

## **LEARNING OBJECTIVES**

Identify three (3) Learning Objectives for attendees and what they can expect to gain from your proposed presentation. Outcomes can be expressed as: Knowledge Acquired, Skills Gained, Attitudes Changed, etc. Strong LOs have three distinguishing characteristics: They are observable, measurable (you can evaluate them immediately upon leaving the session), and actively done by the participant. Each Learning Objective should have a maximum of 20 words.

### **Learning Objectives Examples:**

- Examine the generational differences amongst leasing agents vs. technology usage
- Consider what user experience is and how it can be used to reevaluate and refine leasing workflows
- Understand the significance of the massive trend of increased litigation against owners for liability related issues
- Identify simple and effective strategies for minimizing potential safety concerns
- Explore how student housing differs from a regulatory perspective than more traditional multifamily utility billing
- Learn three specific strategies for building positive working relationships with universities
- Explore the tools available to replace the knowledge capital being lost through the fast pace of retirement by the boomers
- Consider a new mindsets about worker loyalty and alliance to apply to your retention strategies and hierarchies
- Understand the geographic/regional differences in utilization of technology for housing searches
- Understand operational best practices for implementing, using, and training for revenue management on student housing properties