

The Massage Educator

issue 1, 2011

\$22.82-
\$33.29/hr

The average pay range of
massage therapy instructors.

—ABMP 2010 School Operations Survey

Created by Associated Bodywork & Massage Professionals • [philosophy for instructors](#)



REACHING UNMOTIVATED STUDENTS

WAYS TO CREATE A
SUPPORTIVE RELATIONSHIP

As massage instructors, we have all encountered unmotivated students who are unwilling to complete the required work. It's not clear to us whether they want to be massage therapists or why they enrolled. Here are insights that can help us understand these students and processes we can bring into the classroom that encourage their success.

WHY SO UNMOTIVATED?

Understanding factors that can influence student motivation makes a supportive relationship possible. These factors may include the following:

Family legacy. Parents whose multiple responsibilities distract them from giving their child attention during his or her

developmental years tend to compensate with material gifts. Because there are no expectations attached to this material compensation, the child never learns that personal effort is a means to success.

Educational legacy. Students who fail academically tend to think that their more successful classmates were born with academic ability. They therefore fail to link a successful result with the effort put into it, as schools do. Incoming students are often unprepared for this shift in thinking.

Student coping strategies. Students can develop unhealthy ways of coping with the social and academic demands of being in school. For example, a strong fear of being perceived as stupid or uncool may cause a student to attempt to demonstrate control and independence by refusing to complete assignments.

Teacher skills. Trying to engage students who are unmotivated can be frustrating. Sometimes teachers react to a student's behavior in ways that reinforce his or her deeply held belief of lacking the capacity to do well in school.

PROCESSES THAT MOTIVATE

In the book *Enhancing Adult Motivation to Learn*, Raymond Wlodkowski encourages teachers to grow motivation in learners by bringing the following five processes into the classroom.

The Dirty Dozen

The Dirty Dozen is an activity that builds emotional intelligence. It helps students increase their awareness of beliefs and behaviors that cause us to emotionally lash out in certain situations. On a worksheet, students identify these behaviors and then discuss their findings in a group. When offered early in an education program, this activity contributes to a positive program experience by helping students bond and develop empathy for each other from the start.

You can find The Dirty Dozen in the Student Success Curriculum teaching kit, Unit 1: "Transitioning." To find out more, visit www.abmp.com or contact your school liaison at 800-458-2267.



BUILD AN
INSTRUCTOR
WEBSITE

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Empower Students with Learning Contracts

A TOOL TO INCREASE ACCOUNTABILITY AND AID MOTIVATION

Learning contracts are written agreements between students and teachers that outline the content it is important to learn, what strategies will best facilitate this learning, what evidence will demonstrate that proper learning has occurred, and the date by which this should be accomplished. Contracts can be written for specific topics that need improvement, for a series of integrated applications, and for practical skills as well as cognitive knowledge. Teachers can create these learning contracts and pass them out at the beginning of a term to provide a road map for learners to follow during the course.

To create a learning contract, start with a clearly stated learning objective. Next, describe the resources and strategies students will need to use to master this content. Now that you have given your students a goal and a path toward fulfilling that goal, determine how you will verify that the learning has occurred. Then write a concise statement that informs students how they can demonstrate that they have learned the content. Assign a realistic completion date for the entire learning cycle you have outlined. This will help students plan and prioritize.

You can also further involve students and help them take ownership of their learning process by providing them with a chart that lists only the learning objectives. Ask them to complete the rest. Then review the resulting contract with each student and discuss ways to strengthen or adjust the entries until you both feel that it is an effective plan. 🍏

Sample Learning Contract

Course name:
Instructor name:
Student name:
Date contract was assigned:

LEARNING OBJECTIVE	RESOURCES AND STRATEGIES	EVIDENCE OF ACCOMPLISHMENT	VERIFICATION OF ACCOMPLISHMENT	COMPLETION DATE
<i>What am I going to learn?</i>	<i>Resources, strategies, and experiences I will use to learn this.</i>	<i>How will I know I have learned this?</i>	<i>How will I demonstrate that I have learned this?</i>	<i>How much time do I have to learn this?</i>
HANDS-ON SKILL:				
1. Demonstrate proper use of the petrissage technique.	1. Read the chapter on petrissage in the textbook. 2. Take notes during lecture on petrissage. 3. Pay close attention and take notes during the petrissage demonstration using ABMP's Demonstration Tracker Form. 4. Practice petrissage with classmates, solicit feedback, and work to refine the skill.	1. Complete ABMP's Active Reading Form using notes from the chapter. 2. Attend class and take detailed notes during lecture. 3. Attend class, observe the demonstration and take detailed notes on ABMP's Demonstration Tracker Form. 4. Complete ABMP's Exchange Tracker Form to learn from and refine skills during each exchange.	1. Submit Active Reading Form with notes from chapter. 2. Submit notes from class lecture and the instructor will validate attendance. 3. Submit Demonstration Tracker Form from hands-on demonstration and the instructor will validate attendance. 4. Submit Exchange Tracker Form and fellow students will validate having engaged in hands-on practice. 5. Successful completion of a petrissage hands-on examination, validated by instructor.	Date



REACHING UNMOTIVATED STUDENTS CONTINUED FROM PAGE 1

Increase instructional clarity. Before class, educators must ask themselves two key questions: 1.) Do I know this information well? and 2.) Am I prepared to convey it effectively? To increase the clarity of your instruction, plan lessons carefully. Think about how you will introduce the topic. Pace your lessons with checkpoints and opportunities for students to digest, reflect, and respond to the material. Provide examples, stories, and analogies to illuminate concepts, with at least two examples for every major concept you teach. Find ways to make abstract information come alive by relating it to real-world practice.

Emphasize effort. Help students set goals for themselves that they can work to achieve. Add points to your syllabus so you can award students when they demonstrate effort. Base grades not only on what students know, but also on how they approach the learning process. Award points for enthusiasm.

Create hope. Take another look at the homework assignments you give to your adult students. Because adults shoulder many responsibilities outside the classroom, lengthy homework assignments can erode their confidence in their ability to balance school and life. Keep homework for your adult students short, requiring no more than thirty minutes per activity. By returning homework to students within two days and

providing meaningful comments, students can experience a sense of completion that makes their effort feel worthwhile.

Respect power. When you share classroom ownership, you are creating an atmosphere that respects student power. Involve your students in the development of procedures, rules, and consequences. For example, ask students to describe the classroom behaviors that disrupt their learning and have them suggest the consequences that should result from these behaviors.

Express enthusiasm. Openly express your love for the massage profession and the subject you are teaching. Let students know you enjoy being their teacher. If you truly believe in the material and its ability to benefit students' lives, they will believe in it too.

Learn more about improving student motivation and learner capacity by attending Instructors on the Front Lines, the complimentary instructor workshop ABMP will soon bring to your region. This year's topic focuses on moving "From Handholding to Capacity-Building." To find out more about these workshops, visit www.abmp.com and scroll down the homepage to the section titled Resources for Massage Schools and Instructors. Then click on the link "ABMP Instructors on the Front Lines Events." 🍏

BUILD AN INSTRUCTOR WEBSITE

Use of instructor websites is on the rise everywhere. When instructors offer online hubs, students who miss a class don't fall out of the loop. Whether they need to catch up or plan ahead, students can get the information they need without taking up your valuable time.

Your website might include a syllabus for each of the classes you teach, reminders about important due dates, downloadable descriptions of homework assignments, and printable lecture notes. You can use the free website and email address that come with an ABMP Professional membership to streamline communication with your students. The ABMP Website Builder is easy to use, creates beautiful websites that you customize, and makes updating content simple. With an unlimited number of pages, the website can serve all your classes year after year.

If you are already a Professional member, log in to www.abmp.com. Go to the Marketing Center tab and click on "Website (Free!)" to get started. The Affinity Program for instructors offers a discount on Professional membership. To find out more about this, contact your school liaison at 800-458-2267. 🍏



A SNEAK PEAK

THE 15TH ANNUAL ABMP SCHOOL ISSUES FORUM

School owners, administrators, and instructors from across the country will be in Denver, Colorado, from April 14–16 to educate, motivate, network, and talk shop about issues that are also important to you. Join your colleagues and industry leaders to engage these topics, and much more.

- "At My School, We..." A Forum For Schools to Share Their Best Practices.
- Creating Change When Change is Difficult.
- Listen Up Leaders! Leaders in the Profession Respond to Your Concerns and Questions.
- Online Education in Foundation Curriculum.
- Practical and Inspiring Team Building.
- Using Technology Effectively in the Classroom.
- What Did You Say? Developing Presentations that Leave a Mark.
- What Employers Want from Your Graduates.
- Your Strategic Plan Workshop.



Find out more and register at www.abmp.com/school_administrators/forum. Or contact Kathy Laskye at kathy@abmp.com or 800-458-2267, ext. 649.



Join ABMP at the American Massage Conference. ABMP is the Global Education Sponsor, helping bring instructors and students alike:

- A free student seminar.
- A job fair.
- A variety of continuing education classes.
- More than 50 exhibitors.

Be sure to attend the professional panel "Massage Career from the Heart," sponsored by ABMP with Massage Envy, and visit ABMP at booths 11 and 12.

Learn more and register at www.americanmassageconference.com.

Tools for Teaching Time Management

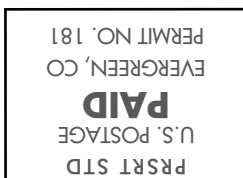


Have you ever heard this from your students? “I just can’t find the time to get everything done! There aren’t enough minutes in the day.” Students can view the ability to manage time as a characteristic like hair color. You’re either born with time management skills or you’re not. Help students shift this thinking by taking 30 minutes at the beginning of each term to teach time management skills and introduce resources that can aide their development. Be sure to describe how good time management can contribute to success in the massage profession.

ABMP provides lessons and materials you can bring into your classroom. Here are five ABMP tools that can help students improve time management.

- Plan a lesson using the teaching kit titled “Time Management and Organization” in Unit 4 of the Student Success Curriculum.
- Require that students use a day planner. Check that they update it regularly and give points if they do. The *Massage Year Planner*, a day planner created just for massage students, is included in an ABMP Student membership.
- Build student awareness of their current use of time and open the possibility for change by having them complete and analyze a Time Tracker Form.
- Encourage students to keep track of due dates by completing an Assignment Calendar each month and posting it in a highly visible place.
- Show students the value of recording study sessions on the Study Log Form so they can get a realistic sense of the hours required.

To access these tools, go to www.abmp.com and log in. For the teaching kit, scroll down your Member page and click on “Student Success Curriculum.” For the forms, also scroll down your Member page but instead click on “Student Success Resources.” Once you’re on the resource page, select “Time-Management Resources” from the list. You can also learn more by calling your school liaison at 800-458-2267. 🍏



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