

Part II: Creating an Evidence-Based Hiring Process (Vol. 1)

Independent School Executive Forum

Today's Presenters





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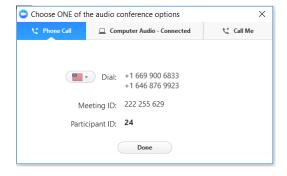
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Audio Options



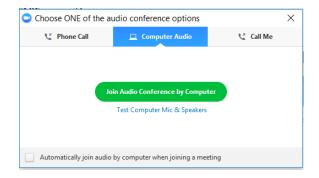
Using Your Telephone

If you select the "Phone Call" option, please dial in with the phone number and access code provided.



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Using Zoom



Mic and Video Controls

Click the mic and camera pictures until they have a red line indicating they are both off.



Asking a Question

To ask the presenter a question, type it into the Q&A panel and press send.





Join Us for Our Full Webconference Series

Part 1: Laying the Foundation for Effective Hiring

The inaugural session will focus on laying the foundation for effective hiring, including maximizing relevant technology, and on determining assessment criteria at the outset of the hiring process.

Part II: Creating an Evidence-Based Hiring Process (Vol. 1)

The second installment will discuss how to create an evidenced-based hiring process. This session will share tactics for designing methods to measure and assess candidates on key criteria throughout the hiring process.

Part III: Creating an Evidence-Based Hiring Process (Vol. 2)

In the third installment the Pingry School will join EAB to discuss their priority-focused interview schedule and how it allows them to assess candidates in the areas that matter most.

Part IV: Attracting New Talent to the Candidate Pool

The final installment administrators at St. Stephen's and St. Agnes School will join EAB to discuss their Educator Open House and how the event helps them connect with a broader candidate pool.

Tuesday, October 1

1:00 PM - 2:00 PM ET

Tuesday, October 15

1:00 PM - 2:00 PM ET

Tuesday, October 22

1:00 PM - 2:00 PM ET

Tuesday, November 12

1:00 PM - 2:00 PM ET

Miss a Session? Want to Share with Colleagues?

All installments of the Hiring Top Talent webconference series are available on eab.com within 24-48 hours of the presentation date. Visit eab.com/hiringtoptalent to access archived presentations.



Best Practices for Recruiting and Hiring Great Teachers

]

Lay Foundation for Effective Hiring

2

Determine Assessment Criteria

3

Create Evidence- Based Process

4

Attract New Talent to the Candidate Pool



- Centralized Applicant Tracking System
- 2. Candidate-Centric Recruitment Website



- 3. Principles-Based Hiring Criteria
- 1. Vacancy-Based Goals



- Stage-Specific Assessment Rubrics
- 6. Quantified-Feedback Scorecard
- 7. Priority-Focused Interview Schedule
- 8. Competency Demonstration Exercises
- Comprehensive Hiring Guide



- 10. Employee Referral Incentive
- 11. Independent School Recruitment Event
- 12. Community-Based Diversity Job Fair
- 13. University Pipeline Cultivation
- 14. Diversity Teaching Fellowship

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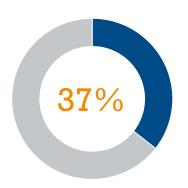
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Little Guidance from the Outset



Undocumented Criteria Leaves Room for Variation, Bias

Percentage of NAIS Member Schools Who Have Written Criteria Against Which to Evaluate a Candidate



Lack of Written Criteria Leads to Issues Throughout the Hiring Process



Inconsistency

Resume reviewers, interviewers are left to assess candidates on what they determine matters most



Bias

Resume reviewers, interviewers own bias, experience can impact how they assess a candidate



Failed Hires

Interviewers miss warning signs in key areas during interview process, bring on candidate who doesn't meet expectations

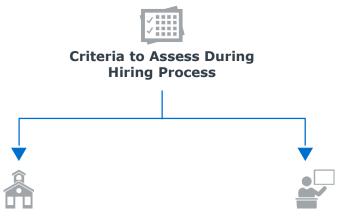


Definition: Unconscious Bias

"An implicit association or attitude – about race or gender, for example – that: operates beyond our control and awareness; informs our perception of a person or social group; can influence our decision-making and behavior toward the target of the bias."

Determine Assessment Criteria





School-Wide Criteria

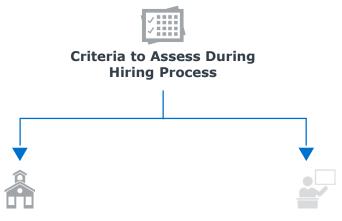
- What are criteria that we want all teachers at our school to possess?
- What do we evaluate our current faculty on?

Position-Specific Criteria

- What is the objective for this specific position?
- What attributes should a candidate demonstrate?

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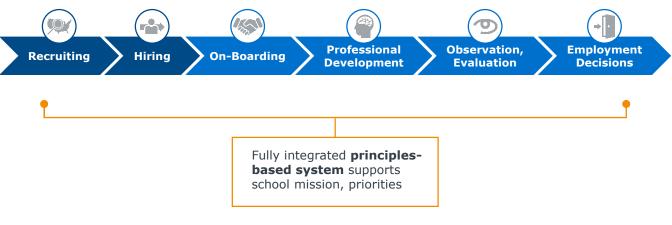
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Principles of Excellence Not Just for Current Faculty

Incorporate Principles of Excellence into Recruitment, Hiring

Principles of Excellence Part of Each Step of Talent Management System



Principles of Teaching Excellence Used Unevenly



Independent Schools Range in Their Adoption, Integration

Use of Principles of Excellence Across Independent Schools



Principles Fully Integrated into Talent Management Processes

- Principles used throughout talent management processes
- Guide all aspects of teacher development



Principles Guide Some Aspects of Teacher Growth

- Administration aware of, may refer to principles to quide decisions about teacher development
- Limited awareness of principles among faculty



- School created, adopted principles of excellence
- Rarely updated to reflect changing school context, values
- · Principles unused by faculty, administration in teacher development processes



- School does not have principles that articulate teaching expectations, aspirations
- · Observation, assessment of teachers infrequent, ad hoc



Creating New Principles Challenging, Lengthy

Organic Approach Complex, Laborious

Indirect Path to Principles of Excellence



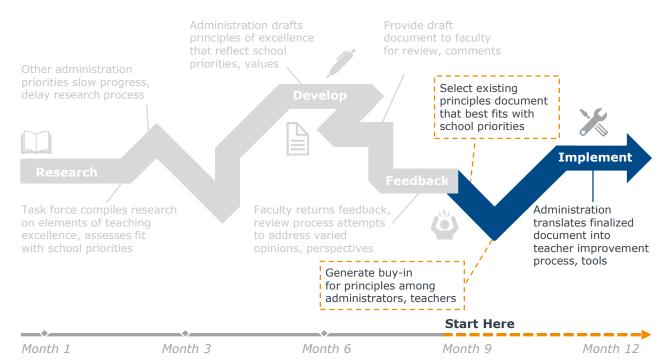
Month 1 Month 3 Month 6 Month 9 Month 12



But Research-Based Principles Lead to Similar End

Adopting Existing Principles Saves Time, Allows for Emphasis on Integration

Process to Adopt, Adapt Existing Principles



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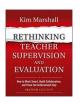
Education Experts Outline Teaching Excellence

Research-Based Principles of Excellence at Core of Frameworks

Research-Based Frameworks



Danielson's Framework for Teaching



Marshall's Teacher Evaluation Rubrics



Marzano's Teacher Evaluation Model

Description of Frameworks



Research-Based

Specify evidence-based ideals of teaching to promote student learning, achievement



Comprehensive

Provide a thorough description of teaching practice



Performance-Oriented

Articulate levels of performance for use in classroom observations, evaluations to quide improvement

Covering all the Bases

Definition of Teaching Excellence Not Just About Classroom Activities

Shared Principles Across Research-Based Frameworks

CORE SKILLS



Preparation for Teaching



Knowledge of Content, Pedagogy



Classroom Management

RELATIONSHIPS WITH STUDENTS



Assessing Student Learning



Student Engagement in Learning



Relationship-Building with Students

PROFESSIONAL EXPECTATIONS



Communication with Families



Contribution to School Community



Expectations for Professional Growth and Collaboration



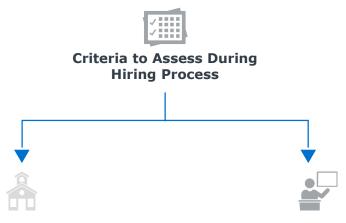
Available Tool Can Help Select Best Framework

Framework of Teaching Principles Decision Matrix

CRITERIA	WEIGHT (0-5)	Danielson	Marshall	Marzano
Specific instructional actions, strategies that teachers can implement into practice		0	0	1
An in-depth, easy-to-read reference for adopting principles		1	0	0
3. Includes descriptions of teaching at different levels of specificity		1	0	1
A greater emphasis on aspects of teaching related to assessment, diagnosis of student learning		0	1	0
An emphasis on the link between teacher strategies and student outcomes		0	0	1
6. A high-level list of teacher actions that can guide observations or conversations		0	1	0
7. Separation of teacher evidence and student evidence of elements of effective teaching		0	0	1
8. Comprehensive coverage of teacher planning and preparation		1	1	0
Extensive supporting documentation, resources, and opportunities for training on using the framework		1	0	1
10. Uncomplicated for supervisors to use and easy for teachers to digest		0	1	0
TOTAL				

Determine Assessment Criteria





School-Wide Criteria

- What are criteria that we want all teachers at our school to possess?
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Hiring a New Position With an Old Description

Current Approach to Position Descriptions Misses Opportunity

Current Process For When Faculty Position Opens









Position Opens

Job Description

Locate Old

Make Necessary Adjustments Share Updated Job Posting

Current faculty member gives notice of departure

Department chair finds past job description for role

Chair, hiring lead update description

Hiring lead posts new job description

estions Overlooked

Questions Overlooked in This Process

How have the department needs changed since we last hired? What qualities are we looking for in this role? What are areas where a new hire could help us grow?

"What is This Role All About?"



Define Position in Terms of Future Success, Not Just Tasks to Be Done



"The scorecard is a document that describes exactly what you want a person to accomplish in a role. It is not a job description, but rather a set of outcomes and competencies that define a job done well. By defining 'A performance' for a role, the scorecard gives you a clear picture of what the person you seek needs to be able to accomplish."

Geoff Smart & Randy Street

WHO: THE A METHOD OF HIRING

"

Components of "A Method" Scorecard

Mission

- A plain language description of the position's core purpose
- 1-5 sentences

Competencies

- Behaviors the person will exhibit in achieving the outcomes
- 5-8 organization-wide competencies

Outcomes

- Specific, measurable things a person in that position will do to succeed
- 3-8 objective outcomes





Take Time to (Re)Define the Role



EA Scorecard Leads to Different Questions, Approach to Hiring Work



Team to Involve



Questions to Ask



Way to Incorporate



Bring together right people to define outcomes, role

- Assistant Head of School
- · Division Director
- · Department Chair
- 1-2 department faculty members
- Human Resources lead

Ask the key questions to generate mission, outcomes

- Where is this department strongest? Weakest?
- · Where could this department use additional expertise?
- Where do we want the curriculum to be in five years?

Revise current hiring process to focus on outcomes

- Use scorecard components. language in job posting
- Develop 2-3 scorecardspecific interview questions for semifinalists
- Focus on-campus interview on gathering information on outcomes, competencies



"We sit down and try to envision the future and we say if this appointment is a success, what will we be celebrating a year from now or two years from now? And we find that approach contextualizes the search a little bit, so it's not just 'we want an English teacher to fit with our English department and teach English classes'. Taking that approach forces you to do a little bit of an evaluation of the team as it stands. What are their strengths, where don't we have expertise where we want to add expertise?"

> Paul Sanders, Assistant Head of School, The Episcopal Academy

Scorecard Incorporated Into Interview Questions

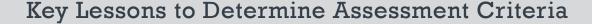
Interview Questions Directly Linked to Outcomes

Sample Scorecard, Related Outcomes-Based Questions

MS Science Teacher Scorecard

- 1. Students seek the teacher out for support and guidance.
- MS colleagues look to collaborate, connect and work with this teacher on a regular basis. There is a team-mindedness that is obvious.
- 3. The teacher demonstrates a passion for his/her subject area that translates to a creative, innovative and engaging classroom experience for students.
- The teacher embraces the teacher, coach, advisor model and shows this through full immersion into school life.
- The teacher shows a positivity and hopefulness with students and is willing to creatively work with students of all levels.
- Knows students and shows it through contributions in faculty meetings and in consistent, transparent and effective communication with students and families.
- The teacher shows growth-mindedness through pursuit of professional development and collaboration with colleagues.

- Can you tell us about a time when you were able to help a colleague improve their curriculum or lesson planning?
- When we ask your supervisor about your role working on a specific project your department took on, what do you think they'll tell us about?
- Describe a time when you were able to help a student learn something they did not think they could learn.







Integrate principles of teaching excellence into all aspects of talent management starting with hiring

Orient assessment of candidates around principles of excellence and professional growth to ensure candidate alignment with school priorities

2 Evaluate the goals and considerations for each open position at the outset

Develop position-specific criteria that expand beyond the simple job requirements and take into consideration things like the goals for the departments, currents opportunities for growth

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Hiring Seen as a "Mysterious Dark Art"



Inadequate Hiring Methods Exist Across Industries

Common Approaches to Hiring



The Art Critic

Relies heavily on gut instinct



The Animal Lover

Uses personal favorite questions



The Sponge

Involves too many people in interviewina



The Chatterbox

Defaults to light, familiar topics of conversation



The Prosecutor

Questions aggressively, tries to stump, trip up



The Psychological & Personality Tester

Focuses on results of personality tests



The Suitor

Focuses on selling candidate on the job



The Aptitude Tester

Prioritizes aptitude over all other traits



The Trickster

Incorporates
"tests" for certain
behaviors



The Fortune-Teller

Asks hypothetical, forward-looking questions

Schools Fall Under Same Spell



Independent Schools Guilty of Many of the Same Approaches

Common Independent School Approaches to Hiring



The Art Critic

- Relies heavily on gut instinct
- Overestimates own ability to accurately read people

"I've been doing this for a long time and think I can spot good teachers"



The Sponge

- Involves as many perspectives as possible
- Wants as many people as possible to help gather information

"We want everyone to

feel like they have a say



The Animal Lover

- Uses personal favorite questions
- Includes questions that lack relevance but they deem important

"If you could have dinner with any fictional book character, who would it be and why?"



The Chatterbox

- Defaults to light, familiar conversation
- Emphasizes personal connection

"I see you went to [insert university] too! Where did you live on campus?"



Solution:

Create, provide rubrics to focus interviewer assessment on areas, criteria that matter most



Solution:

in the hire."

Maximize stakeholder involvement by creating a schedule, sessions that focus on priority areas, criteria to assess



Solution:

Develop questions that align with criteria to help surface evidence from candidates on priority areas



Solution:

Implement process that keeps interviewers focused; provide guides and questions to add structure to conversations

Source: Smart, Geoff, and Randy Street. Who: the A Method for Hiring. Ballantine Books, 2008; EAB interviews and analysis.



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Use Each Step of the Interview Process To Collect Specific Information

Steps to Create an Evidence-Based Hiring Process



Develop Methods to Measure, Assess Criteria

- Design a process that covers priority areas across interview process touch-points
- Create rubrics, assessment tools to ensure interviewers will assess candidate on predetermined key criteria



Map New Criteria to Interview Activities

- Develop activities, sessions that collect meaningful evidence around specific criteria
- Expand beyond standard one-on-one interviews, demonstration lesson



Create Documented Hiring Process

- Document hiring process, provide tools, guidance to support key activities
- Train interviewers on standard hiring process



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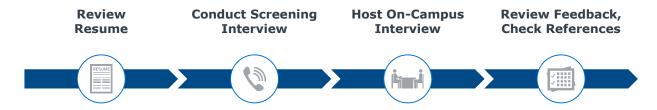
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Leaving Too Much to Individual Interviewers

Lack of Criteria Leaves Hiring to Gut Instinct, Intuition, Personal Experience

Typical Steps in Independent School Interview Process



Common Pitfalls:

- Reviewers focus on credentials, look for applicants with similar background
- Reviewers base judgements on familiarity, gut instinct

Common Pitfalls:

- Interviewers focus on talking through resume, not gathering additional information
- Interviewers ask inconsistent questions, making it difficult to compare candidates

Common Pitfalls:

- Interviewers determine topics, questions to ask, introducing bias into the process
- Interviewers ask similar questions, cover same topics leading to gaps in information from candidates

Common Pitfalls:

- Feedback forms unstructured, leaving interviewer to comment on what they feel is most important
- Lack of standard reference check questions can mean missed information

Remove the Guesswork from Assessment



Ravenscroft Provides Rubrics for Each Step in the Process





Phone Interview Guide

- Instructs interviewer on how to structure the conversation
- Provides standard questions to ask of each candidate
- Candidate's responses scored on 5-point scale

Interview Feedback Form



- Asks for candidate's biggest strengths, biggest areas for growth; space available for additional insights about the candidate
- Sent to all faculty, staff who met the candidate during on-campus interview



Role-Play Scoring Rubric

- Candidate scored on performance in eight categories
- Outlines specific actions, behaviors on which a candidate should be scored
- Total score assigned to each candidate allows for comparison

Reference Check Template



- Provides scripting for conducting a reference check phone call
- Includes specific questions to ask about candidates skills, competencies



See Appendix for sample documents

Guides, Rubrics, Templates Ensure Consistency

Tools Used by All Interviewers, Enables Meaningful Candidate Comparison

Sample Tool: Phone Interview Screening Guide

GENERAL QUESTIONS In your opinion, what are most important issues/trends related to the teaching of Science at the MS level? Give examples of how you have adapted your teaching and work with middle school students to account for these trends.						Predetermined Questions Guide includes five general questions, one position- specific question		
1 Demonstrates little	2	Raises 1-2 issues (e.g., use of	4	5 Detailed description of at				
understanding of current trends or issues related to teaching		primary source materials, need to infuse technology); examples		least 2 trends with clear evidence that the teaching				
middle school; or comments and examples are vague or non-		provided indicate that these are "add-on" strategies rather than a		style has been adapted to account for these trends and		Defined Scoring Criteria		
specific (e.g., hands-on learning).		more complete adaptation of the teaching style.		that they are infused in the teaching style.		Questions scored using included rubric which		
Notes:						provides specific guidance on what to look for in a candidate's answer		

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Current Assessment Strategy Falling Short

Schools Not Capitalizing on Full Potential of Candidate Feedback

Common Characteristics of Candidate Feedback Collection



Unstructured

Feedback solicited with open-ended prompts, allowing interviewees to comment on what they see as most important



Qualitative

Feedback is exclusively qualitative, leaving hiring team with various impressions, judgements



Lack of Depth, Breadth

Feedback doesn't capture full scope of important aspects of a candidate's potential; provides superficial impressions

Pitfalls of Current Candidate Feedback Approach



Potential for Bias

Lack of structure, set criteria allows unconscious bias in stakeholder assessment



Inconsistent Information

Hiring managers do not hear feedback on the same topics, difficult to compare candidates across areas



Adding More Rigor to the Feedback Process

Gilman Quantifies Feedback, Adds Another Dimension to Assessment



A New Approach to Feedback Collection...



Identify Priority Areas, Translate into Quantifiable Statements

Prior to posting openings, Gilman revised key elements of hiring process

- Identified eight priority areas/key criteria against which to assess candidates
- Translated criteria into assessment statements to use with Likert scale
- Shared priority areas, 10question feedback form with all interviewers

...Provides More Structure to Candidate Assessment, Tackles Problem of Bias



Calculate Feedback Scores

Using responses from all interviewers, Gilman calculates average scores for each candidate

- Priority area score
 Each candidate receives an average score for each priority area
- Overall score
 Each candidate receives an overall total score, based on averages in each area



Formal Candidate Discussion

With the scores for each candidate as a starting point, discussion of candidates takes different form

- Structured conversation
 Scores illustrate candidate performance across priority areas, highlight potential strengths, concerns
- Check unconscious bias
 Quantitative scoring
 provides "gut check" during
 conversation that can
 address unconscious bias

Feedback Collected on Priority Areas

Feedback Form Statements

- 1. The candidate conveys an understanding of Gilman's mission and demonstrates the capacity to fulfill this **mission** in this role.
- 2. The candidate demonstrates that he or she will represent Gilman well and uphold the school's **values** and principles.
- 3. The candidate conveys a **strategic vision** for their work at Gilman.
- 4. The candidate demonstrates the **capacity to lead** the department amidst a **complex and changing landscape**.
- The candidate will effectively manage staff and the day-to-day operations of the department.
- 6. The candidate will **communicate** effectively with all constituencies, including faculty, staff, alumni, students, and parents.
- 7. The candidate demonstrates the capacity to be a **visible K-12 presence** and also make meaningful contributions to all areas of school life.
- 8. The candidate demonstrates the capacity to promote inclusion and equity at Gilman.



Feedback Scorecard



Scorecard Breaks Down Feedback By Area Score, Overall Score

Sample Scorecard and Topics of Discussion

Smith seemed to be the favorite but only scored highest in one area; what made him stand out over Jones?

Jones scored well across all categories but equity; how does that bode with our current priorities?

Quantitative Feedback-All Constituents

Rank	Mission Values		Values	Strategy	Adaptive	Mgmt.	Communication	K-12	Equity	Overall
1	Jones & Smith 4.7		mith 4.8 4.		Jones & Jones Smith 4.6 4.4			Jones 4.6	Miller 4.7 Jones 4.5	
2			Wilson & Jones 4.7	Smith 4.3	Wilson & Miller 4.2	Wilson & Smith 4.2	Wilson & Smith 4.3	Wilson & Smith 4.4	Smith 4.5	Smith 4.4
3	Wilso 4.4	n		Wilson & Miller 3.9					Wilson 4.4	Wilson 4.3
4	Miller 4.2		Miller 4.3			Miller 4.1	Miller 4.1	Miller 4.3	Jones 4.3	Miller 4.1

What made Jones and Smith stand out so much when it came to ability to represent and uphold our mission?

Miller was first in equity but the lowest in everything else; what do we think caused this?



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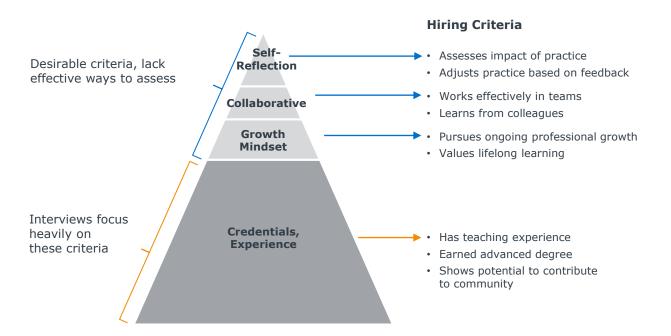
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Looking for New Data With Traditional Methods

Interview Methods Fail to Provide Key Information on Performance

Assessments Focus on Credentials And Experience, Not Priority Attributes





Candidates Complete Task with Future Peers

Latin School of Chicago Evaluates Actions, Not Just Words



Required Skills Included in Lower School Job Description



Positive, resourceful, and confident



Diplomatic, collaborative, and proactive



Flexible and eager to work with others



Creative problem poser and solver



Strong interpersonal skills

▶ Planning Exercise Assesses Collaboration, Problem Solving

- Candidate paired with two current teachers, provided with background documents, templates
- Candidate, teachers given 45 minutes to work together to create a new unit using the Understanding by Design® framework (UbD™ framework)
- Candidate, teachers present proposed unit to lower school director
- Teachers, lower school director assess candidate's performance on priority areas outlined in job ad

Role-Playing Used to Assess Candidates



Ravenscroft Includes Real-Life Scenarios on Interview Day



Candidates Participate in Role Play During On-campus Interview Day



Set the Stage

- Candidates given background information for a scenario prior to interview day
- Scenarios model common, real life difficult situations



Play Out the Scene

- Candidate carries out role play activity with current faculty member
- · Faculty member given flexibility to ad lib, draw on previous experience to respond



Observe, Score Performance

- · Administrator observes, evaluates candidate's performance using set rubric
- Rubric outlines visual, oral cues to look for during activity

Scoring Assesses Candidates on Predetermined Priority Attributes



Stress Tolerance



Assertiveness



Impulse Control



Empathy



Optimism



Self Regard



Emotional Expression



Problem Solving

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Typical Campus Visit Leaves Room For More

Alternative Additions to Your On-Campus Interview Schedule

Increase Opportunities to Collect, Incorporate Student Feedback



Lunch with Students

- Schedule candidates to have lunch with current students during campus visit
- · Collect feedback from students



Lesson Feedback

- Create standard feedback form for all students to complete
- Collect feedback from students following demonstration lesson



Student-Led Campus Tour

- Have students lead campus tour for candidate
- · Collect feedback from students

Create New Opportunities to Assess Candidate Attributes



Feedback Delivery Activity

- Include a post-demonstration exercise where candidates write feedback to a student in the class they just taught
- Discuss feedback, how they would adjust lesson in future



Written Reflection

 Request candidates submit a written reflection of their teaching demonstration within 24 hours of the interview



Real-Life Scenario Tests

 Include candidates in common activities like lunch duty to observe how they interact with students, peers



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St. Luke's School's 'Guide To Hiring' Documents Process

stLuke's

Process to Create A Guide For Hiring

Engage Stakeholders





Write Guide to Hiring





Train on **Process, Tools**



- Meet with stakeholders involved in hiring, including department chairs, administrative leaders, faculty
- Identify criteria necessary for success at school, how to assess it



- Outline full hiring process, from recruitment to making an offer
- Provide details on procedure, rationale, tools for each step in the process

- Offer training for people involved in hiring on steps, technology tools
- Meet with faculty at beginning of each individual hiring process to review process, needs



"It's a resource so that anytime anybody is going to engage in a hire in their department, they've got all of the things they need right at their fingertips to get up to speed about what we do, why we do it that way, and how we do it. It lets people know about the things that we do and don't do and why."

> Jim Foley, Assistant Head of School for Leadership & Innovation, ST LUKE'S SCHOOL

Outline the Process From Recruitment to Offer



Hiring Guide Provides Clarity, Ensures Consistency

Components to Include in Hiring Guide



Approach to Recruitment and Hiring

- Explain the importance of hiring, the desired experience for each candidate
- Outline school's approach to talent, importance of a consistent process



Roles and Responsibilities

- Articulate roles, responsibilities for each step in the process
- Provide list of resources available
 for each role



Job Posting Locations

- Include list of places where faculty job postings should always be posted
- Detail process for getting posting added to school's employment page; sharing posting internally
- Remind hiring leads to consider field/ positionspecific places to post jobs



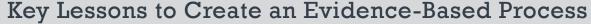
Process Overview and Timeline

- Outline hiring timeline, from job posting through final offer, with details of each stage of the process
- Include details about suggested number of candidates for each stage



Supporting Documents

 Include appendix with templates, interview guides, and rubrics that should be used for each hire







Introduce new activities as necessary to assess specific criteria

Design on-campus interview day schedule to include new activities beyond the traditional interviews, demonstration lesson in order to appropriately assess candidates.

Document hiring process, distribute information

Capture the hiring process in a document that is shared, accessible across the school. Include rubrics, tools to support the execution of this standard process.



Thank You for Joining Us!



Please Do Let Us Know If You Have Questions



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