



Making Sense of SCIENCE Pricing Guide

Making Sense of SCIENCE (MSS) provides a variety of services to build teacher and leadership capacity. MSS professional learning builds on more than a decade of research, and has been shown to significantly strengthen teachers' content knowledge and classroom practices, and improve student achievement.

Teacher Courses — Content-focused courses exist in a wide range of earth, life, and physical science topics including *Matter, Energy, Earth Systems, Force & Motion, Organisms, Genes & Traits, Weather & Climate, Rocks & Minerals, Soils*, and more! Practice-focused workshops cover topics such as *Models & Modeling, Systems & Systems Thinking, and Phenomena-Based Instruction*. MSS can host teacher courses or train regional science leaders to facilitate one or more teacher courses. **Ongoing Learning Protocols** — MSS offers self-directed protocols to support ongoing learning and enhance teachers' professional learning communities (PLCs). Choose from a 5-session linear protocol around *Making Sense of Student Work™* or a 6-session choose-your-own-adventure protocol on successful *Classroom Innovations*. **Leadership Development** — Facilitation Academies are available for all teacher courses. Facilitation Academies provide leadership training and all materials needed to lead the course with teachers at their site. Additional leadership academies (e.g., *Science Practices & Crosscutting Concepts, Leadership Skills, and Facilitation Skills*) that promote respectful and equitable adult learning, as well as additional site-based support (e.g., *administrator workshops, planning and technical assistance, and coaching*) are also available and can be customized to meet your site's unique needs.

For more information, contact **Kirsten Daehler** (Project Director) at kdaehle@wested.org or 650.381.6402.

Service Name	Audience	Grade(s)	Subject(s)	Duration	Maximum Cohort Size	Price Range*
Teacher Courses & Ongoing Learning Protocols						
Teacher Courses	Teachers	K–12	Earth, Life, and Physical Science	Half-day to 5-day	24	\$4,000 – \$19,500 per course (at school or district site) \$200 – \$900 per person (to attend off-site course)
Ongoing Learning Protocols – Making Sense of Student Work™ and Classroom Innovations	Teachers	K–12	Any subject	5 or 6 × 2-hour sessions	2–24	\$19.95 per book, \$16.95 per eBook Additional leadership training for school leads available.
Leadership Development						
Facilitation Academies	Science Leaders, Coaches	K–12	Earth, Life, and Physical Science	1-day to 5-day	24	\$7,500 – \$36,000 per course (at school or district site) \$400 – \$1,800 per person (to attend off-site academy)
Leadership Academies	Science Leaders, Coaches	K–12	Any subject	Half-day to 1-day	24	\$4,000 per day (at school or district site) Half-day courses are charged at a full day's rate.
Administrator Workshops	School/District Administrators	K–12	Any subject	Half-day to 1-day	N/A	\$4,000 per day (at school or district site) Half-day courses are charged at a full day's rate.
Planning & Technical Assistance	School/District Administrators	K–12	Any subject	Varies	N/A	\$500 per session (remote)
Coaching	Science Leaders, Coaches	K–12	Any subject	Hourly sessions	3	\$300 per session (remote)

*Pricing includes actual costs for the training, staff time, and all printed materials. Travel and food are not included. Additional costs may apply for new development, customization, or for additional participants.

LEARNING PATHWAYS

Each MSS service can stand alone or be linked together with other services to create a unique learning pathway that fosters ongoing collaboration and increases impact. Some common examples of learning pathways include:

- **Teacher Pathway** — Engage teachers in a comprehensive 5-day teacher course to strengthen their content knowledge and hone their practice. Then use the included Making Sense of Student Work™ protocol as the base of a year-long professional learning experience. Additional administrator workshops and site-based support can be added to promote a stronger community and shared understanding of learning goals and strategies.
- **Facilitator & Teacher Pathway** — Maximize regional leadership capacity and reach the greatest number of teachers by engaging science leaders in an MSS Facilitation Academy that prepares science leaders to host one or more MSS Teacher Courses in their region. Teachers can then continue their experience by engaging in an ongoing learning protocol. Additional administrator workshops and site-based support can be added.
- **Leadership-Building Pathway** — Build leadership skills by providing teachers, science leaders, and administrators with a series of shorter workshops on a range of topics designed to promote high-quality leadership.