investor/Consultant/Temporary Executive, Los Angeles, CA**

- Provided strategic development, management, equity/venture capital and investment banking services to select companies and not for profit entities.
- Majority of companies served were start-up/seed or early stage businesses.

#### **1994 – 1998     EVP/Chief Operating Officer/Chief Financial Officer and Director, American Sterling Corporation, Irvine, CA**

- Served in a presidential capacity, reporting directly to the Board of Directors, of ASC and its successor, ZC Sterling Corporation, the largest provider of outsourced hazard insurance and tax processing for mortgage servicers.
- Responsibility for all teams and activities in this 500+ employee organization.
- Created a new vision for the organization and successfully implemented a new workflow structure, allowing the company to double in size without adding any significant new expense.
- Increased the value of the company by more than 800% in less than four years.

## ***John Lock - 2***

### **1992 – 1994 Vice President, George K. Baum & Company, Kansas City, MO**

- Facilitated debt and equity private placement efforts
- During tenure, the firm privately placed more than \$150 million of securities for small and middle market companies.

### **1990 – 1992 Vice President, Rodman & Renshaw, Inc., Chicago, IL**

- Restructured distressed companies and privately placed debt and equity securities.
- Worked on more than twelve transactions, ranging from private placements to exchange offers.
- Co-invested with equity sponsors in select transactions.

### **1988 – 1990 Partner, Dickstein & Co., LP, New York, NY**

- Valued securities and made investment decisions.
- Achieved annual returns in excess of 75% per year.

### **1987 – 1988 Analyst, Drexel Burnham Lambert, Inc., New York, NY**

- Performed valuation analysis, developed buyout models and wrote private placement memorandums

## **Education**

### **1984 – 1987 Georgetown University, School of Foreign Service**

- After completing first year at the University of Colorado, Boulder, transferred to Georgetown University and earned a BS in Foreign Service, with a concentration in International Finance and Commerce.
- Honors graduate: *magna cum laude*, *Phi Beta Kappa* and a recipient of the Landegger Honors Certificate in International Business Diplomacy.

**Debbie Mayer**  
**Director of Public/Private Partnerships, Project Lead the Way**

Debbie Mayer is the Director of Public/Private Partnerships for Project Lead The Way. PLTW is a national nonprofit organization that partners with middle schools and high schools to implement a curriculum, developed by it and imparted by teachers whom it has trained, that emphasizes hands-on experiences in Science, Technology, Engineering, and Mathematics (STEM) in an effort to prepare students for academic and professional success in these disciplines.

As the Director of Public/Private Partnerships she coordinates the organization's Washington, DC presence, working with the federal government, associations, and industry in traditional and non-traditional methods of partnership for both the organization and the subject of STEM education as a whole.

Prior to joining Project Lead The Way in December, 2009, Debbie was a Program Manager at the U.S. Department of Energy's Office of Workforce Development for Teachers and Scientists (WDTS). The primary focus of this position was to develop strategies, used by the Department's scientific and technical workforce, to create opportunities for students and educators to participate in the Nation's research enterprise as a means to improving the competitiveness of U.S. industry and overall scientific literacy. Specifically, this involved the planning and execution of student competitions such as the National Science Bowl and the Real World Design Challenge. It also included serving as the Production Editor for the DOE's peer-reviewed Journal of Undergraduate Research as well as overseeing the United States' delegation to the annual Lindau Nobel Laureates Meeting in Lindau, Germany. Outside of the office, Debbie volunteers at numerous international aid organizations, enjoys running marathons and international travel.

She has a Bachelors of Business Administration from The George Washington University and is finalizing her Master's degree at The George Washington University in International Science and Technology Policy.

## **James L. Sullivan**

Jim Sullivan is the Executive Vice President-Market Development and Relationships at Project Lead The Way, the leading provider of STEM education services in the U.S. Prior to joining PLTW, he served as a Partner at Samaritan Development Group and SMB Investments. Samaritan Development Group is a developer of real estate projects in the Southeastern U.S. SMB Investments is a private equity firm which specializes in middle-market management buyouts nationally. For four years prior to joining Samaritan Development and forming SMB, Jim was the National Director of DataSite, Merrill Corporation's industry-leading virtual data room solution. During his tenure, DataSite's revenues grew at a compound annual rate exceeding 175%. Before joining Merrill, he spent 24 years in the investment banking industry, most recently as a Managing Director at Morgan Stanley, where he was a member of the New York Technology Group. Previously, Jim was a Managing Director at Hambrecht & Quist/Chase H&Q, where he was Co-Head of the East Coast Technology Group, a Managing Director in the Technology Group at Bear Stearns and a Managing Director at Salomon Brothers, where he founded the West Coast Technology Group.

Jim is a graduate of Dartmouth College and Stanford University's Graduate School of Business.

## *Richard Grimsley*



As Vice President of Programs for Project Lead The Way, Richard Grimsley oversees the engineering and biomedical sciences aspects of the organization from curriculum and professional development, to university partnerships. Grimsley has also served as a Regional Director, Director of University Initiatives, and Associate Vice President for Project Lead The Way, Inc.

Grimsley joined PLTW® in 2001 after a 14 year career in public education where he taught technology education at the middle and high school level in Texas, and served as the Director of Technology Education at the Texas Education Agency. He received a Bachelor's of Science in Construction Management in 1985 from West Texas A&M University, and a Masters of Education in Administration and Supervision in 1991 from the University of North Texas. He has completed course work toward a Ph. D. in technology management at Texas A&M University. Grimsley has a minor in school guidance counseling and is certified to teach technology education and business education. Prior to his career in public education, Grimsley worked in manufacturing and construction.

He has served on the Board of Directors for the Technology Student Association and the International Technology Education Association-Council of Supervisors. Also, Grimsley has received numerous state and national awards in technology education and has numerous articles published in the field of technology education.

### *EDUCATION:*

Graduate: Texas A&M University, College Station, Texas  
Hours toward Ph.D. in Technology Management, Enrolled January 1999

University of North Texas, Denton, Texas  
Master of Education, August 1994  
Major: Career & Technology Administration/Supervision  
Minor: Counseling

Undergraduate: West Texas A&M University, Canyon, Texas  
Bachelor of Science, December 1984  
Major: Construction Management  
Minor: Real Estate, Business and Art

Certifications: Technology Education 1989, Basic Business 1991

### *EXPERIENCE:*

2007-2009

Project Lead The Way, Inc.

Vice President of Programs

Oversight Responsibilities include:

- Biomedical Sciences Curriculum Development
- Engineering Curriculum Development
- Virtual Teacher Academy- Biomedical Sciences
- Virtual Teacher Academy- Engineering
- Professional Development- Biomedical Sciences
- Professional Development- Engineering
- University Partnerships- Biomedical Sciences
- University Partnerships- Engineering
- Engineering Pre-Service University Partnerships
- Curriculum Grant Related Activities

2005-2007

Project Lead The Way, Inc.

Associate Vice President of Programs

Oversight Responsibilities include:

- Engineering Curriculum Development
- Virtual Teacher Academy
- Professional Development
- University Partnerships
- Pre-Service University Partnerships
- STEM Career Cluster Leadership

2004-2005

Project Lead The Way, Inc.

Director of University Initiatives

Responsibilities include:

- University Partnerships
- Pre-Service University Partnerships
- PLTW Professional Development
- Master Teacher/Affiliate Professor Training
- STEM Career Cluster Leadership

2001-2004

Project Lead The Way, Inc.

Director of Southwestern & Western States

Responsibilities include:

- Service Leadership for Teachers, Counselors, Administrators and Career and Technology Directors
- Conference Planning

- Promoting PLTW

1995 – 2001

Texas Education Agency, Austin, Texas

Director of Technology Education

Division of Career and Technology Education

Responsibilities include:

- Conference Planning
- Curriculum and Resource Development
- Coordinate Texas TSA Activities
- Service Leadership for Teachers, Counselors, Administrators and Career and Technology Directors
- Monitor Contracts and Grants
- Process school district applications for the distribution of the Federal Carl Perkins funds
- Supervise Technology Education State Staff
- District Effectiveness and Compliance Monitoring
- Project Lead The Way (PLTW) State Leader

Texas Technology Student Association:

- National TSA Corporate Board Member for Texas, 1998-2003
- State Advisor, 1997–2003
- Assistant State Advisor, 1997
- Texas TSA Executive Director, 1995
- Conference Coordinator, 1995-2001

National Technology Student Association Inc.:

- Board President, 2001-02
- Officer Election Credentials Committee, 2001
- Board of Directors, 1999-2003
- Competitive Events Board, 1998-2003
- Competitive Events Coordinator, 1997-98

International Technology Education Association:

- Council of Supervisors, President, 2000-01
- Council of Supervisors Steering Committee, 1999-02
- Conference Planning Committee, 2000-03

Project Lead the Way (PLTW):

- Strategic Planning Committee, 2000-01
- National Advisory Board, 1999-00

1989 – 1995

Birdville ISD, Fort Worth, Texas

Technology Education Instructor – North Ridge Middle School

- Textbook Committee, 1990-91
- District Communications Committee, 1991-92

- District Site Based Management Team, 1993-94
- TEA Technology Education Curriculum Team, 1993-94
- Campus Computer Liaison, 1993-94
- Campus Site Based Management Team, 1994-95
- Leadership Birdville, 1994-95

1987 – 1989      Herman Miller Manufacturing, Grand Prairie, Texas  
 Position: Packaging Coordinator  
                     In charge of supervising packaging operations  
 Position: Panel Upholstery  
                     Upholstered Office Panels

1985 – 1987      Quality Decorating Center, Inc., Fort Worth, Texas  
 Position: Store Manager  
                     Responsible for overseeing all aspects of this floor covering  
 operation.

### ***PROFESSIONAL MEMBERSHIPS:***

Association of Secondary Curriculum Development (ASCD)  
 National Science Teachers Association (NSTA)  
 International Technology Education Association (ITEA)  
 National Association of State Directors of Career Technical Education  
 Consortium (NASDCTEc)  
 Mississippi Valley Technology Education Conference  
 ITEA Council of Supervisors (ITEA-CS)  
 ITEA Technology Education for Children Council (ITEA-TECC)  
 ITEA Council of Technology Teacher Education (ITEA-CTTE)  
 Association for Career and Technical Education (ACTE)  
 Epsilon Phi Tau (EPT)  
 Association of Texas Technology Education (ATTE)

### ***PROFESSIONAL RECOGNITION:***

ITEA Distinguished Technology Educator-2007  
 ATTE Executive Secretary's Award, 2001  
 ATTE Hall of Honor Award, 2001  
 Texas Council of Supervisors, Supervisor of the Year, 2001  
 East Texas TEA, Outstanding Service Award, 2000  
 ATTE, President's Award, 2000  
 ITEA, 1999 Leader to Watch  
 ATTE, President's Award, 1999  
 ITEA-CS, Outstanding State Supervisor Award, 1998  
 ATTE, Teacher Educator of the Year, 1998

ATTE, Distinguished Leadership Award, 1998  
NTTEA, Distinguished Leadership Award, 1998  
ATTE, President's Award, 1997  
NTTEA, Distinguished Service Award, 1997  
Texas TSA, Honorary Life Membership Award, 1997  
NTTEA/ATTE, Region 11 Teacher of the Year, 1994-95  
Leadership Birdville, 1994-95  
Birdville ISD, Golden Apple Teacher of the Year, 1993-94

### *PROFESSIONAL PUBLICATIONS:*

- American Society of Engineering Education (ASEE), Research of the PLTW Curricula, Pedagogy and Professional Development, Chicago, Illinois, June 2006
- 2000 Council on Technology Teacher Education (ITEA-CTTE) Yearbook Essay, "The Age of Virtual Reality," Glencoe McGraw-Hill
- TSA Curricular Resources Guide, High School Program 2000-2003, Contributing Author, Goodheart-Willcox
- TSA Curricular Resources Guide, Middle School Program 1999-2003, Contributing Author, TSA Inc.
- Numerous articles in state professional association journals, 1995-2003

# JOHN WESLEY HANSEN, PH.D.

## DISTINGUISHED TECHNOLOGY EDUCATOR

### CURRICULUM VITAE

Department of Human Resource Development and Technology  
College of Business and Technology  
University of Texas at Tyler  
[REDACTED]  
jhansen@uttyler.edu

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#### EDUCATION

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- Doctor of Philosophy**      **University of Minnesota**, St. Paul, MN, December 1993  
Major: Education  
Emphasis: Technical and Vocational Education  
Dissertation: *Differences in Cognitive Styles of Engineering, Industrial Technology, and Vocational Education Students*
- Diplôme**      **Institut de Formation des Cadres Pour le Developpement**, Brussels, Belgium, 1985-1986, "la plus grande distinction"  
Major: French
- Seminary Studies**      **North Park Theological Seminary**, Chicago, IL, 1984-1985  
Studies: Cross-cultural communications and missiology
- Master of Arts**      **California State University, Fresno**, Fresno, CA, 1984  
Major: Industrial Arts,  
Certification: Secondary Teaching Credential in Industrial Technology  
Thesis: *Improving the Combustion Efficiency of Cottonseed Oil in Diesel Engines*
- Bachelor of Arts**      **California State University, Fresno**, Fresno, CA, 1983, *magna cum laude*  
Major: Industrial Arts

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#### HONORS, AWARDS, AND RECOGNITIONS

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- *Award of Distinction*, International Technology Education Association, 2007
- *Prestigious Service Award*, Epsilon Pi Tau, 2007
- *Distinguished Technology Educator*, International Technology Education Association, 2004
- *Laureate Citation*, Epsilon Pi Tau, 2003
- *Leader to Watch*, International Technology Education Association, 2002
- *Distinguished Service Award*, North Texas Technology Education Association, 1998
- *Distinguished Service Award*, Association of Texas Technology Education, 1998
- *Technology Teacher Educator of the Year*, Texas Council of Technology Educators, 1996
- *College of Technology Outstanding Researcher*, University of Houston, 1995-1996
- *Outstanding Student in Teacher Education*, California State University, Fresno 1984
- *Outstanding Graduate Student*, California State University, Fresno 1984
- *Award for Outstanding Leadership*, Society of Automotive Engineers, Student Chapter, President, 1984

- *Who's Who Among Students in American Colleges and Universities*, 1984

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## AFFILIATIONS

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- American Society for Engineering Education
- Epsilon Pi Tau
- International Technology Education Association
- Mississippi Valley Technology Teacher Education Conference
- Council on Technology Teacher Education

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## EDUCATIONAL EXPERIENCE

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### THE UNIVERSITY OF TEXAS AT TYLER

COLLEGE OF BUSINESS AND TECHNOLOGY, **Professor** of Technology, 9/05 to present.

#### **Faculty Responsibilities**

- Courses taught: Fluid and Mechanical Systems, Introduction to Electronics, Project Management, Foundations of Distance Education, Introduction to 3D Design, Creativity and Human Resource Development, Theories of Learning in HRD, Multimedia-Based Instructional Design, Technology and Society.
- Chair, Undergraduate Curriculum Committee, 9/08 to present.

#### **Ingenuity Center, Executive Director**, 2005 to present

- Direct the staff members on the development of materials to support engineering and technology education in Texas.
- Affiliate Director for Project Lead The Way, 2005 to present.
- Affiliate Professor for Texas Project Lead The Way, Gateway to Technology, Introduction to Engineering Design, 2005 to present.
- Project Lead The Way Engineering Summer Training Institute - training for high school pre-engineering teachers.
- Technology Education Professional Development Conference – annual conference for Texas Technology Education teachers.

### UNIVERSITY OF HOUSTON

COLLEGE OF TECHNOLOGY, **Associate Dean**, 7/00 – 2/03, **Chair** Department of Information and Logistics Technology, 2/03 to 5/05.

- Executive leadership and management oversight for College degrees. Formulate and implement management policies and practices. Provide leadership of the academic advising center. Evaluated and maintained program quality, curriculum viability, and teaching excellence. Developed and monitored College and Department budgets. Managed faculty evaluations and workload analysis. Created and monitored institutional effectiveness plan. Promoted scholarship and graduate studies. Reviewed and monitored grants and contracts. Establish business procedures.

CENTER FOR TECHNOLOGY LITERACY, **Executive Director**, 2001 – 2005.

- Directed staff on the development of materials and programs for promoting technological literacy. Worked closely with the state department of education. Pursued external funding.
- Project Lead The Way Pre-Engineering Summer Training Institute - training for high school pre-engineering teachers: 2001 – 2004.
- Technology Education Professional Development Conference – annual conference for Texas Technology Education teachers.

DEPARTMENT OF INDUSTRIAL TECHNOLOGY, **Assistant/Associate Professor**, 1/94 – present. Promoted and tenured to Associate Professor in 1999.

- Taught courses in Principles of Technology, Production Systems, Manufacturing Systems, Robotics, Energy and Power Systems, Integrated Information Systems, Production and Service Operations, Industrial and Environmental Safety, Leading Change in the Workplace, Program Design and Management, Research in Occupational Technology, Computers in Training, Instructional Strategies for Technology-Based Courses.

### **CALIFORNIA STATE UNIVERSITY, FRESNO**

DEPARTMENT OF INDUSTRIAL TECHNOLOGY, **Lecturer**, 8/91 - 5/93

- Taught courses in microprocessors, industrial process control, food and fiber processing, industrial electronics, electricity, electric motors and controls, technical writing, and technology and society.

### **CHAPMAN UNIVERSITY**

NAVAL AIR STATION, Lemoore, California, **Lecturer**, 8/92 - 3/93

- Taught courses in electronic circuit analysis and engineering circuit analysis.

### **UNIVERSITY OF MINNESOTA**

DEPARTMENT OF VOCATIONAL AND TECHNICAL EDUCATION

DIVISION OF INDUSTRIAL EDUCATION, **Teaching Assistant**, 6/89 - 6/91

- Taught courses in industrial course construction, electricity, electronics, industrial power systems, and energy and power systems.

### **INSTITUT TECHNIQUE BOKELEALE**, Gemena, Zaire

**Principal/Professor**, 9/86 - 7/89

- Administered the personnel and finances of the school. Recruited, trained, and evaluated the educational personnel and staff. Prepared course schedules and faculty assignments. Designed, obtained financing, and supervised the construction of a technical laboratory. Taught courses in industrial electricity, industrial machines, electronics, and automation.

### **CALIFORNIA STATE UNIVERSITY, FRESNO**

DEPARTMENT OF INDUSTRIAL TECHNOLOGY, **Research Assistant**, 12/82 - 8/84

- Researched ethanol and vegetable oils as fuels in S.I. and C.I. engines. Installed, operated, and maintained computerized dynamometer equipment. Spearheaded computer acquisitions in the transportation laboratories. Organized donation of emission analysis equipment, valued at \$100,000.

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## **COURSE AND PROGRAM DEVELOPMENT AND/OR REVISION**

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The University of Texas at Tyler: BS in Technology: Emphasis in Technology, Innovation, and Design. Approved March 2006.

University of Houston: BS Technology Leadership and Supervision. Approved January 2003.

- *Coordinator*, Technology Leadership and Supervision program, Advisor for graduate and undergraduate students, 1996 to 2000.
- *Coordinator*, Occupational Technology and Industrial Studies Program, 1994 to 1996.
- *Faculty Advisor* for Technology Education Teachers, 1994 to present.
- Revision of the Occupational Technology and Industrial Studies major, 1994.
- Revision of the Industrial Supervision major, 1994 and 1999.
- Developed new curriculum for OCTE 4371 Technological Change in the Workplace.

- *Recruitment*, Aldine Independent School District, Technology Rally, September 1997.
- *Recruitment*, Professional Improvement Conference for Industrial Technology Education Teachers at the University of Houston, July 1996.
- *Representative*, Represented college at Houston Community College, Northline Campus, Transfer Fair November 1995
- Represented College of Technology, Fuhr High School, December 1995.
- *Chair*, M.S. thesis committee for Carolyn Sterling (1994), University of Houston.
- *Representative*, College of Technology at the Houston Community College Transfer Fair, November 1994.
- *Recruiting meeting*, Roger Simmons, Coordinator for Transportation Training, Northeast College, November 1994.
- *Recruiting meeting*, Don Clayton, Coordinator Diesel Technology, San Jacinto College North, October 1994.

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## **OTHER EVIDENCE OF SCHOLARSHIP OF TEACHING**

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### **Educational Consulting**

- “Advanced Technological Applications: Engineering byDesign Workshop” at the 70<sup>th</sup> International Technology Education Association Annual Conference, March 2009.
- Arkansas Project Lead The Way Counselor’s Conference, Arkansas Technical University, February 2009.
- Science and Space: Gateway to Technology, PLTW, Lockheed Martin, 2008.
- Gateway to Technology Curriculum Revision, Clifton Park, NY, 2008.
- “Advanced Design Applications: Engineering byDesign Workshop” at the 69<sup>th</sup> International Technology Education Association Annual Conference, March 2008.
- PLTW Summer Training Institute Evaluation, Clifton Park, NY, 2007.
- Engineering byDesign Curriculum Specialist, International Technology Education Association, 2007 to present.
- PLTW Summer Training Institute Master Teacher On-line Evaluation, Clifton Park, NY, 2006 to present.
- “Future Directions for the Department of Industrial Technology at California State University, Fresno.” September 2004.
- *Developer*, "Mechanical and Electrical Skills Training for Process Workers," Spreckles Sugar, Mendota, CA, October 1993 to January 1994.

### **Personal Professional Development Activities**

- “Grant Writer’s Workshop,” The University of Texas at Tyler, November 2008.
- “Technology Horizons in Distance Education,” International Adult and Continuing Education Hall of Fame, May 6, 2006.
- “Rethinking Workplace Learning in a Knowledge Economy,” International Adult and Continuing Education Hall of Fame, May 6, 2006.
- “The Probase Curriculum,” 67<sup>th</sup> International Technology Education Association Annual Conference and Exposition, April 2005.
- “Creating Engineering Design Focus for Technology Education,” 67<sup>th</sup> International Technology Education Association Annual Conference and Exposition, April 2005.
- “Success in Seeking National Science Foundation Funding,” 67<sup>th</sup> International Technology Education Association Annual Conference and Exposition, April 2005.
- “Training Students to use Innovative Practices.” 67<sup>th</sup> International Technology Education Association Annual Conference and Exposition, April 2005.

- “Design of Effective Faculty Activity Report Templates for Merit Raises and Promotions.” ASEE ETD/ETCC Engineering Technology Leadership Institute, October 2004.
- “Barriers in Recruiting and Retention of Faculty, Staff, and Students,” ASEE ETD/ETCC Engineering Technology Leadership Institute, October 2004.
- “The Digital Campus: Implementing a Laptop-Enhanced Teaching and Learning Environment.” National Association of Industrial Technology 37<sup>th</sup> Annual Convention, Louisville, KY, October 2004.
- “Competency-Based Electronic Portfolios.” National Association of Industrial Technology 37<sup>th</sup> Annual Convention, Louisville, KY, October 2004.
- “Accreditation, Industry Certifications, and Employer Expectations.” National Association of Industrial Technology 37<sup>th</sup> Annual Convention, Louisville, KY, October 2004.
- “Professional Growth for that “Technical Blue/Pink Collar Associate Degree Grad.” National Association of Industrial Technology 37<sup>th</sup> Annual Convention, Louisville, KY, October 2004.
- “Linking Industrial Practices to Technology Classrooms.” National Association of Industrial Technology 37<sup>th</sup> Annual Convention, Louisville, KY, October 2004.
- “Distinguishing the Discipline of Industrial Technology.” National Association of Industrial Technology 37<sup>th</sup> Annual Convention, Louisville, KY, October 2004.
- “Benchmarking Industrial Technology-Related Computer Technology Programs.” National Association of Industrial Technology 37<sup>th</sup> Annual Convention, Louisville, KY, October 2004.
- “Articulating AAS Degrees into a BS in Information and Computer Technology.” National Association of Industrial Technology 37<sup>th</sup> Annual Convention, Louisville, KY, October 2004.
- “Emerging Technology: Biotechnology Minor within Industrial Technology.” National Association of Industrial Technology 37<sup>th</sup> Annual Convention, Louisville, KY, October 2004.
- “Engineering Management Curriculum: New Linkage with Industry at BGSU.” National Association of Industrial Technology 37<sup>th</sup> Annual Convention, Louisville, KY, October 2004.
- “Closing the Loop: A Practical Model.” Assessment Institute, Indianapolis, IN, November 2003.
- “Development and Implementation of an Annual Performance Appraisal System.” Assessment Institute, Indianapolis, IN, November 2003.
- “Mapping Assessment to the Curriculum.” Assessment Institute, Indianapolis, IN, November 2003.
- “Learning in a Technology-Rich Environment: A Seminal Model of Assessment.” Assessment Institute, Indianapolis, IN, November 2003.
- “Accreditation and Assessment: An Approach for Institutional Self-Study.” Assessment Institute, Indianapolis, IN, November 2003.
- “Innovative Teaching Expo,” University of Houston, April 2001.
- “NSF Instructional Materials Development Initiatives,” 62<sup>nd</sup> ITEA Annual Conference and Exposition, April 6-8, 2000.
- “Technology Education Leadership Project,” 62<sup>nd</sup> ITEA Annual Conference and Exposition, April 6-8, 2000.
- “Designing Professional Development for Technology Teachers,” Post-conference workshop, 62<sup>nd</sup> ITEA Annual Conference and Exposition, April 6-8, 2000.
- “Design Techniques for Technology Education Majors,” 62<sup>nd</sup> ITEA Annual Conference and Exposition, April 6-8, 2000.
- “The Technology Education Learning Laboratory,” 61<sup>st</sup> ITEA Annual Conference and Exposition, March 28-30, 1999.
- “Multicultural Technology Transfer and Service Learning: Solar Ovens in Honduras,” 50<sup>th</sup> Annual Association of Texas Technology Education Conference February 24-26, 2000.
- “3-D Modeling for Design, Drafting, Graphics, and Technology Educators,” 50<sup>th</sup> Annual Association of Texas Technology Education Conference February 24-26, 2000.
- “Five Myths of the Role of Leadership in Organizational Change,” Jenkins Community Speaker Series, Graduate School of Social Work, University of Houston, January 25, 2000.

- "A Field-Based Teacher Education Recruitment Program," 61st ITEA Annual Conference and Exposition, March 28-30, 1999.
- "NSF Instructional Materials Development Initiatives," 61st ITEA Annual Conference and Exposition, March 28-30, 1999.
- "Web-Based Delivery of TE Graduate Courses," 61st ITEA Annual Conference and Exposition, March 28-30, 1999.
- "Electronic Modular Instruction at the College Level," 61st ITEA Annual Conference and Exposition, March 28-30, 1999.
- "Recruitment and Retention in Technology Teacher Education," 61st ITEA Annual Conference and Exposition, March 28-30, 1999.
- "Suggestions for University Course Offerings on the Standards for Technology Education," 61st ITEA Annual Conference and Exposition, March 28-30, 1999.
- 61st Annual Conference of the International Technology Education Association, Fort Worth, Texas, March 1998.
- Professional Improvement Conference for Technology Education Teachers at Corpus Christi, TX, 7/27-30/98.
- 1999 Centers for Educator Development, Winter Conference, Austin, TX, January 12-14, 1999.
- Mississippi Valley Technology Education Conference, invited guest, St Louis, MI, November 1999. Initiated into the conference.
- Mississippi Valley Technology Education Conference, invited guest, Chicago, IL, November 1998.
- Mississippi Valley Technology Education Conference, invited guest, Nashville, TN, November 1997.
- "The Scholarship of Teaching," Enron Teaching Excellence Symposium, University of Houston, April 1997.
- "Electronic Publishing: A Roundtable Discussion," Faculty Development Workshop, University of Houston, March 1997.
- "Electronic Whiteboard Demonstration," College of Technology, May 1997.
- "Teletechniques I" One week training for distance education, May 1996.
- "Instructional Television Training," University of Houston, November 1996.
- "Looking Good on Interactive Television" University of Houston, November 1996.
- "Teaching Technology Education via Distance Learning," International Technology Education Association 58th Annual Conference, Phoenix, AZ, March 1996.
- "Scholarship and Community: A Conference on Tenure Issues," University of Houston, October 1996.
- "Electronic Data Interchange," University of Houston, College of Technology, February 1996.
- "A Design Sequence for Technology Teacher Education," International Technology Education Association 58th Annual Conference, Phoenix, AZ, March 1996.
- "Using Program Assessment for Success," International Technology Education Association 58th Annual Conference, Phoenix, AZ, March 1996.
- "Collaboration between Elementary Schools and University Technology Faculty," American Vocational Association Conference at Cincinnati, OH, December 1996.
- "Sharpening Your Technical Skills," American Vocational Association Conference at Cincinnati, OH, December 1996.
- "Developing Technology Course Modules on the World Wide Web," American Vocational Association Conference at Cincinnati, OH, December 1996.
- "First Annual Standards-Based Reform Conference: Moving the Agenda Forward," National Center for Education and the Economy, San Antonio, TX, August 1996.
- "Owning the Questions: Science and Technology Framework," International Technology Education Association 58th Annual Conference, Phoenix, AZ, March 1996.

- "Technology Education Outcomes: Development and Implementation," American Vocational Association Conference at Cincinnati, OH, December 1996.
- "Technology for All Americans," Consensus workshop, NASA, August 1995.
- "Implementing Tech-Prep in Technology Education Programs," International Technology Education Association 57th Annual Conference, Nashville, TN, March 1995.
- "Professional Needs and In-Service Priorities for Technology Teachers in Virginia," International Technology Education Association 57th Annual Conference, Nashville, TN, March 1995.
- "Energy Issues Related to Municipal Solid Waste Disposal: A Historical Perspective" Energy Laboratory and ISSO Seminar, March 1995.
- Focus Group, Triangle Coalition for Science and Technology Education, Houston, TX, May 1995.
- "Technology Teacher Education Renewal Workshop," International Technology Education Association 57th Annual Conference, Nashville, TN, March 1995.
- "Women in Technology Education," International Technology Education Association 57th Annual Conference, Nashville, TN, March 1995.
- "Recruitment in Teacher Education Programs," International Technology Education Association 57th Annual Conference, Nashville, TN, March 1995.
- "Faculty and Staff Development," International Technology Education Association 57th Annual Conference, Nashville, TN, March 1995.
- "Alternative Energy Vehicle Competition for Technology Education," International Technology Education Association 57th Annual Conference, Nashville, TN, March 1995.
- "Crossfire: Best Practices in Technology Education," International Technology Education Association 57th Annual Conference, Nashville, TN, March 1995.
- "The Impact of Modular Equipment and Vendors in Establishing the Direction of Curriculum in Technology Education," AVA seminar, December 1994.
- "An Assessment of the Principles of Technology Courses in Pennsylvania," AVA seminar, December 1994.
- "A Comparison of Secondary and Postsecondary School Teachers' and Administrators' Attitudes towards Tech Prep Programs," AVA seminar, December 1994.
- "Curriculum Alignment," Seminar presented by the Texas Education Agency, October 1994.
- "Non-Servo Robotics, Programmable Controllers, and Manufacturing Work Cells," 36 hours of instruction, Amatrol, May 1994.
- "The Basics of Hazardous Materials Management," American Management Association training seminar, July 1994.
- "Differences in Problem Solving Styles between Engineers, Liberal Arts and Technology Students," AVA seminar, December 1994.
- "The Study of Cognitive Style, Spatial Ability and Computer Assisted Learning on Achievement of [sic] Engineering Drawing," AVA seminar, December 1994.
- "Writing for the Journal of Industrial Teacher Education," AVA seminar, December 1994.
- "Are Automation Software 'Packages' Obsolete," seminar at the Allen-Bradley Automation Fair, November 1994.
- "Microsoft in Manufacturing: Tools for Building Factory Systems," seminar at the Allen-Bradley Automation Fair, November 1994.
- "Human Voice System Integration: How to get the Most Out of an Audio MMI," seminar at the Allen-Bradley Automation Fair, November 1994.
- "Topics on Machine Vision," seminar at the Allen-Bradley Automation Fair, November 1994.
- "Perspectives on Understanding Teaching Excellence," Enron Excellence in Teaching Program, University of Houston, April 1994.
- "Quality Teaching of a Diverse Student Population," California State University, Fresno, April 1993.

- "Improving Instruction in Required Writing Courses," California State University, Fresno, Fall 1991 and Spring 1992.
- Teacher Educator Workshop - utilization of computerized instructional design software (Vogler Lessonbuilder/Exambuilder) in the Minnesota State Technical College System, University of Minnesota, May 1991.

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## SCHOLARLY AND CREATIVE PRODUCTS

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### Articles and Proceedings

- \* Hansen, J.W. (2007). "Creativity and Innovation: Core Capabilities for 6 – 12 Engineering Teachers." Proceedings of the 2007 American Society for Engineering Education, Honolulu, HI, June 2007.
  - \* Newberry, P., Grimsley, T.R., Hansen, J. & Spence, A. (2006). "Research of Project Lead The Way (PLTW) curricula, pedagogy, and professional development: Activities Regarding Increasing Engineering And Technological Literacy Of K-12 Students In The PLTW Network." Proceedings of the 2006 American Society for Engineering Education, Chicago, IL, June 2006.
  - \* Hansen, J.W. (2006). Training design: Scenarios of the future. In C. Allen (Ed.) ADDIE Training System Revisited, *Advances in Developing Human Resources*, 8(4).
- Hansen, J.W. (2005). The Ingenuity Imperative. *The Journal of Technology Studies*, 31(1), 7-12. Invited paper.
- \* Danielson, S., Hall Jr, T. M., & Hansen, J (2005). Engineering Technology Department Leadership. Proceedings of the 2005 American Society for Engineering Education Annual Conference & Exposition, American Society for Engineering Education 2005 Annual Conference.
  - \* Hansen, J.W. (2005). *Pre-Engineering Education and the STEM Career Expressway*. American Society for Engineering Education-GSW 2005 Annual Conference, Corpus Christi, TX.
  - \* Hansen, J.W. (2004). Technological Literacy as an Intangible Asset: The Value of Technological Literacy. Third Biennial Conference on Research in Technology Education. Griffith University, Australia.
  - \* Hansen, J.W (2004). Developing Technology Teachers: Questioning the Industrial Tool Use Model. *Journal of Technology Education* 15(2), 20-28.
- Hansen, J.W. (2004). What is Technologically Literate? *Texas Lone Star* 22(4). Texas Association of School Boards.
- \* Hansen, J.W. (2003). To Change Perceptions of Technology Programs. *The Journal of Technology Studies*, 29(2).
  - \* Hansen, J.W. (2001). Parables of Technological Literacy. *Journal of Engineering Technology*, 17(2), 29 – 31.
- Hansen, J.W. (2001). Lessons from Star Trek: Examining the Social Values Embedded in Technological Programs. (Guest Editorial) *The Journal of Technology Studies*, 26(2), 2 – 8.
- O'Neil, S.L. & Hansen, J.W. (2001). Productivity. In *Encyclopedia of Business and Finance* (Ed. B.S. Kaliski). Macmillan Reference USA: NY.

Hansen, J.W., & Grimsley, R (1998). Elementary Technology Education: Texas Essential Knowledge and Skills. *Association of Texas Technology Education Journal*, 41(2), 21 - 22.

\* Hansen, J.W. (1997). Cognitive Styles and Technology-Based Education. *Journal of Technology Studies*, 23(1), 14 - 23.

Hansen, J.W. (1997). Technology Education in Texas' Future. *Association of Texas Technology Education Journal*, 41(1), 8 - 10.

Hansen, J.W. (1996). Texas Industrial Technology Education's Basic Understandings. *Association of Texas Technology Education Journal*, 39(3), 12 - 14.

\* Hansen, J.W. (1995). Student Cognitive Styles in Postsecondary Technology Programs. *Journal of Technology Education*, 6(2), 19 - 33.

\* Refereed

### **Representative Works**

**Introduction:** The Technology Education 7-12 Technology Education State Standards, Instructional Support CD-ROMs, Technology Education video, and the [www.texastechnology.com](http://www.texastechnology.com) website provide the supporting structure and resources for implementing the Texas Technology Education Essential Knowledge and Skills. The CD-ROMs and website contains the instructional materials to support the 25 Technology Education courses taught in Texas. The instructional resources contain the essential concepts and supporting activities Technology Education teachers must include in their instruction. Dr. Hansen developed the course frameworks and directed the writing of the materials and edited the final materials. The entire project, including the dissemination of the CD-ROM to 2,100 Texas Technology Education teachers, was conceptualized and directed by Dr. Hansen.

Hansen, J.W. (Ed.) (1997-2004). [www.texastechnology.com](http://www.texastechnology.com). Texas Technology Education Portal. Texas Education Agency.

Hansen, J.W. (Ed.) (2003). *Technology Education Instructional Support CD-ROM*. (Version 4) Texas Education Agency.

Hansen, J.W. (Ed.) (2002). *Technology Education Instructional Support CD-ROM*. (Version 3) Texas Education Agency.

Hansen, J.W. (Ed.) (1999). *Technology Education Instructional Support CD-ROM*. (Version 2) Texas Education Agency.

The course materials edited by Dr. Hansen on this CD-ROM include:

- Technology Education Safety Guide
- The Water Cycle: A Paper Engineering Project (2<sup>nd</sup> Grade)
- Mechanized Puppets (3<sup>rd</sup> Grade)
- The Biographical Hotel (4<sup>th</sup> Grade)
- The Wind Wagon Project (5<sup>th</sup> Grade)
- Architectural Construction (10 activities)
- Architectural Graphics (10 activities)
- Communication Graphics (10 activities)
- Electricity/Electronics Technology (9 activities)
- Energy, Power, and Transportation (14 activities)

- Engineering Graphics (4 activities)
- Manufacturing Technology (16 activities)
- Exploring Communications (9 activities)
- Exploring Energy, Power, and Transportation (7 activities)

Hansen, J.W. (Ed.) (1998). *Technology Education Instructional Support CD-ROM (Version 1)*. Texas Education Agency.

The course materials edited by Dr. Hansen on this CD-ROM include:

- Technology Education
- Exploring Computer Applications
- Exploring Construction Technology
- Technology Systems
- Engineering Principles
- Bio-related Technology
- Communication Systems
- Computer Applications
- Construction Systems
- Manufacturing Systems
- Computer Multimedia and Animation Technology
- Research Design and Development
- Problems and Solutions in Technology

Hansen, J.W. (1997). (Executive Producer, video). *Technology Education: Essential Knowledge and Skills for the 21st Century*. Texas Education Agency. (Available on request.)

Hansen, J.W. (1997). (Ed.) *Texas K-12 Technology Education Standards*. Texas Education Agency.

### **Technical Reports**

*Vegetable Oils as Substitute Fuel in Diesel Engines*, Hooper, D., Hansen, J.W., Loscutoff, W.V., & Aldrich, L.A., San Joaquin Valley Unified Air Pollution Control District, January 1985.

### **Patents**

Herd, B. and Hansen, J.W. (1985). 4,663,090 U.S. Patent. *Fuel control system for a carburetor*.

### **Research Center Creation**

Hansen, J.W. (Executive Director). The Ingenuity Center. The University of Texas at Tyler.

Hansen, J.W. (Executive Director.) Center for Technology Literacy. University of Houston

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## **FUNDED GRANTS AND CONTRACTS**

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Hansen, J.W. Principal Investigator, "Project Lead The Way," Texas Education Agency, Budget \$250,000, September 2008 through August 2009.

Hansen, J.W. Principal Investigator, "Project Lead The Way," Texas Education Agency, Budget \$200,000, September 2007 through August 2008.

Hansen, J.W. Principal Investigator, "Professional Development for Technology Education," Texas Education Agency, Budget \$65,000, July 2006 through August 2007.

Hansen, J.W., Principal Investigator, "Educational Excellence for Technology Education," Texas Education Agency, Budget \$325,000, 2006 through August 2007.

Hansen, J.W. Principal Investigator, "Project Lead The Way," Texas Education Agency, Budget \$308,000, September 2006 through August 2007.

Hansen, J.W. Principal Investigator, "Project Lead The Way," Texas Education Agency, Budget \$200,000, September 2005 through August 2006.

Hansen, J.W. Principal Investigator, "Professional Development for Technology Education," Texas Education Agency, Budget \$65,000, January 2005 through June 2006.

Hansen, J.W., Principal Investigator, "Educational Excellence for Technology Education," Texas Education Agency, Budget \$325,000, January 2005 through June 2006.

Hansen, J.W. Principal Investigator, "Project Lead The Way," Texas Education Agency, Budget \$200,000, September 2004 through August 2005.

Hansen, J.W. Principal Investigator, "Project Lead The Way," Texas Education Agency, Budget \$200,000, March 2004 through August 2004.

Hansen, J.W., Principal Investigator, "Technology Education Essential Knowledge and Skills Instructional Support System," Texas Education Agency, Budget \$290,000, September 2003 through December 2004.

Hansen, J.W., Principal Investigator, "Technology Education Essential Knowledge and Skills Instructional Support System," Texas Education Agency, Budget \$235,000, September 2002 through August 2003.

Hansen, J.W., Principal Investigator, "Technology Education Essential Knowledge and Skills Instructional Support System," Texas Education Agency, Budget \$235,000, September 2001 through August 2002.

Hansen, J.W., Principal Investigator, "Technology Education Essential Knowledge and Skills Instructional Support System," Texas Education Agency, Budget \$230,000, September 2000 through August 2001.

Hansen, J.W., Principal Investigator, "Technology Education Essential Knowledge and Skills Instructional Support System," Texas Education Agency, Budget \$205,000, September 1999 through August 2000. Amended March 2000, Budget \$230,000.

Hansen, J.W., Principal Investigator, "Technology Education Instructional Resource Development and Dissemination," Texas Education Agency, Budget \$200,428, September 1998 through August 1999.

Hansen, J.W., Principal Investigator, "Technology Education Instructional Resource Development and Dissemination," Texas Education Agency, Budget \$200,519, September 1997 through August 1998.

Hansen, J.W., Principal Investigator, "Curriculum Frameworks: Development of Content and Performance Standards for Industrial Technology," Texas Education Agency, Budget \$176,013, July 1996 through August 1997.

Hansen, J.W., Principal Investigator, "Curriculum Frameworks: Development of Content and Performance Standards for Industrial Technology," Texas Education Agency, Budget \$150,677, September 1995 through June 1996.

Hansen, J.W., Principal Investigator, & Tesoro, F., "Curriculum Frameworks: Development of Content and Performance Standards for Industrial Technology," Texas Education Agency, Budget \$149,765, July 1994 through August 1995.

Hansen, J.W., Principal Investigator, "The Effect of Combustion Catalysts on Reducing Injector Nozzle Coking in Vegetable Oil-Fueled Diesel Engines," Office of Sponsored Programs, University of Houston, Budget \$2,000, April 1994.

Luscotoff, W., Principal Investigator & Hansen, J.W. Co-Principal Investigator, "Waste Vegetable Oil as Substitute Fuel in Mobile Diesel Engines," San Joaquin Valley Unified Air Pollution Control District, Budget \$119,783, September 1993.

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## **Un-funded Research Proposals**

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Hansen, J.W., Principal Investigator, "Educational Excellence for STEM. Manufacturing and Construction/Architecture," Texas Education Agency, Submitted June 2007, Budget \$325,000.

Hansen, J.W. (2004). "Chart Your STEM Future with GIS," National Science Foundation, November 2004, Budget \$1,197,038. Preproposal recommended for full proposal submission

Hansen, J.W. (2003). Technology Forecasting and Assessment Curriculum Development Grant. Proctor and Gamble. Budget: \$150,000.

Hansen, J.W. (2003). "Technology in the Community Edge," National Science Foundation, August 2003, Budget \$1,019,719. Preproposal.

Hansen, J.W. (2003). "Technology in the Community Edge," National Science Foundation, February 2003, Budget \$888,184. Recommended for funding, if funding was available.

Hansen, J.W. (2000). "Teacher Shortage Initiative," State Board for Educator Certification, September 2000, Budget \$162,800.

Hansen, J.W. (1999) "The Dimensions of Technological Literacy," National Science Foundation, April 1999, Budget \$1,879,727. Preproposal.

Willis, C. and Hansen, J. W. "Applying Information Technology Tools to the Engineering Technology Course Design, Revision, and Instructional Delivery Process." National Science Foundation, Budget \$432,507.

Hansen, J.W., Principal Investigator, "Hazardous Materials Management Competencies and Skills for Supervisory Personnel." Environmental Institute of Houston, Budget \$13,186.

Hansen, J.W., Principal Investigator, "A Model for Enhancing Technology Education Instruction." National Science Foundation, Instrumentation and Lab Improvement, Fall 1994, Budget \$203,840.

Hansen, J.W., Improving Student Retention via Learning Style Awareness," University of Houston Retention Grant, December 1994.

Hansen, J.W., Principal Investigator, "The Effect of Cetane Improvers on Injector Nozzle Coking and Exhaust Emissions in Vegetable Oil-Fueled Diesel Engines." Energy Laboratory, Fall 1994, Budget \$21,000.

Hansen, J.W., Principal Investigator, "Improving Student Retention via Learning Style Awareness," UH Student Retention Grant Program/Cullen Ownership Plan, Fall 1994, Budget \$32,896.

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## PRESENTATIONS

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### Invited Presentations

- "Roles and Responsibilities of Affiliate Universities." Northwestern State University, Natchitoches, LA, May 2008.
- "Texas Project Lead The Way," Regional Aerospace Cluster Meeting, Arlington, TX, March 2008.
- "Project Lead The Way," 4 X 4 Science Symposium, Rice University, January 26, 2008.
- "PLTW Summer Training Institute: Evaluation Results." PLTW Affiliate Directors Conference, Charleston, NC, October 2007.
- "Career and Technical Education: The Next Generation." Career and Technical Education Pre-service, Arlington Public Schools, Arlington, VA, August 29, 2007.
- "Technology Education: The Next Generation." Southwest Technology Education Conference, Raleigh, NC, November 2007.
- "Pleasure by Design: The Search to Solve, Create, and Design" 93<sup>rd</sup> Conference Mississippi Valley Technology Education Conference, Nashville, TN, November 2006.
- "The Ingenuity Imperative." Maryland Technology Education Institute. Baltimore, MD June 23, 2006.
- "The Ingenuity Imperative: Preparing Students for Lifelong Success." Texas Association of School Boards, San Antonio, TX, June 10, 2006.
- "The Ingenuity Edge." Edge 2006 Texas State Technical College, Stillwater, TX, August 24, 2006.
- "Defining Creativity in Technology." Edge 2006 Texas State Technical College, Stillwater, TX, August 24, 2006.
- "Valuing Technological Literacy" 90th Mississippi Valley Technology Education Conference, Nashville, TN, November 2003.
- "Issues in Leadership and Administration," 87th Mississippi Valley Technology Education Conference, Nashville, TN, November 2000.

### Presentations

- "The Innovation Generation." Texas Open Source Career and Technical Education Administrator's Conference, Houston, TX, February 2009.
- "The Innovation Generation." Texas Project Lead The Way Counselor's and Administrator's Conference, San Austin, TX, November 2008.
- Project Lead The Way Summer Training Evaluation Report to the Affiliate Directors, Phoenix, AZ, October 2008.
- "Master to Maestro." PLTW Master Teacher Training, Rochester, NY, April 2008.
- "Beyond the Agreement Box." Texas Project Lead The Way Counselor's and Administrator's Conference, San Antonio, TX, March 2008.
- "Partnership Teams." Texas Project Lead The Way Counselor's and Administrator's Conference, San Antonio, TX, March 2008.
- "Texas Project Lead The Way." Dallas/Ft. Worth Aerospace Industry Cluster, March 2008.
- "The Innovation Generation." Texas Project Lead The Way Counselor's and Administrator's Conference, San Antonio, TX, March 2008.
- "Building Partnerships to Improve Achievement in STEM Courses." Education Open Source 2008, Austin, TX, January 29-31, 2008.

- “Technology and Technical Education: The Next Generation.” STEM and Manufacturing Professional Development Conference, San Antonio, TX, July 2007.
- “Creativity and Innovation: Core Capabilities for 6 – 12 Engineering Teachers.” Proceedings of the 2007 American Society for Engineering Education, Honolulu, HI, June 2007.
- “Good to Great: Making the Leap.” PLTW Master Teacher Training, Rochester, NY, April 2007.
- “3D Printing Causes High Levels of Creativity in the Classroom.” With Shelly D. Tornquist. International Conference on Design Principles and Practices, London, England, January 2007.
- “Texas STEM Pathways: Rigor and Flexibility.” With Shelly D. Montgomery. National Tech Prep Network Conference, Dallas, TX November 2006.
- “Research of Project Lead The Way (PLTW) curricula, pedagogy, and professional development: Activities Regarding Increasing Engineering And Technological Literacy Of K-12 Students In The PLTW Network,.” Newberry, P., Grimsley, T.R., Hansen, J. & Spence, A. (2006). 2006 American Society for Engineering Education, Chicago, IL, June 2006.
- “The Ingenuity Imperative: Preparing Students for a Lifetime of Success.” Southwest Regional P-16 Conference, Austin, TX, April 2006.
- “Technological Dehumanization: Remember the Tinman.” With Shelly D. Montgomery. 68th Annual International Technology Education Association Conference, Baltimore, MD, March 2006.
- “Project Lead The Way: The Teacher’s Perceptions.” 2005 Technology Education Professional Development Conference, Corpus Christi, Texas, July 2005.
- “Warning: 3D Printing Causes High Levels of Creativity in the Classroom.” With Shelly D. Montgomery. 2005 Technology Education Professional Development Conference, Corpus Christi, Texas, July 2005.
- “Project Lead The Way: Examining Teachers’ Perceptions and Interactions of a Pre-Engineering Curriculum with Middle & High School Students.” Society for Information Technology and Teacher Education 16<sup>th</sup> International Conference, Phoenix, AZ. Co-presenter with. Gallagher, M. and Hansen, J. (2005).
- “Technological Literacy as an Intangible Asset: The Value of Technological Literacy.” Third Biennial Conference on Research in Technology Education. Griffith University, Australia, December 2004.
- “ReEngineering Engineering Technology for Administrators: Developing Engineering Technology Education Leaders.” Co-Presenter with Tom Hall and Scott Danielson. Engineering Technology Leadership Institute, October 2004.
- “Production Systems Management: Beyond Chip Making.” 2004 Technology Education Professional Development Conference, Corpus Christi, Texas, July 2004.
- “If I only had a Heart: Exploring the Dehumanizing Effects of Technology.” 2004 Technology Education Professional Development Conference, Corpus Christi, Texas, July 2004.
- “Interactions of Decision Making Units, Processes, and Knowledge.” 66th Annual International Technology Education Association Conference, Albuquerque, NM, March 2004.
- “Pre-Engineering Education: A Professional Development Collaboration.” With Moore, J, and Montgomery, S. 66th Annual International Technology Education Association Conference, Albuquerque, NM, March 2004.
- “Technology Folk Art: Gadgetry, Ingenuity, and Decision Making.” With Attarzadeh, F. 66th Annual International Technology Education Association Conference, Albuquerque, NM, March 2004.
- “The Pillars of Technological Literacy.” 65th Annual International Technology Education Association Conference, Nashville, TN, March 2003.
- “Consortium for Advancing Scholarship in Technology.” Research Frontiers in Engineering Technology, League City, TX, November 2002.
- “What is Technology Literacy?” Videotape presentation for T-Star Network. Texas Education Agency, November 2002.
- “Professional Development for Pre-engineering Teachers,” presented at the 2002 Governor’s Conference on Science, Technology, and Mathematics Education, Austin, TX, November 2002.

- “The Latest on Career and Technology Education in Texas Schools,” Batchelor, K. and Hansen, J.W., presented at the 2002 Governor’s Conference on Science, Technology, and Mathematics Education, Austin, TX, November 2002.
- “Standards Based Curriculum Development,” presented at the 63<sup>rd</sup> Annual International Technology Education Association Conference, Atlanta, GA, March 2001.
- “Encouraging and Enabling Technological Literacy,” Gulf Coast School to Careers Conference, Corpus Christi, Texas, November 2000.
- “Parables of Technological Literacy,” presented at the 2000 Technology Education Professional Improvement Conference, San Antonio, Texas, July 2000.
- “Grant Writing,” presented at the 2000 Technology Education Professional Improvement Conference, San Antonio, Texas.
- “TTEA Standards Overview,” presented at the 2000 Technology Education Professional Improvement Conference, San Antonio, Texas, July 2000.
- "Professional Development for Technology Educators," Gulf Coast Career and Technology Administrators Association, February 10, 2000.
- "The Need for Formal Education in Human Resource Management" Houston Human Resource Management Association, December 8, 1999.
- "Information Technology and Your Staff" presented at the 6th Annual Training and Networking Conference, Power Tools for Nonprofits, November 1999.
- "Technology Education Resource Materials" TEKS/WECM Coherent Sequence Workshop, sponsored by Gulf Coast Education that Works, June 4, 1999.
- "Technology Foundations of the Future" 1999 Annual Conference of the Association of Texas Technology Education, February 25-27, 1999.
- “Promoting Technology Education,” presented at the 60<sup>th</sup> Annual Conference of the International Technology Education Association, Fort Worth, Texas, March 1998.
- “Technology Education: Essential Knowledge and Skills,” presented at the Annual Conference of the American Vocational Association, Las Vegas, Nevada, December 1997.
- “Problem-Solving Strategies,” presented at the Texas Technology Education Professional Improvement Conference, July 1997.
- “Principles of Engineering – A Course Outline,” presented at the Texas Technology Education Professional Improvement Conference, July 1997.
- “Texas Industrial Technology Curriculum Revision” presented at the 46th Annual Conference of the Association of Texas Technology Education, February 1996.
- "The Future of Technology Education in Texas." Second general session at the 46th Annual Conference of the Association of the Texas Technology Education, February 1996.
- “Industrial Technology Education Curriculum Update” presented at the Professional Improvement Conference for Industrial Technology Education Teachers at the University of Houston, July 1996.
- "Simulating the Factory Floor," National Science Foundation Summer Workshop Series, University of Houston, College of Technology, July 1995.
- “Manufacturer’s Expectations of Technical Competencies of Graduates,” University of Houston, College of Technology, November 1995.
- “Industrial Technology Curriculum Development,” Professional Improvement Conference for Trade and Industrial and Industrial Technology Teachers, Houston, TX, July 1995.
- "Cognitive Styles and Technology-Based Education: Implications for Instructional Design," presented at the 1994 Annual Conference of the American Vocational Association, Technology Education Division.
- "Cognitive Styles and Technology-Based Education: Implications for Instruction," presented at the College of Technology, University of Houston, March 1994.
- "A Comparison of Ethanol and Gasoline Fueled Engines," University of California, Davis, April 1984.

- "Superflow System-Dynamometer Engine Test Cell, Multifuel Analysis," Multifuel Engine Research Project, California Agricultural Technology Institute, 1984.

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## CONFERENCE/INSTITUTE LEADERSHIP, ORGANIZATION, AND HOSTING

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### Research Conferences

Gupta, U.G. & Hansen, J.W. (2002). *Research Frontiers in Engineering Technology*, League City, TX.

### Educational Conferences

- *Chair*, Project Lead The Way Summer Training Institute, The University of Texas at Tyler, June 2008 and July 2008.
- *Chair*, PLTW Counselor's and Administrator's Conference, Austin, TX, November 2008.
- *Chair*, PLTW Counselor's and Administrator's Conference, San Antonio, TX, March 2008.
- *Chair*, Project Lead The Way Summer Training Institute, The University of Texas at Tyler, June 2007 and July 2007.
- *Chair*, PLTW Counselor's and Administrator's Conference, Arlington, TX, March 2007.
- *Conference Chair*, STEM and Manufacturing Professional Development Conference, Arlington, TX, July 2007.
- *Chair*, Project Lead The Way Summer Training Institute, The University of Texas at Tyler, June 2006.
- *Chair*, PLTW Counselor's and Administrator's Conference, Houston, TX, March 2006.
- *Conference Chair*, Technology Education Professional Development Conference, San Antonio, TX, July 2006.
- *Chair*, Project Lead The Way Summer Training Institute, University of Houston, June 2005.
- *Chair*, PLTW Counselor's and Administrator's Conference, Austin, TX, March 2005.
- *Conference Chair*, Technology Education Professional Development Conference, Corpus Christi, TX, July 2005.
- *Chair*, Project Lead The Way Summer Training Institute, University of Houston, June 2004.
- *Chair*, PLTW Counselor's and Administrator's Conference, Arlington, TX, March 2004.
- *Conference Chair*, Technology Education Professional Development Conference, Corpus Christi, TX, July 2004.
- *Chair*, Project Lead The Way Summer Training Institute, University of Houston, June 2003.
- *Conference Chair*, Technology Education Professional Development Conference, Houston, TX, July 2003.
- *Chair*, Project Lead The Way Summer Training Institute, University of Houston, June 2002.
- *Conference Chair*, Technology Education Professional Development Conference, Houston, TX, July 2002.
- *Chair*, Project Lead The Way Summer Training Institute, University of Houston, June 2001.
- *Conference Chair*, Technology Education Professional Development Conference, Corpus Christi, TX, July 2001.
- *Conference Chair*, Technology Education Professional Development Conference, Corpus Christi, TX, July 2000.
- *Conference Chair*, Technology Education Professional Development Conference, Fort Worth, TX, July 1999.
- *Conference Chair*, Technology Education Professional Development Conference, San Antonio, TX, July 1998.
- *Conference Chair*, Technology Education Professional Development Conference, Corpus Christi, TX, July 1997.
- *Conference Chair*, Technology Education Professional Development Conference, Corpus Christi, TX, July 1996.
- *Conference Chair*, Technology Education Professional Development Conference, Houston, TX, July 1995.

- *Host and Sponsor*, FIRST LEGO League Robotics Competition, World Space Congress: Houston, October 2002.

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## SERVICE TO THE DEPARTMENT, COLLEGE, AND UNIVERSITY

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- *Member*: Undergraduate Curriculum Committee, The University of Texas at Tyler, 2007 to present.
- *Co-Director/Member*: East Texas STEM Center, The University of Texas at Tyler, 2007 to present.
- *Speaker*: Caddo Mills High School Career Day, Caddo Mills, TX, September 21, 2007.
- *Member*: UT Tyler College of Education and Psychology Advisory Board, 2007.
- *Member*: Tyler High School PLTW Advisory Board, 2007
- *Sponsor*: Campus Colloquium for Scenario Planning in Organizations: Practice, Theory, and Research, October 2006.
- Recruitment for Technology Leadership and Supervision degree, at San Jacinto College, Central. September 2004.
- Recruitment for Technology Leadership and Supervision degree, at Cy-Fair College, September 2004.
- Recruitment for Technology Leadership and Supervision degree, at College of the Mainland, August 2004.
- Recruitment for Technology Leadership and Supervision degree, at Lee College, July 2004.
- *“Engineering Technology Extension Project in Trinidad and Tobago,”* Budget \$637,560. Created three-year agreement between the Trinidad and Tobago Institute of Technology and the University of Houston to offer electrical and mechanical engineering technology degrees in Trinidad.
- *Member*, University of Houston Homeland Security Committee, 2003 to 2005.
- *Member*, Task Force on Academic Honesty Policy, University of Houston, February 2001 through March 2002.
- *Advisory member*, Texas Learning and Computation Center, 2002 to 2005
- *Member*, University Scholars Program, University of Houston, 2000 to 2004.
- *Chair*, Ad hoc Committee on Faculty Workload for the College of Technology, 1999 - 2000.
- *Chair*, ITEC Policy Committee, 1999 - 2000.
- *Member*, Equipment and Facilities Committee 1999 - 2001.
- *Faculty Chair*, College of Technology, Fall 1998 to Spring 1999.
- *Planning Committee*, Think Tank for Kids and Comp-U-Kids, 1997.
- *Member*, Advisory Board, University of Houston Charter School of Technology, 1997.
- *Member*, Provost’s Task Force on the University of Houston Charter School of Technology, 1996.
- *Member*, Applied Technology Charter School Steering Committee, 1996.
- *Member*, University of Houston Chemical Safety Committee, 1995 to 1999.
- *Industrial Technology Representative*, Dean’s Faculty Advisory Committee, 1994 to 1998.
- *Member*, Instructional Support Network committee, University of Houston, College of Technology, 1994 to 1996.
- *Member*, Library Acquisitions Committee, 1995 to 1996.
- *Organizer*, Dean's Seminar Series, University of Houston, College of Technology, 1994.
- *Reader*, Writing Proficiency Exam, October 20, 1995.
- *Member*, M.S. thesis committees for G. McKean (Industrial Technology, 1992-93) and G. Okawa (Industrial Arts, 1992), California State University, Fresno.
- *Chair*, Senior problems for L. Natarnicola (1992), A. Muhar (1992), E. Jones (1993), W. Jarred (1993), E. Mach (1993), California State University, Fresno.
- *Reader*, Senior problems for A. Case (1992), R. Wilson (1992), C. Berthelot (1993), California State University, Fresno.

- *Student Advisor*, Undergraduate advising of students at California State University, Fresno, 1991-1993.
- *Faculty Advisor*, Future Farmers of America Field Day-Small Engines Competition, California State University, Fresno, Spring 1993.

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## SERVICE TO THE PROFESSION/ACADEMIC DISCIPLINE

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- *Speaker*: Spring Branch Independent School District Project Lead The Way Advancement Committee, Houston, TX, April 2008.
- *Observer*: STEM Cluster Texas Essential Knowledge and Skills Revision, Austin, TX, April 2008.
- *Presenter*: E3 Alliance, Texas Project Lead The Way, Austin, TX, March 2008.
- *Member*: Engineering 4 X 4 Science Course TEKS Writing Committee, Texas Education Agency, 2007 – present.
- *Chair*: Continuing Education Committee for the 69<sup>th</sup> International Technology Education Association Annual Conference, San Antonio, TX, March 2007.
- *Member*: AchieveTexas Development Board, Austin, TX, 2007.
- *Trustee*: Epsilon Pi Tau Rho Field Chapter, 2005 to present.
- *Board Member*: Center for Advancing the Teaching of Technology and Science, International Technology Education Association, 2007.
- *Invited Participant*: National Symposium on Professional Development for Engineering and Technology Education, National Science Foundation Funded Project through Illinois State University, Dallas/Ft. Worth, February 2007.
- *Member*: Pre AP Engineering Planning Meeting, Washington DC, March 2007.
- *Professor in Residence*: Memorial High School Robotics Club, Spring Semester, 2007. (1<sup>st</sup> place regional, 3<sup>rd</sup> place state)
- *Member*: Project Lead The Way Affiliate University Directors' Meeting, Las Vegas, NV, December 2006.
- *Math/Physical Science/Engineering 8-12 Passing Score Panel*. Texas Education Agency, April 2006.
- *Standards Review Team Member*: Texas Teacher Certification for Mathematics, Science, and Engineering, December 2004.
- *National Candidate for Treasurer*, Council for Technology Teacher Education, December 2004 Ballot.
- *Presiding*, "Issues in Leading Change." Mississippi Valley Technology Teacher Education Conference, November 2004.
- *Reviewer*, The Technology Teacher journal. 2002 to 2005.
- *Reviewer*, Technology Education Framework and Item Review Team for Teacher Certification, Austin, TX, November, 2003.
- *Member*, Council of Technology Teacher Educators Strategic Planning Workshop, Pittsburgh, PA, September 2003.
- *Host*, Foundation Spirit of Excellence Breakfast, International Technology Education Association Conference, March 2003.
- *Reviewer*, Advanced Technological Education Proposals, National Science Foundation, December 2002.
- *Chair*, Membership Committee: Council for Technology Teacher Education, March 2001 to 2005.
- *Co-host*, Technology Education Professional Improvement Conference sponsored by the Texas Education Agency, Irving, TX, July 2001.
- "Futuring in Technology Teacher Education," Technology Teacher Education Conference: Brigham Young University, March 2001.
- *Member*, Technology Education Standards Development Committee, Texas State Board for Educator Certification, November 2000 to present.
- *Member*, Conference Program Committee, International Technology Education Association, June 2001 to 2003.

- *Member*, Elections Committee, International Technology Education Association, 2000-2001.
- *Co-host*, Technology Education Professional Improvement Conference sponsored by the Texas Education Agency, San Antonio, TX, July 2000.
- *Juror*, 2000 Visual Communications Journal.
- *Host*, University Breakfasts at the 50<sup>th</sup> Annual Association of Texas Technology Education Conference February 1996 - 2000.
- *Host*, New Teacher Mentor Conference, University of Houston, College of Technology, January 22-23, 2000.
- *Host and Committee member*, TSA 2000, Houston Area TSA Leadership Conference at the University of Houston, College of Technology, January 22, 2000.
- *Co-host*, Technology Education Professional Improvement Conference sponsored by the Texas Education Agency, Corpus Christi, TX, July 1999.
- *Guide*, Facilitated tour of Technology Education facilities in Houston for Technology 2005 (Kate Ter-Morshuizen) a part of the South Africa Curriculum 2005 Project, February 1998.
- *Host*, "Skill Standards in the State of Texas," 47<sup>th</sup> Annual Conference of the Association of Texas Technology Education, February 1997.
- *Co-host*, Technology Education Professional Improvement Conference sponsored by the Texas Education Agency, Corpus Christi, TX, July 1998.
- *Co-host*, Technology Education Professional Improvement Conference sponsored by the Texas Education Agency, Fort Worth, TX, July 1997.
- *Host*, Technology Team Challenge: A Problem Solving Contest for Technology Educators, Texas Technology Education Professional Improvement Conference, July 1997.
- *Co-host*, Professional Improvement Conference for Industrial Technology Education at the University of Houston, July 1996.
- *Guest*, at the Texas Technology Student Association State Contest at Waco, TX, May 1996.
- *Curriculum developer*, for the Advanced Manufacturing Education Consortium, NSF funded project, Developed the following content areas: Computer Numerical Control Competencies, Hazardous Materials Management Competencies, Computer-Aided Drafting and Design, Competencies, Machine Vision Competencies
- *Member*, Membership Committee, Council on Technology Teacher Education, 1995-1996.
- *Moderator* "Real World Applications: Making Connections," Curriculum Integration Conference, NASA, December 1995.
- *Chair* 1994 AVA Convention Presentation, "How has Industry Implemented CAD and How Should Educators Respond?"
- *Member*, Nominating Committee, Texas Vocational Teacher Educators Association, Industrial Technology Education Division, 1994.

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## **SERVICE TO THE COMMUNITY OR PUBLIC**

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- *Board Member*, National Nominating Committee for the Evangelical Covenant Church, 2002. Reelected in 2003 for five-year term.
- *Consultant*, University of Houston Charter School of Technology, Vision and mission statement development, August 1998.
- *Teacher*, "3D Modeling," University of Houston Summer Think Tank for Kids, July 1997.
- *Presenter*, videotaped presentation of Texas Technology Education Essential Knowledge and Skills, April 1997.
- *Member*, Budget Review: Planning and Management Study, Humble Independent School District, March 1997.

- *Consultant*, University of Houston Charter School of Technology, Information Technology Training, 1997.
- *Member* accrediting team for Accrediting Commission of Career Schools and Colleges of Technology, February 1995.
- *Member* accrediting team for Accrediting Commission of Career Schools and Colleges of Technology, September 1994.
- *Member*, Proposal Review Team, Texas Education Agency, November 1995 and 2000.
- *Chair*, Deerbrook Community Covenant Church, 1996 to 2001.
- *Teacher*, Adult Sunday school, Deerbrook Community Covenant Church, 1993 to present.
- *Leader*, small group, Deerbrook Community Covenant Church, 1996 to present.
- *Instructor*, "Selling Printing in the 90s," Texas Printing Education Foundation, April 1994.

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### **OTHER EVIDENCE OF PROFESSIONAL SERVICE**

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- *Member*, University Learning Assistance Subcommittee, California State University, Fresno, 1991-92
- *Member*, Industrial Technology Graduate Studies Committee, California State University, Fresno, 1991-92
- *Member*, Industrial Technology Specialization Review Committee, California State University, Fresno, 1991-92
- *Trainer*, "Project Step-Up: Technical Training for Female Employees," University of Minnesota, June 1991.
- *Represented* Institut Technique Bokeleale at a National Conference of Elementary and Secondary School Principals, Kinshasa, Zaire, Africa, 1989.
- *Represented* Institut Technique Bokeleale at a Regional Conference of Elementary and Secondary School Principals, Gemena, Zaire, Africa, 1989.
- *Member*, Holistic Development in Rural Zaire committee. Workshop sponsored by World Relief, 1988.

## **Gail S. Parsons**

### **EMPLOYMENT HISTORY:**

#### **Project Lead The Way, Inc. Clifton Park, New York; 2002 – present**

Position: Director of Program Quality: 2007 - present

- Responsible for the development, implementation, and quality evaluation for the Engineering and Biomedical programs.
  - Developed the national process and documentation for certification of the PLTW® programs.
  - Developed and provides professional development for 27 state level certification teams.
  - Serve as the corporate liaison for Lockheed Martin in 5 states assisting them with providing school level support.

Position: Director of State and Corporate Relations: 2005 - 2007

- Responsible for recruitment, guidance and support to school districts in 12 states for program implementation.

Position: Director of Special Projects: 2003 - 2005

- Created and served as the lead on the development of the Civil Engineering and Architecture™ course; rewriting of the middle school Gateway to Technology® curriculum and Engineering Design and Development™ course.

Position: Associate Director of Professional Development: 2002 – 2003

- Created, scheduled, and presented ongoing professional development for middle and high school teachers in 12 states for all the PLTW® courses.

#### **Leon County School District, Tallahassee, Florida: 1998 – 2002**

Position: Classroom teacher

Chiles High School: 1999-2002

- Implemented and taught the engineering career pathway Project Lead The Way® classes: Introduction to Engineering Design™, Principles of Engineering™, and Computer Integrated Manufacturing™. Also certified to teach Digital Electronics™, Civil Engineering and Architecture™, Engineering Design and Development™ and Gateway to Technology™.
- Mentored first year teachers.
- Served as a Project Lead The Way master teacher for Introduction to Engineering Design™ and Principles of Engineering™.

Lincoln High School: 1998-1999

- Taught earth space science.
- Mentored first year teachers.

#### **Seminole County School District, Sanford, Florida: 1990 – 1998**

Position: Classroom teacher

Winter Springs High School; Winter Springs, Florida: 1997-1998

- Taught drafting 1, 2, & 3 and applied algebra.
- Mentored first year teachers.

Indian Trails Middle School; Winter Springs, Florida: 1994-1996

- Taught 7<sup>th</sup> grade life science, pre-algebra, and mathematics.
- Mentored first year teachers.

Lyman High School; Longwood, Florida: 1991-1994

- Taught ESE self - contained emotionally disabled students in earth space science, biology, mathematics, algebra, and history.

Jackson Heights Middle School; Oviedo, Florida: 1990-1991

- Taught 7<sup>th</sup> and 8<sup>th</sup> grade remedial mathematics, pre algebra, and algebra 1

**Seminole Community College: Sanford, Florida: 1985-1990**

Position: Adjunct Professor

- Taught architectural graphics.

**Valencia Community College: Orlando, Florida: 1980-1985**

Position: Adjunct Professor

- Taught engineering graphics.

**Rand Soellner Architects: Winter Springs, Florida: 1983- 1986**

Position: Draftsperson, designer

- Responsible for design, estimation, specification writing and drafting on bid projects.

**Bishop Office Design: Orlando, Florida: 1976 - 1977**

Position: Draftsperson, designer

- Responsible for design, estimation, specification writing and drafting on bid projects.

**EDUCATION:**

University of Central Florida; Orlando, Florida; August 1997

Master of Education degree with honors in Educational Leadership, Curriculum and Instruction

Master of Business Administration coursework

University of Florida; College of Architecture; Gainesville, Florida; March 1977

Bachelor of Design Degree with honors

**PRESENTATIONS:**

ITEA – July, 2006 & 2007

- Presentations: 3 R's of Pre-Engineering Studies : Rigor – Relevance – Real World; Increasing Academic Achievement with Pre-Engineering

National Career Academy Coalition, Inc. – February, 2006

- Pre-Engineering is more than Mathematics and Science

Southern Regional Education Board – June, 2002 & 2005

- Presentations: Increasing Academic Achievement with Pre-Engineering; 3R's of Pre-Engineering Studies : Rigor – Relevance – Real World

SECME: University of South Florida – 2005; Embry Riddle Aeronautical University – 2006

- “Pre-Engineering in Action” 4 hour workshop for middle and high school teachers

Kentucky Association Career Technical Education – July 2006, 2007, 2008

- Presentations: Teachers Breakout Workshop Session; Counselors/Administrators Breakout Session on STEM crisis

Florida Engineering Education Council Conference – 2006, 2007

- Presentations: Project Lead The Way® program of study; Making STEM Fun

PLTW® -Kansas City – Teacher Mentor Day – February, 2008

- National PLTW® issues and answers; Teacher Professional Development Sessions – PLTW® courses

Texas Education Professional Development Conference- July, 2005, 2007 & 2008

- Presentations: Project Lead The Way® Teachers Breakout Sessions: True Outcomes and Data; Recognizing Quality in Gateway to Technology® programs; Increasing Academic Achievement with a pre-engineering program of study; Counselors/Administrators Breakout Sessions: Math and Science Correlations; Marketing the engineering program; Pre-engineering Model for Success

## **Terri Schulz – Director, Market Development and Relationships**

Contact: [tschulz@pltw.org](mailto:tschulz@pltw.org) – [REDACTED]

### **Professional Preparation:**

University of Wisconsin (Whitewater) – B.B.A. Economics – 1981

Indiana University – M.P.A. Policy Analysis – 1999

Indiana University – Executive ED.D in Educational Leadership – In Progress

### **Appointments:**

2008-Present Director of State & Corporate Relations – Project Lead The Way, Inc.

1997-2008 Director of Program Improvement – Indiana Department of Workforce Development

### **Publications:**

- Schulz T. (2005 November) STEM Academies: The Student Perspective. CELL Conference.
- Schulz, T. (2006 November). Transforming Indiana's High Schools for the 21<sup>st</sup> Century. CELL Conference.
- Schulz T, Orr C. (November 2007) Equity and Engagement: An Indiana Update. CELL Conference.
- Schulz, T. (2007 January). *Pathways to Postsecondary: Indiana Career Majors*. Techniques. 20-23.
- Schulz, T. (2008 November). *Project Lead The Way as a Catalyst for STEM Education*. CELL Conference.
- Schulz, T., Sullivan, C., Rethwisch, D., Phelps, A. (2010 January). *Benchmarking Project Lead The Way in the Midwest*. The Center on Education and Work Careers Conference-University of Wisconsin.
- Schulz, T. (2009 November). *Creating a Program of Study in Health Science with the new Project Lead The Way Biomedical Science Program*.
- Schulz T and Leaveck, P. (June, 2009) *Engage Your Students in Rigorous and Relevant Learning Through the Project Lead The Way Pathway to Engineering and the New Biomedical Sciences Programs*. 7<sup>th</sup> Career Clusters Institute.

### **Synergistic Activities:**

#### Pathways to Postsecondary: Career Majors Initiative

Schulz created the Pathways to Postsecondary: Indiana career Majors initiative. The initiative included career guidance, contextual learning opportunities using career themes and an individualized plan of study that linked high school course plans and college or university course plans for each student. School teams attended annual Career Majors Institutes for strategic planning and technical assistance.

#### Vex Robotics and Ivy Tech Community College

Schulz co-created a summer professional development experience for teachers using Vex Robotics. Ivy Tech teachers taught the three day course and teachers left the experience with a standards-based robotics lesson and a free Vex robotics kit. Advanced training was offered in subsequent years. Teachers commit to bringing students to a Vex Competition, several of which are held around the state annually at various Ivy Tech Community Colleges.

#### INTEL International Science and Engineering Fair

As part of the INTEL International Science Fair, Schulz coordinated hands-on interactive activities for over 600 middle schools students.

#### School-to-Work

Schulz helped administer \$ 34 million in federal School-to-Work funds and created the Indiana Career Majors initiative that helped schools break into Career Academies and smaller learning communities. She created professional development Institutes for Indiana schools and a Career Majors Guidebook of best practices.

#### Tech Prep

Schulz administered \$2.2 million dollars annually in Tech Prep funds and enlarged the Career Majors initiative into Pathways to Postsecondary from 2002-2008.

#### Career and Technical Education

Schulz helped coordinate Career and Technical education in Indiana through the administration of the Carl D. Perkins Career and Technical Education funds from 2002-2008.

#### Adult Literacy

Schulz created the Workforce Literacy initiative which used contextual learning modalities to teach adults basic skills in reading, writing, computation and computer literacy.

Schulz participates on the Indiana High School to College Advisory Committee sponsored by Lumina

Schulz participates on the ISTEM Advisory Board

Schulz represented PLTW as a judge for the nationally recognized FIRST Robotics competition.

Schulz was the Indiana state leader for Biomedical Sciences and for pre-engineering.

**Graduate Advisor:** Gerardo Lopez-Indiana University

**Thesis Advisor:** NA

# Laurie Maxson

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## WORK HISTORY

**PROJECT LEAD THE WAY REGIONAL DIRECTOR of MARKETING DEVELOPMENT and RELATIONSHIPS (2009-Present)**

**DIRECTOR of YOUTH PROGRAMS Society of Manufacturing Engineers Education Foundation and Project Lead The Way (2007-2009)**

**DIRECTOR of CAREER and TECHNICAL EDUCATION (6/97 – 2007)**  
**Colorado Springs School District #11, Colorado Springs, Colorado**

**VOCATIONAL COORDINATOR (9/93 – 5/97)**  
**Academy School District #20, Colorado Springs, Colorado**

**DISTRICT TRANSITION SPECIALIST (9/89 – 8/93)**  
**Academy School District #20, Colorado Springs, Colorado**

**RESOURCE ROOM SPECIALIST, Special Education, Grades 912 (9/86 – 5/89)**  
**Rampart High School, Academy School District, Colorado Springs, Colorado**

**RESOURCE ROOM SPECIALIST, Special Education, Grades 912 (7/78 – 5/86)**  
**Tongue River High School, Dayton, Wyoming**

## EDUCATION

**PRINCIPAL LICENSE**

**CAREER and TECHNICAL EDUCATION DIRECTOR CREDENTIAL**  
**Colorado State University, Fort Collins, Colorado**

**MASTER OF ARTS IN EDUCATION**  
**University of Colorado, Colorado Springs, Colorado**

**BACHELOR OF ARTS WITH HONORS**  
**University of Wyoming, Laramie, Wyoming**  
Special education/elementary education

## AWARDS

- **SME Education Foundation Outstanding Partner Award (2009)**
- **Colorado ACTE Hall of Fame (2007)**
- **Society of Manufacturing Engineers “Building the Future Award” (2005)**
- **Board of Regents University of Colorado Distinguished Service Award**
- **Colorado Women’s Business Office Distinguished Service Award**
- **Fulbright Scholarship, Study Abroad in Paraguay**

## COMMUNITY SERVICE

- Pikes Peak Community College Board of Directors (1997-2007)
- Intel Community Advisory Board (2003-2007)
- Project Lead the Way National Oversight Board (2000-2007)
- Junior Achievement Advisory Board (2001-2003)
- Colorado Springs YMCA Advisory Board (2000- 2003)
- Colorado University School of Education Advisory Committee (1998-2002)
- Chair of the State of Colorado SchooltoCareer Council (1996 2000)
- Colorado Association of School Executives Advisory Board (1996 2004)
- Associated Builders and Contractors Advisory Council (1996 2007)

## PUBLICATIONS

Marshall, L.H., Martin, J.E., Maxson, L., Jerman, P.L., Hughes, W. (1999). **Choosing Personal Goals**: Sopris West, Inc.

Marshall, L.H., Martin, J.E., Maxson, L., Miller, T.L., & Hughes, W. (1999) **Taking Action**: Sopris West, Inc.

Marshall, L.H., Martin, J.E., Maxson, L., & Jerman, P.L.(1997) **Choosing Employment Goals**: Sopris West, Inc.

Martin, J.E., Marshall, L.H., Maxson, L., & Jerman, P.L. (1996). The **SelfDirected IEP**: Sopris West, Inc.

Martin, J.E., Marshall, L.H., & Maxson, L. (1993). **Transition Policy: Infusing Self Determination and Self Advocacy into Transition Programs**. Career Education

for

Exceptional Individuals. 16, 5361

# Ginger Hopkins

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E-mail: [ginger.hopkins@nwea.org](mailto:ginger.hopkins@nwea.org)

## Experience

### **Vice President of Partner Relations**

#### **Northwest Evaluation Association, Lake Oswego OR**

**2006 to present**

- Provide executive leadership for all NWEA partner-facing functions, including marketing, sales and expansion, government relations, support services, and professional development
  - Increased partner-base by 35%
  - Expanded partner portfolio to include 90 countries, federal contracts, business partnerships, and presence in all 50 states.
  - Increased revenue by approximately 20% annually.
  - Demonstrated progress toward mission attainment by increasing the percentage of students making growth targets.
  - Increased capacity of NWEA to function strategically through staff development activities and strategic roadmap leadership.

### **Assistant Superintendent for Academics and Accountability**

#### **Beaufort County School District, Beaufort SC**

**2003 to 2006**

- Provide support for all district schools to achieve Board Ends and compliance with Executive Limitations, Principal Limitations, and state and federal mandates, with the following results:
  - Increased student achievement as measured by the MAP and PACT in all core content areas.
  - Demonstrated compliance with Executive Limitation 12 in 2003, 2004, 2005, and 2006.
  - Increased compliance in implementation of all state and federally funded programs.
  - Provided leadership for continued successful implementation of Reading Recovery, SCRI Literacy Coaches, Science Fair, and other best practice initiatives.
  - Made significant progress toward closing the achievement gap and redefined the achievement gap to align with adoption of NWEA MAP growth norms.
- Provide leadership and support for curriculum, instruction, assessment, and data-driven decision-making with the following results:
  - Developed Power Standards in all content areas for K to grade 12.
  - Identified and supported implementation of effective teaching strategies including John Collins Writing Across the Curriculum program.
  - Established a comprehensive assessment plan for the district which incorporates MAP, Dominie, and Asset Survey assessments.

- Continually sought to improve delivery of data to the district and sites by coordinating interactions among district data resources and reliability of existing infrastructures (SASI, Schoolnet, etc.)
  - Provided leadership for development of electronic learning continuums and units/lessons and resources to be shared across the district.
- Provide systemic leadership to establish belief systems, processes, and structures to achieve the District vision and support the mission:
  - Designed a growth continuum for the district and schools to move the system toward differentiated instruction for all students. This involved the adoption and creation of learning continuums, effective pedagogy, a comprehensive assessment model, and data-informed decision-making through data teams and coaching at the classroom level.
  - Partnered with NWEA and other districts to design and implement a business intelligence solution to inform course adjustments and create new learning for all stakeholders.
  - Designed and implemented structures and processes for providing staff and other resources to departments, schools, and programs using a calibration model that provides for core, intervention, and supplemental needs.
  - Partnered with Chief Financial Officer to implement a new approach for seeking district funding with successful budget increases for 2006 and 2007.
  - Designed and implemented a variety of practices to articulate values and principles consistent with the vision including publication, a “How are the Children?” campaign, small group conversations, and one-on-one conversations.
  - Targeted key change agents in the district and focused growth efforts on these individuals and empowered the same to disciple others.
- Consistent with the Top Ten Correlates to Student Achievement identified by Human Capital Audit, provide materials and resources for improved delivery of instruction:
  - Coordinated the District’s Achievement Gap Initiative, which provided \$1.3 million to clusters and district-level initiatives and successfully reduced the achievement gap.
  - Coordinated the adoption of texts and instructional resources at the cluster level, establishing a systems-thinking approach to this effort.
  - Acquired the South Carolina Reading First Grant (\$600,000 for each of five years) to support the professional development of two elementary schools’ staff and provide resources for instruction.
  - Utilized existing resources more effectively to support instruction for all students.
- Consistent with Schools That Learn thinking, improve team processes to increase systems performance:
  - Successfully led a team approach at the district level and a cluster approach at the building level to implement the Achievement Gap Initiative.

- Established a coordinating group with representatives from Technology, Student Services, and Curriculum and Instruction to provide better SASI and database support to buildings.
- Increased Academics and Accountability Department coordination with all other departments to better serve schools.
- Improved relations with the Board by providing effective reporting on Ends and Executive Limitations and by supporting the work of the Policy Governance Committee.
- Redesigned Technology Department processes to ensure decisions are informed by student needs.
- Facilitated Academics and Accountability Department work including strategic processes, program analysis, and office management.
- Respond in a timely fashion to interests of stakeholders including parents, community, press, staff, and State Department.
- Endeavor to continually improve personal skills and abilities by:
  - Remaining current on all legislative initiatives, such as No Child Left Behind and promoted understanding and compliance in staff.
  - Participating in Schools That Learn training.
  - Participating in South Carolina Reading First professional development.
  - Attending State Department meetings and workshops.
  - Reading a variety of professional materials.
  - Contributing to educational publications.
  - Presenting at various conferences.
  - Partnering with other educational thought leaders to develop business intelligence solution.
  - Continuing formal education.
  - Maintaining memberships in educational and societal organizations.
- Provide leadership for state and other organizations:
  - Serve on South Carolina Department of Education Task Force to develop High School Redesign plan.
  - Serve on NWEA teams to design Blue Water.
  - Partner with McBassi to develop Human Capital Audit.
  - Partner with Aha to develop competency system software.

**Grant Administrator**

**Sturgis Public Schools, Sturgis MI**

**1999 to 2003**

- Submitted applications, implemented, and reported progress on State and Federal formula funded grants, including:
  - Title I, Parts A & C, Title II, III, IV, V, and VI.
  - Universal Service Funds (E-rate).
  - State Section 41, Bilingual.
  - State Section 31a, At-Risk.
  - Michigan School Readiness.
  - State and Federal Adult Education.
  - Class Size Reduction.
  - Gifted and Talented.
- Successfully facilitated collaborative efforts of school personnel, parents, business leaders, agencies, and others to apply for and receive competitive funds exceeding \$10 million including:

- ASAP-PIE: Parent Involvement in Education.
- ASAP-SSP: Summer School Programming.
- Technology Literacy Challenge Funds.
- Teacher Laptops.
- PAL Adult Literacy.
- School Renovation, Part 2 (Technology).
- HIV Curriculum Development.
- Special Education Professional Development.
- Career Pathways Implementation.
- Michigan Literacy Progress Profile Summer Literacy.
- Elementary Foreign Language Federal Grant.
- Provided leadership for district and building school improvement and North Central Transitions Accreditation improvement and North Central Transitions Accreditation initiatives.
- Wrote and published district school improvement plans, annual reports, technology plans, ESL program plans, and professional development plans.
- Successfully administered summer school for pre-K to grade 12.
- Mentored district ESL, Talent Development, Career Preparation, Special Education, Technology, and Science Coordinators.
- Oversaw all State reporting requirements including SRSD (pupil accounting), SID, REP, MEDS, VEDS, and SIRS.
- Assumed responsibility for successful implementation of new student information system (Power School) for 11 districts.
- Supported curriculum alignment initiatives and monitored implementation of curriculum by analyzing student performance on state assessments.
- Served as district liaison for Sturgis Youth & Family, regional initiatives, and state initiatives.

**Principal, Eastwood School**

**Sturgis Public Schools, Sturgis, MI**

**1994 to 1999**

- Engaged the students, staff, and community in the shaping and molding of a brand-new school, which was a new grade configuration and combined staff from five different schools.
- Provided a safe, supportive, and academically sound environment for 750 fourth, fifth, and sixth grade students.
- Facilitated development and implementation of a parent involvement pilot program based on best practice research.
- Implemented multi-age and looping instructional.
- Served as the District's Gifted and Talented Coordinator.

**Fifth Grade Teacher, Chesterfield Elementary**

**L'Anse Creuse Public Schools, Mt. Clements MI**

**1985 to 1994**

- Provided sound instruction for general education, at-risk, special education, and gifted students.
- Served as building school improvement chairperson.
- Provided extracurricular activities including Science Olympiad, Math Olympiad, cake decorating, and Outdoor Education.

**Math Teacher, Warren Woods Tower High School**

**Warren Woods Public Schools, Warren MI**

**1984 to 1985**

- Met the challenge of re-establishing productive math classes for students whose teacher retired mid-fall.

<b>Education</b>	<b>University of Phoenix</b>	<b>Present</b>
	• Coursework toward Doctoral degree in Administrations.	
	<b>Michigan State University</b>	<b>2002</b>
	• Coursework to integrate technology into curriculum.	
	<b>Glen Oaks Community College</b>	<b>2001</b>
	• Spanish foreign language and stained glass coursework.	
	<b>Wayne State University</b>	<b>1992 to 1994</b>
	• Master of Arts, School Administration.	
	• Obtained Michigan Administrator certification.	
	• Graduated Summa Cum Laude.	
	<b>Cedar Crest College</b>	<b>1976 to 1980</b>
	• Bachelor of Science, Mathematics.	
	• Obtained Pennsylvania elementary and secondary teaching certification.	
	• Air Force ROTC Officer Training.	

**Community Service**

- Sunday School Teacher and Bible Study Leader.
- Bible Club Teacher for upper elementary and adults.
- Church pianist.
- Arts Council.
- Exchange Club.
- Active support of Muscular Dystrophy Association.

**Memberships**

- Delta Kappa Gamma.
- Association for Supervision and Curriculum Development.
- International Reading Association.
- Reading Recovery Council of North America.
- American Association of School Administrators.
- South Carolina Association of School Administrators.
- National Center for Educational Research and Technology.
- National Association for Gifted Children.
- National School Board Association.

# **Project Lead the Way Grant Funding Program Director Job Description**

**Position Title: PLTW Grant & Contracts (GC) Program Director**

**Employment Status:** Full Time

## **SCOPE OF WORK:**

The GC Program Director position provides for overall planning and co-ordination of resources, tasks, and necessary steps to execute and report on grants and contracts received by Project Lead the Way. A significant amount of the Project Director's time must be spent on the administrative details of a grant contract. The GC Program Director will report directly to the CEO of Project Lead the Way and will meet with the CEO on a regular basis to ensure that milestones are met and work is progressing as planned.

## **RESPONSIBILITIES** include:

- Coordinating all activities surrounding grants received;
- Maintaining strong communications among all stakeholders in the PLTW development process;
- Work directly with the grant writing staff to ensure quality work and timelines are met;
- Ensure that PLTW's strategy and mission is incorporated into each grant application;
- Create a strategic plan and timeline surrounding the acquisition of grants at the national level;
- Keep informed and coordinate efforts of PLTW networks' grant submissions;
- Maintain an active database of all grants, reporting requirements, and signed contracts;
- Create a grant template with up-to-date materials for stakeholders to use; and
- Development of strategies to leverage resources from private, non-profit and government sources in support of established goals and objectives.

## **ACCOUNTABILITIES** include:

- Day-to-day management of active grants;
- Provide timely and accurate monthly reports of progress;
- Responsible for record keeping, reviewing financial expenditures, maintaining a project file, preparing required reports, evaluating the project, assisting with audits, etc.
- Oversee budget process for grant applications filed
- Maintain and compile data collected during strategic planning sessions;
- Facilitate and/or coordinate related meetings (e.g. Programs, SLAD, evaluation etc.) including logistics planning, agenda setting and note taking;
- Liaison activities between the CEO and the grant writing team
- Provide support to PLTW staff hired including research, analytical, and/or group facilitation functions.
- Prepare CEO to present information at Board Meetings

## **EDUCATION / EXPERIENCE:**

*Education:* Bachelor's degree from a recognized college or university with a major study in business administration, public administration, or similar field. Each additional year of approved formal education may be substituted for one year of required work experience. A master's degree in evaluation or grants is highly recommended.

*Experience:* At least seven years of professional experience in organizations involved with private and/or government contracting, grant writing, or program management, including program planning and evaluation, business management or related management experience.

A minimum of three years of supervisory experience in any occupational area. If related to the program area, the supervisory experience will count as part of the five years total experience. Each additional year of approved work experience may be substituted for one year of required formal education.

**PREFERRED SKILLS / KNOWLEDGE / EXPERIENCE:**

- Strong oral and written communication skills
- Project management/plan development skills
- Knowledge of education grants
- Entrepreneurial background, innovative thinking, facilitation and consensus building skills
- Computer proficiency in Microsoft Word, Excel and PowerPoint software programs
- Experience working with employers, private and public educational institutions, and re-employment agencies
- Experience preparing federal grants, creating budgets and procurement
- Strong group leadership and organizational skills
- Able to work well both independently and as part of a team
- Ability to analyze and present data and program information, orally and in writing and in non-technical language

**TRANSPORTATION NEEDED:**

Some travel may be required

**DISCLAIMER STATEMENT:**

This job description lists typical examples of work and is not intended to include every job duty and responsibility specific to a position. An employee may be required to perform other related duties not listed in the job description provided that such duties are characteristic of the position.

**SALARY RANGE:** Competitive, based upon experience

**JOB STATUS:** Salaried / Exempt; Full-time

**EMPLOYER:** Project Lead the Way

**SUPERVISION:** John Lock, Chief Executive Officer

**JOB LOCATION:** United States

## Director of Program Quality

PLTW's reputation is built upon the quality of programs implemented across the country. College credit is granted to students at any quality certified PLTW site. The Director of Program Quality works to ensure that the elements of a quality program can be identified and verified. All PLTW sites meet requirements set forth in the detailed Quality Indicators. The Director will work with essential staff and program participants to identify and update program quality indicators as programs are updated. The Director has responsibility in these areas:

- Identifying all required elements as set forth in the School District Agreement
- Identifying key quality indicators
- Developing program certification standards and processes
- Striving towards 100% of programs certified
- Developing school certification documents – keeping them current and available to the network
- Communicating certification requirements to the network
- Prompting schools to participate in certification
- Working with individual state leaders and affiliate directors to plan for quality growth and certification capacity within each state
- Conducting professional development workshops in each state to train new certification specialists
- Overseeing the process at the national office and being responsive to the needs of the sites
- Providing certification specialists, SLAD members and schools with technical assistance in common areas of deficiency (such as partnership teams and program diversity)
- Developing system and materials for GTT recognition program
- Upon receiving data from the Director of Assessment & Evaluation regarding low performing school work with other staff members to develop methods for program improvement
- Providing input to other staff regarding possible changes in programs, agreements and how they may affect implementation/quality at the school level

The Director of Program Quality coordinates with the curriculum, school support, MDR, assessment and evaluation and other teams as needed to maintain the highest program standards and determines how those can be validated at the school sites. The validation methods are approved by PLTW's university affiliates and are the cornerstone of the college credit program.

## PLTW School Certification Team Leader Responsibilities

When requested by the University Affiliate Director to conduct a school certification the team leader shall complete the following:

- Contact the school to establish a date for the visit
- Review the school's self assessment report
- Conduct the visit
- Write and submit the site visit guide and the certification report to PLTW

Making arrangements with the school, reviewing the documents they submit should take no longer than a couple of hours. The site visit generally takes about one school day or six hours and they reports can be completed in one to two more hours. In total the whole process (excluding travel to and from the school) can be accomplished in 8 to 10 hours.

## REGIONAL DIRECTOR-MARKET DEVELOPMENT AND RELATIONSHIPS

A Project Lead The Way Marketing Development and Relationships Regional Director will be based in a multi state region and will be responsible for: (i) improving the quality of the science, technology, engineering and mathematics (STEM)-related programs and customer services which PLTW provides to public high schools and middle schools in the Region and improving PLTW's relationships with these schools in this process; and (ii) aggressively increasing the number of such schools which offer its programs. The Director will team with another Director in the Region (the Director-Fundraising) who will be responsible primarily for raising capital from companies and philanthropies based in the Region. PLTW will make this capital available to schools in an effort to defray the costs of its programs, services and related teacher training. At times, each Director will assist the other, as partners, in executing his/her responsibilities.

PLTW is the leading U.S. developer and provider of STEM curriculum. Its courses are designed to enable schools to provide students with the knowledge required to excel in technology-oriented fields. Its program is embraced by more than 3,300 high schools and middle schools in the U.S., reaching more than 300,000 students currently. The number of schools which implement its courses has grown by more than 20% annually for the last five years; PLTW is looking to grow its network to 10,000 schools over the next several years. Its mission to create America's next "Innovation Generation" is more relevant than ever as the U.S. looks to revitalize its economy and to remain competitive globally.

The successful candidate will demonstrate the following characteristics, among others: (a) deep knowledge of the academic and administrative functions of schools districts, high schools and middle schools; (b) a proven ability to develop confidence-based relationships with school superintendents, school principals, teachers and administrators; (c) a desire to be a member of a winning team; (d) highly-developed partnership and communications skills; and (e) a desire to be rewarded for performance.

Given PLTW's ambitious goals, he/she also will be a highly motivated professional. The Region is home to several hundred existing PLTW schools and several thousand potential new PLTW schools. To be successful, the Director will be: (f) reaching out to many existing schools and school districts each week to provide program quality improvements and customer service; (g) reaching out to--and meeting regularly with--many potential new schools and school districts each week to introduce them to PLTW and to market PLTW to them; (h) meeting regularly with State Superintendents of Education, State Directors of Career and Technical Education, State Leaders, Affiliate Directors and District Delegates (State Leaders, Affiliate Directors and District Delegates are positions unique to PLTW); (i) actively assisting the Regional Director-Fundraising with his/her relationship development efforts with companies and philanthropies in the Region; (j) traveling regularly within the Region as a result of these responsibilities; and (k) recording the results of his/her interactions with schools and school districts in a customer relationship management system which PLTW will employ.