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 <u>observable</u>, <u>measurable</u> (you can evaluate them immediately upon leaving the session), and <u>actively done by the participant</u>. Each Learning Objective should have a maximum of 20 words.

Learning objectives will be carefully reviewed by the EDU EAB when considering your proposal. It is important that you spend time and careful consideration on these to adequately express the value proposition of your session to NAA Education Conference attendees.

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