

# Understanding Buyer Choice/Rejection/Experience Processes for Complex Services: The Example of Montessori Private Schools

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**Math**

Sequential learning is very important in learning the basics of mathematics.

- Learning mathematical concepts in a sequential manner helps students understand the relationship between concepts.
- They are developed from simple to complex.
- Understanding the basics of math is a crucial step in learning advanced math.
- Students should be encouraged to explore math in their daily lives.

**OCCI**

Order, Combination, Concentration, Independence

**To keep in mind...**

1. Repetition is necessary for the child to refine his senses, perfect his skills, and build up competency and knowledge.
2. If we seek perfection, we must pay attention to our own defects, for it is only by correcting these that we can improve ourselves.

**Practical Life**

The activities listed in this list are the foundation for the development of the child's practical life skills. These activities are organized in a sequential manner.

- used of materials
- size of the environment
- sequence of activities

**Sam's Story**

Sam is a 4-year-old child who is struggling with reading. His parents are looking for ways to help him improve his reading skills. They have tried various methods, but nothing seems to be working. They are looking for a more effective way to help Sam learn to read.

*The child who cannot read is naturally happy.*

**Consulting our client with the Montessori Method**

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**Language Arts, Science & Social Studies**

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**The Montessori Method**

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**Music, Movement**

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**COGNIZING**

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# *Maria Montessori*

"The greatest triumph of our education method should always be this: to bring about the spontaneous progress of the child".

- Maria Montessori was born in Chiaravalle, Italy, in 1870.
- She was the first woman who graduate from medicine school.
- In 1907 she was placed in charge of the Casa dei Bambini school.
- By 1925, more than 1,000 Montessori schools had opened in the United States.
- During World War II, Montessori developed Education for Peace in India, and earned two Nobel Peace Prize nominations.
- She died May 6, 1952, in Noordwijk aan Zee, Netherlands.



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# The Montessori Philosophy





- Dr. Montessori believed that children learn best by doing.
- Believing that the young child had more potential than educators realized, she began to develop this potential by teaching the young child through their natural interest in exploring the world.
- The child's developmentally appropriate approach was designed to individually accommodate each child's unique abilities.
- Montessori devoted her life to the education of children.
- Her teaching techniques are presently used in public and private school classrooms all over the world.
- The goal of the Montessori education is to help children become responsible, self-motivated learners competent in all areas of life.
- Each of our classrooms encourage this natural appetite of the child by offering age-appropriate materials to satisfy the child's intense desire for knowledge.
- A child who acquires the basic skills of reading and mathematics in this natural way has the advantage of beginning their education without pressure, boredom or discouragement.
- By pursuing his or her individual interests in our Casa classroom at an early age, they gain an early enthusiasm for learning, which is the key to becoming a truly educated person.
- The Directress works toward developing the **child's sense of order, concentration and coordination.**



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## The Montessori Method...

-  Promotes self-esteem, encourages fundamental motivation, spontaneous activity and self-education.
-  Teaches a child respect for one's self, others, and the environment.
-  Allows each child the ability to obtain a good self-image enabling them to feel secure, independent and self-confident.
-  Guides the child to grow in knowledge and strength as a whole person and thus gain the practical skills and insight into initiating his success in their future life.

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*Free choice is one of the  
highest of all the  
mental processes.*

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## Connecting our School with the MonteSSori Method

### *Mission*

- Our COJOWA mission is to develop integral, bilingual leaders with global perspectives, within a challenging academic environment that motivates the development of individual potential, solid human values, and a decisive commitment with the community.
- We will achieve this by way of teamwork between motivated students, quality staff, and committed parents.

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### *Our biggest and most ambitious goal (MEGA) 2012-2016*

- By 2016 we will be a bilingual educational institution, Highly Functional under SACS standards, that nurtures the integral potential of each and every one of its students.
- It directs its educational goals to the development of personal and social values of the students, instructing them to be:



# Sensitive Periods

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- During a sensitive period it is very easy for children to acquire certain abilities, such as language, discrimination of sensory stimuli, and mental modeling of the environment.
- Once the sensitive period for a particular ability is past, the development of the brain has progressed past the point at which information can be simply absorbed.
- The child must then be taught the ability, resulting in expenditure of conscious effort, and not producing results as great as could be produced if the sensitive period had been taken advantage of.

*More importantly, she believed, adults should observe the behavior and activities of children to discover what sensitive periods they are in.*





# Language Arts, Science & Social Studies

 Language lies at the root of that transformation of the environment that we all call civilization.

- Montessori's method has its base in scientific observation. Observation and classification of plants and animals leads naturally to understanding the world through its environment.
- development of an intelligent interest and an appreciation of the natural and physical world; development of a scientific attitude; helping the child acquire a scientific method of problem solving; and helping the child acquire a useful knowledge of scientific principles.



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