

SMARTsheets... graphic organizers on steroids!

**Makes Sense Strategies (MSS)** is composed of scientific research-based instructional procedures and resources designed for "watering-up" the curriculum, and was developed and validated by Edwin Ellis, Ph.D. (University of Alabama). Data from a range of scientific studies in schools have documented substantial increases in academic performance.

**Makes Sense Strategies...**

- \* Is based on principles of brain-based learning & universal instruction.
- \* Features use of cognitive elaboration strategies and higher-order thinking skills.
- \* Focuses on essential understandings of big ideas rather than memorization of trivia.

**Used when teaching...**

- \* Critical & analytical thinking.
- \* Reading & listening comprehension.
- \* Process writing & note-taking.
- \* Vocabulary & abstract concepts.
- \* Social studies, science, & math.
- \* Social skills & character education.

**MSS is implemented in...**

- \* Over 50,000 school districts across the U.S.
- \* Preservice teacher-education programs in numerous universities and colleges.
- \* Professional development programs of six state departments of education that support state-wide implementation of MSS.

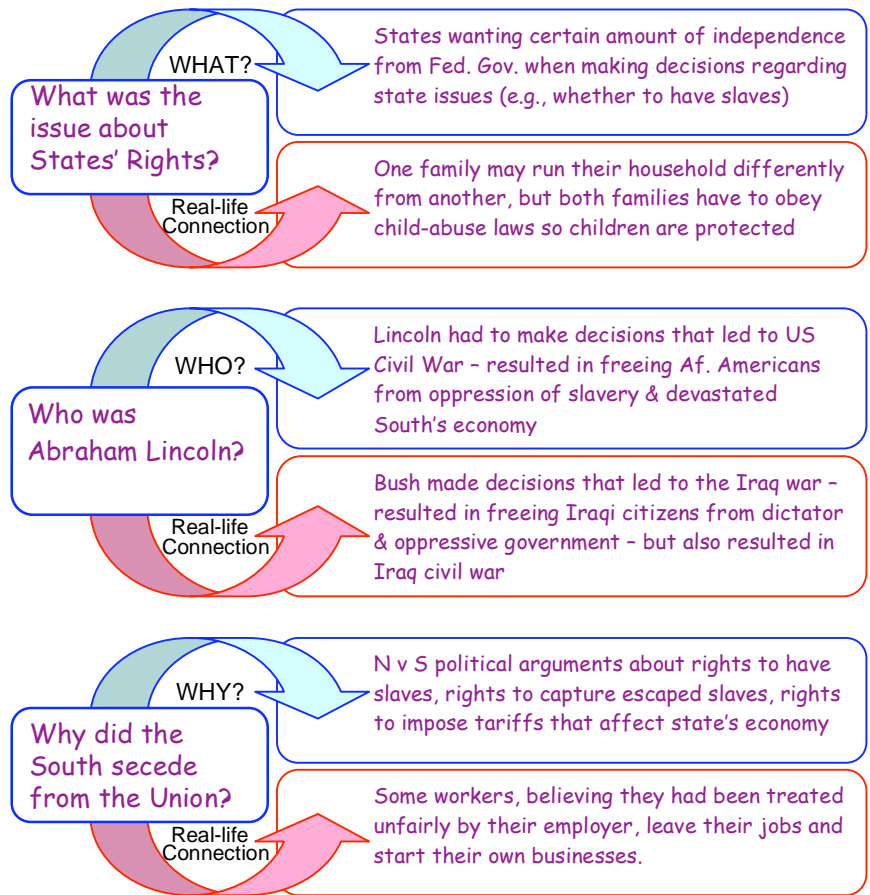
**How do SMARTsheets differ from graphic organizers?**

At first glance, Makes Sense Strategies (MSS) appears to be a comprehensive collection of graphic organizers. What differentiates MSS from other graphic organizer resources is (a) its use of SMARTsheets, (b) a comprehensive set of instructional tactics for using them, and (c) an extensive collection of how teachers have used them across a wide range of subjects.

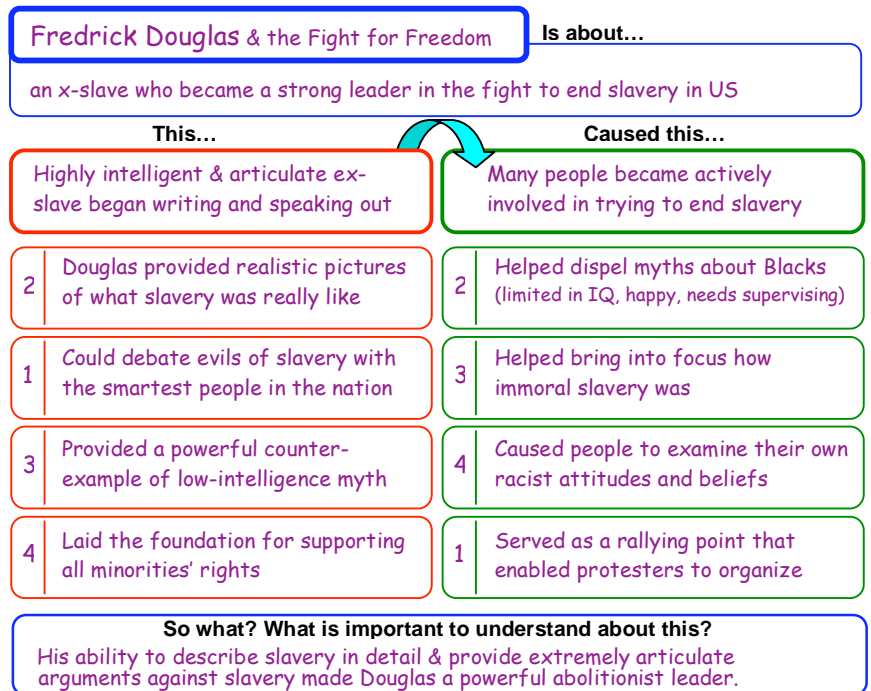
Makes Sense Strategies SMARTsheets are different from other graphic organizer resources in several fundamental ways, including use of embedded semantic prompts. These prompts are designed to:

- \* Signal users to engage in robust thinking and information-processing strategies as they tackle important academic and social tasks.
- \* Cue users to think about and process information in specific ways that are based on what research has shown to be very powerful language-based or brain-based cognitive learning strategies.

"Questions Connections" SMARTsheet



"This Caused" Cause/Effect Graphic Organizer SMARTsheet



## Types of SMARTsheets

### Graphic Organizer SMARTsheets

- \* Provide the most extensive selection of graphic organizers (GOs) on the planet, thus enabling teachers to select from those that are very simple to highly sophisticated.
- \* Visually depict the four most common ways information is structured: **hierarchical** (whole-to-part), **compare/contrast**, **cause/effect**, and **sequence**.
- \* Contain embedded semantic prompts that signal information structures and cue students to engage in higher-order thinking processes such as drawing conclusions, relating the information to the bigger picture, and making real-world connections.

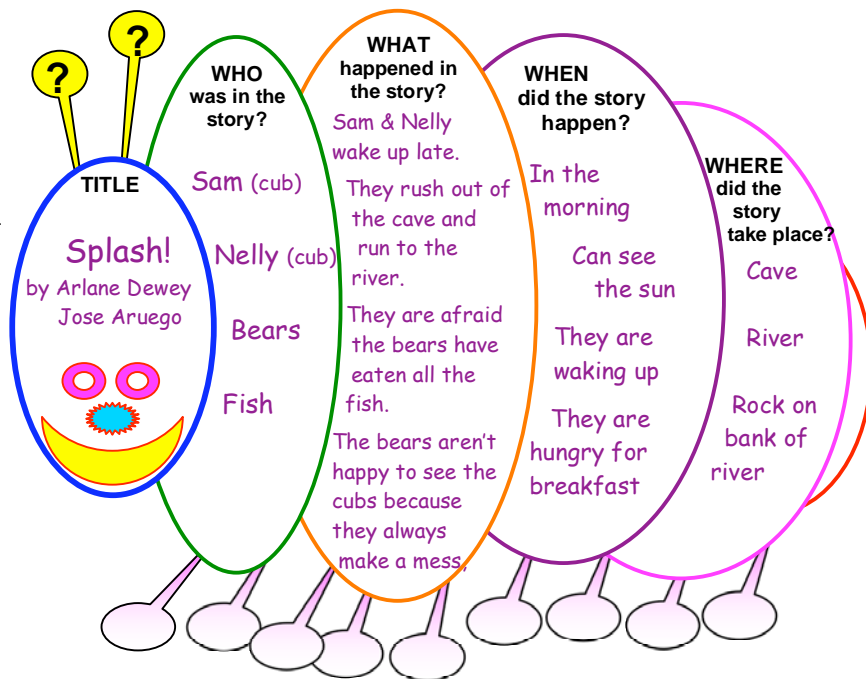
### SMARTsheets 4 Listening & Reading Comprehension

- \* Are designed for enhancing use of listening and reading cognitive strategies.
- \* Offer a wide range of SMARTsheets provided for each of the following areas:
  - \* Story Grammar
  - \* Literary Analysis
  - \* Story Problem
  - \* Inferencing
  - \* Character Analysis
  - \* Text Perusal
  - \* Questioning
  - \* Predicting
- \* Contain embedded semantic prompts that cue use of powerful cognitive comprehension strategies, as well as topic-specific prompts. For example, the Character Analysis SMARTsheets contain prompts designed to target or focus student thinking on the essential elements involved when analyzing a character (e.g., appearance and personality of a character, role in the story, how the character changed).
- \* Have become very popular among reading coaches, speech-language pathologists, and English as second language teachers.
- \* Range in sophistication from those designed for use in the primary grades to those used at the secondary and college levels.

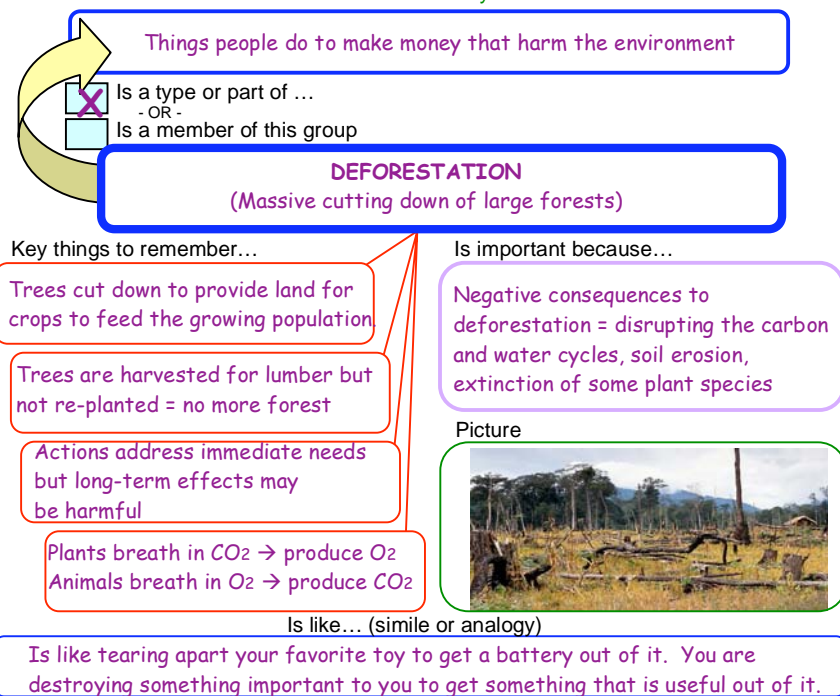
### SMARTsheets 4 Vocabulary

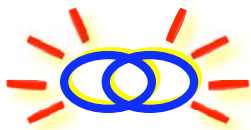
- \* Feature highly effective SBR vocabulary learning strategies associated with **language-based cognitive strategies** such as . . .
  - \* Determining a definition's critical elements
  - \* Summarizing & visualizing
  - \* Determining examples & non-examples
  - \* Relating to background knowledge
  - \* Forming real-world connections
  - \* Analyzing critical features
  - \* Creating visual and audio mnemonic devices
  - \* Understanding new terms and concepts within a "bigger picture" context of the overall topic of study

"Questioning Caterpillar" Reading SMARTsheet



"Semantic Table" Vocabulary SMARTsheet





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- \* Prove useful as pre-teaching tools (e.g., tools for pre-teaching new vocabulary associated with a forthcoming lesson).
- \* Work well as well as post-instruction tools (used to review new vocabulary recently taught in the context of subject-matter lesson).

### SMARTsheets 4 Process Writing

- \* Are designed to enable students to produce well-organized paragraphs and essays.
- \* Contain descriptive, narrative, expository, & persuasive formats.
- \* Include specific strategies for pre-writing, producing, editing, & revising.
- \* Range from those used at the emerging literacy level (primary grades) to those used by high school and college students.

### SMARTsheets 4 Math Literacy

Focus on essential understandings of math as well as cue the use of thinking strategies in:

- \* Mathematical concepts
- \* Computational processes
- \* Math rules/theorems

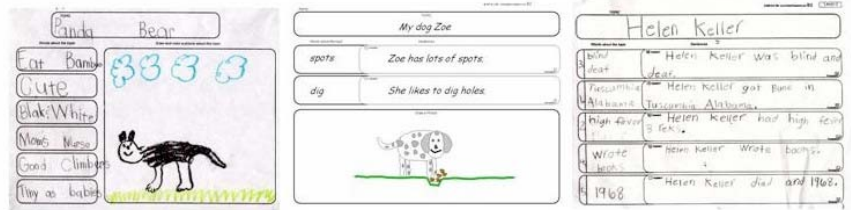
### SMARTsheets 4 Project-based Learning

- \* Provide an extensive array of project-based learning strategies for enabling students to plan and execute student-investigations and make presentations as a means for learning content objectives.
- \* Offer a wide range of resources for supporting student- (self), peer-, and teacher-based evaluations of both how well the project-based learning strategies were used by students and of the outcomes of their work.

### SMARTsheets 4 Social / Emotional Literacy

- \* Help learners understand social phenomena.
- \* Develop character & emotional stability.
- \* Increase social skills and strategies.
- \* Extend perspective-taking ability such as:  
*What people probably are thinking when . . .*  
*How various people may view a situation differently . . .*
- \* Build self-regulation language skills such as . . .  
\* Use of positive self-speech      \* Self-monitoring  
\* Goal-setting                              \* Self-advocacy
- \* Assist teachers, behavior therapists, & counselors in focusing on critical aspects of analyzing problematic behaviors and why they may be occurring.

"Process Writing" SMARTsheets



**Perdido Cemetery** Is about a place that...

An old cemetery behind my house that's really scary - "Perdido"

tombstones, sunken	4	There are old tombstones everywhere - some fallen over. Lots of indentions where graves caved in.
rusty gate - squeaks	2	To go inside, you have to open an old rusty gate - makes a scary squeak
scary trees, moss	3	You'll see huge old oak trees with Spanish moss. Wind blowing the leaves makes a spooky sound.
dark, full moon	1	Best time to go is late at night when the moon is full.
bats & owls	5	Sometimes you'll hear screech owls or hoot owls that sound like ghosts. You might see bats.
Conclusion		If you think you are brave enough, I'll take you there one night.

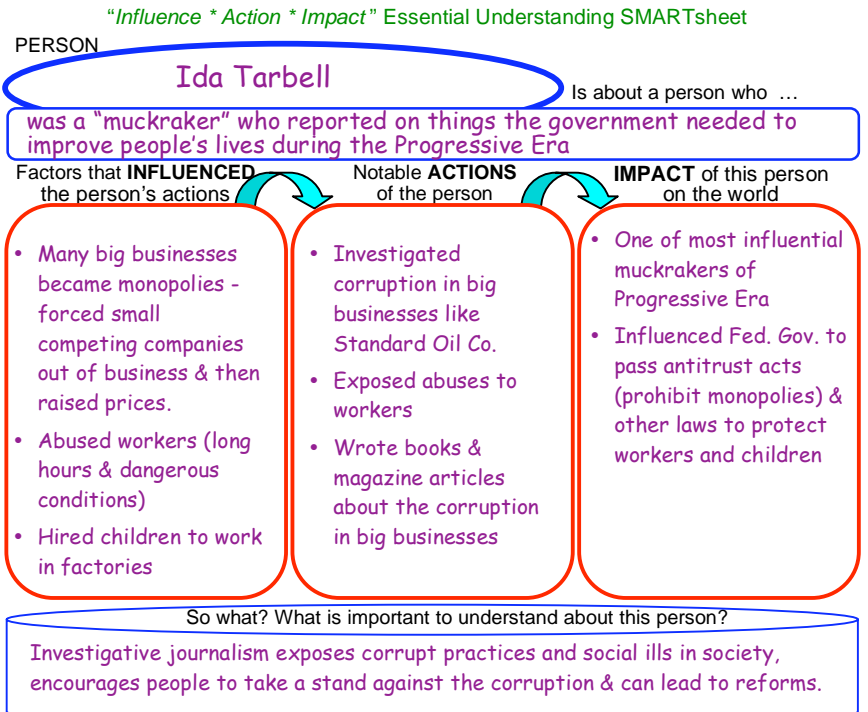
The Perdido Cemetery is about a place that is in the woods behind my house that is really scary. "Perdido" means lost so you may feel that way if you go there. The best time to go is late at night when the moon is full. To go inside, you have to open an old rusty gate that makes a scary squeak. You'll see huge old oak trees with Spanish moss hanging from the limbs. Wind blowing the leaves makes a spooky sound. There are old tombstones of all sizes everywhere. Some have fallen over. There are lots of indentions in the ground where graves caved in. You might hear a screech owl or hoot owl that sounds like a ghost. You might see bats flying over the graves. If you think you are brave enough, I'll take you there one night!

"Who Controls the Problem?" Social / Emotional Literacy SMARTsheet

ISSUE or PROBLEM	Things about this I can control	Things I have NO control over	Conclusion
My parents are separated	Be equally supportive of each parent & control my own emotions	How they feel about each other & whether they choose to get divorced	Conclusion They don't have to be together for me to love both of them
Poor grades - not turning in assignments	Write down assignments & finish homework before watching TV	How hard the assignments are & how long they take to finish	Conclusion I need to force myself to get the job done on time even if I hate it.
Getting in trouble in Mr. Wilkes's class	Whether I say smart-aleck things to Mr. Wilkes	How boring social studies is.	Conclusion My mouth is screwing up my grade.
	Conclusion I can control my EAA (Effort, Attitude & Actions)	Conclusion I can't control situations around me or decisions others make	

## SMARTsheets 4 Essential Understanding

- \* Dramatically increase the focus and clarity of content-area subject lessons.
  - \* Feature a set of “Essential Understandings” about each of the most common topics taught in any science or social studies lesson:
    - famous **person** or **group** - important **event**
    - significant **place/geography** - impacting **policy**
    - important **theory or idea** - **war** or **conflict**
    - controversial **issue/debate** - common **belief**
    - significant **problem** - impacting **invention**
    - important **thing** or **object** - key **process**
- For example, if the social studies lesson is primarily about a famous **person**, MSS provides a *range* of SMARTsheets that focus on essential understandings of any famous person.
- Likewise, if a science lesson is primarily about a biological **process**, there is a range of SMARTsheets specifically designed to address the essential understandings associated with any process.
- \* Present embedded semantic cues designed to prompt students to engage in highly robust critical thinking and language-learning elaboration strategies.
  - \* Include *very powerful* tools for guided note-taking, guided reading in the content area, planning writing about content-area subjects, assessing student knowledge about subjects.
  - \* Help to structure cooperative learning discussions about a topic.



**SMARTsheets 4 Teachers** are designed to enhance planning and delivery of “universal instruction,” and they provide guidelines for how to use the various SMARTsheets when teaching. These SMARTsheets contain embedded prompts that cue teachers to employ robust thinking strategies and make critical decisions as they differentiate curriculum, plan developmentally appropriate instruction and assessments, and plan accommodations.

**SMARTsheets 4 Leaders** provide instructional leaders and change agents with powerful tools designed to enhance the quality of MSS implementation or any other instructional innovation within a school building. These SMARTsheets focus on strategies for planning incremental change, supporting on-going efforts, and evaluating the quality/fidelity of implementation and its effect on student outcomes.

### SOFTWARE

Graphic Organizer SMARTsheets	\$59
SMARTsheets 4 Listening & Reading	\$29
SMARTsheets 4 Vocabulary	\$29
SMARTsheets 4 Writing Literacy	\$29
SMARTsheets 4 Math Literacy	\$19
SMARTsheets 4 Project-based Learning	\$29
SMARTsheets 4 Social/Emotional Literacy	\$29
SMARTsheets 4 Essential Understandings	\$39
SMARTsheets 4 Teachers	\$29
SMARTsheets 4 Leaders	\$29

### SOFTWARE BUNDLES

Makes Sense Language Literacy Strategies	\$99
(SMARTsheets 4: Graphic Organizers, Listening & Reading Comprehension, Vocabulary, Writing, Social)	
Makes Sense Content Literacy Strategies	\$99
(SMARTsheets 4: Graphic Organizers, Vocabulary, Essential Understandings, Math, Project-based Learning, Teachers)	
Makes Sense Strategies – The Works!	\$195

### BOOKS

Book 1: 200 Makes Sense Literacy SMARTsheets	\$39
Book 2: 200 Makes Sense Content SMARTsheets	\$39
Lexicons Memory-enhanced High-stakes Vocabulary	\$19
Makes Sense Graphic Organizers	\$19
Makes Sense Project-based Learning Strategies	\$19
Makes Sense Strategic Instruction	\$19
Content Enhancement: The Framing Routine	\$19
Content Enhancement: The Clarifying Routine	\$19
Content Enhancement: The LINCING Routine	\$19
The Vocabulary Learning Strategy (LINC)	\$19
Teaching Adolescents with LD: Strategies & Methods	\$72

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