

Making The Grade A Practical Guide For Grading Evaluating Homeschooled Children

Edited and written by a Who's Who of internationally known advanced practice nursing experts, Hamric and Hanson's *Advanced Practice Nursing: An Integrative Approach*, 6th Edition helps you develop an understanding of the various advanced practice registered nursing (APRN) roles. This bestselling textbook provides a clear, comprehensive, and contemporary introduction to advanced practice nursing today, addressing all major APRN competencies, roles, and issues. It covers topics ranging from the evolution of advanced practice nursing to evidence-based practice, leadership, ethical decision-making, and health policy. New to this edition is expanded coverage of interprofessional collaborative practice, updated coverage of APRN roles related to implementation of healthcare reform in the U.S., updated and expanded coverage of IOM and QSEN, a global focus on international advanced practice nursing, and much more! Coverage of all APN core competencies defines and describes all competencies, including direct clinical practice, guidance and coaching, consultation, evidence-based practice, leadership, collaboration, and ethical decision-making. Operationalizes and applies the APN core competencies to the major APN specialties including the Clinical Nurse Specialist, the Primary Care Nurse Practitioner, the Acute Care Nurse Practitioner, the Certified Nurse-Midwife, and the Certified Registered Nurse Anesthetist. Content on managing APN environments addresses such factors as business planning and reimbursement; marketing, negotiating, and contracting; regulatory, legal, and credentialing requirements; health policy; and nursing outcomes and performance improvement research. UNIQUE! Exemplar boxes (case studies), including Day in the Life vignettes of each APN specialty, emphasize innovative practices and coverage of advanced practice roles. In-depth discussions of educational strategies for APN competency development show how nurses develop competencies as they progress into advanced practice. NEW and UNIQUE! Expanded coverage of interprofessional collaborative practice includes the latest Interprofessional Education Collaborative (IPEC) Core Competencies for Interprofessional Collaborative Practice. NEW! Updated coverage of APRN roles related to implementation of healthcare in the U.S. reflects current and anticipated changes in APRN roles related to healthcare reform. NEW! Coverage of IOM and QSEN has been updated and expanded. NEW! Refocused International Development of Advanced Practice Nursing chapter has been rewritten to be more global and inclusive in focus, to reflect the state of advanced practice nursing practice throughout all major regions of the world. NEW! Expanded content on the role of advanced practice nurses in teaching/education/mentoring and health policy related to the APRN role is featured in the 6th edition.

Implement standards-based grading practices that help students succeed! Classroom assessment methods should help students develop to their full potential, but meshing traditional grading practices with students' achievement on standards has been difficult.

Making lasting changes to grading practices requires both knowledge and willpower. Discover eight guidelines for good grading, recommendations for practical applications, and suggestions for implementing new grading practices as well as: ? The why's and the how-to's of implementing standards-based grading practices ? Tips from 48 nationally and internationally known authors and consultants ? Additional information on utilizing level scores rather than percentages ? Reflective exercises ? Techniques for managing grading more efficiently

There has been a comparative lack of guidance about assessment in primary humanities, or in the subjects of history and geography that are now parts of the National Curriculum at primary stages. This book aims to provide an introduction to what will now be a part of every primary teacher's task. It offers practical advice, drawn from experience with schools, teachers and children, about classroom observation, marking and testing.

The current grading system doesn't provide equal opportunity for low-income students and that leads to grade inflation, high dropout rates, productivity loss, and more. To help all students succeed, and promote equity in learning, vast changes in grading policies and scheduling are needed. In this research-based resource, the authors examine why current grading practices are ineffective for fostering a growth mindset, including the effect poverty has on student achievement. Beyond the Grade present an evidence-based case for switching to an equitable, standards-based grading system that improves student achievement for diverse student populations. Use this book as a schoolwide study guide to ensure all staff fully understand the school variables that can influence student motivation and enhance achievement for all learners. Benefits Ascertain the school variables that can influence student motivation and enhance achievement, including absenteeism, early literacy education, and more. Explore the disadvantages of traditional grading practices and the advantages that come from the equity of implementing standards-based grading practices. Receive guidance on providing students with the extra time and help they require to meet their learning needs and build a growth mindset. Access a list of questions that can help bring focus to your discussions about grading practices and overcome opposition to the implementation of standards-based grading. Gain resources, including sample schedules, for implementing standards-based grading practices in elementary, middle, and high schools to engage students, foster a growth mindset, and promote learning. Contents Introduction Part I: Assess Problems in Traditional Grading Practices Chapter 1: Why It's Time to Reassess Chapter 2: Flawed Grading Practices and Policies Chapter 3: Poverty Creates Variables That Affect Achievement Part II: Solutions to the Problems Chapter 4: Improved Grading Practices and Policies Chapter 5: Strategies That Effectively Address Poverty and Its Variables Chapter 6: Rethinking Scheduling Epilogue: The Power of a Teacher

Schools that Make the Grade

Making the Grade in College

Hamric & Hanson's Advanced Practice Nursing - E-Book

Making the Grade: Grades 1-2

The Science and Design of Educational Assessment

The Academic Side of College Life

Super Smart Information Strategies: Make the Grade provides students with practical information for evaluating product and process associated with the conducting and presenting research. Readers are encouraged to think critically as they conduct research, collaborate with fellow students and present their findings in new and different ways.

Turn a good school into a great school with this invaluable guide. Discover the seven critical success factors that directly correlate with student achievement and get practical, real-world strategies for implementing them.

Knock out the SIE on your first try Securities Industry Essentials Exam 2023-2024 For Dummies is this year ' s definitive study guide for prospective securities industry professionals—that means you! FINRA administers this notoriously difficult exam as a prerequisite to the Series 7 and other series level exams, so you ' ll need to know your stuff in order to get where you're going. Securities professionals are in high demand, and this study guide can help you become one of them. You'll have access to two complete practice tests, plus two more online! With this trusted Dummies guide, you have everything you need to get a high score on the SIE. Hundreds of practice questions help you internalize the must-know info, and we explain the content in a way you can easily grasp. You ' ll go into your securities exam feeling, well, secure! Review all the content tested on the Security Industry Professionals exam Get prepared with two in-book practice tests and two more online tests Launch your dream career in the growing field of securities, commodities, and financial services Take an in-depth look at how the SIE exam is structured and how you can improve your score Let employers see how well you know your stuff—this friendly study guide is your ticket to passing the SIE.

Make Learning Fun and More Effective. The Making the Grade books published by SCORE! are excellent tools for you to help your child build the necessary skills and confidence to perform well in school and meet the tough, new academic standards enacted by many states. Using SCORE!'s motivational teaching methods, the book includes. a thorough review of key 5th- and 6th-grade subjects hundreds of skill building activities effective strategies to help improve test-taking abilities tips on how you can positively affect your child's success in school a special section from the test preparation experts at Kaplan on helping you child prepare for standardized tests Most important, this unique book outlines how you can foster a lifelong love of learning in your child. Making the Grade: Grades 5-6 lays a solid foundation for future success in school -- and in life.

Are They Making the Grade? : Hearing Before the Subcommittee on 21st Century Competitiveness of the Committee on Education and the Workforce, House of Representatives, One Hundred Eighth Congress, First Session, Hearing Held in Washington, DC, May 20, 2003

Word Problems

How to Score High on All Scholastic Tests

A Critical Study of Learning to Teach, Revised Edition

What Successful Schools Do to Improve Student Achievement

Securities Industry Essentials Exam For Dummies with Online Practice

Describes what happens in first and second grades, recommends ways for parents to participate in their children's education, and suggests appropriate activities in language arts, science, and math

The ideal companion for students taking the Bahamas GCSE English language examination. Provide expert guidance on how to

master the skills necessary in the examination with this companion which has been written in conjunction with the Ministry of Education, Youth, Sports and Culture. - Build and consolidate knowledge with an opening chapter summarising current grammar and sentence construction, correct spelling, word choice and punctuation. - Prepare students for the exam with chapters providing guidance on Continuous Writing (Paper 1), Listening Skills (Paper 2) and Comprehension and Directed Writing (Papers 3 and 4). - Send students into the exam with confidence with activities to test skills, 'exam-type' exercises, student answers and comments from examiners, as well as practice examination papers and answers.

Describes what a child should know at the kindergarten level in such areas as reading, writing, math, social studies, and science, and offers strategies and techniques for developing curricula.

This book provides a guide for a long-overdue public dialogue about why and how we need to reinvent our nation's schools. How has the world changed for our children; what do all students need to know in light of these changes; how do we hold students and schools accountable for results; what do good schools look like; and what must leaders do to create more of these schools? These are some of the questions that drive this book. The answers emerging to these questions may surprise many. The most successful public schools of the 21st century look a lot more like our 19th century village schools than our current factory model of schooling. This book describes these "new village schools" that have been created in the last decade and suggests that they are a prototype for the schools of the future.

What It Is, Why It Matters, and How It Can Transform Schools and Classrooms

The Practice of Law School

An Integrative Approach

Score! Making the Grade

Creating a Successful Learning Environment at Home

A Guide to Successful Study and Professional Communication

Word Problems, Grade 5 Homework Booklet will help teach math skills like fractions, money, and mixed numbers using word problems. Students will strengthen their reading skills as they learn basic math operations and critical thinking skills.

"Joe Feldman shows us how we can use grading to help students become the leaders of their own learning and lift the veil on how to succeed. . . . This must-have book will help teachers learn to implement improved, equity-focused grading for impact." –Zaretta Hammond, Author of Culturally Responsive Teaching & The Brain Crack open the grading conversation Here at last—and none too soon—is a resource that delivers the research base, tools, and courage to tackle one of the most challenging and emotionally charged conversations in today's schools: our inconsistent grading practices and the ways they can inadvertently perpetuate the achievement and opportunity gaps among our students. With Grading for Equity, Joe Feldman cuts to the core of the conversation, revealing how grading practices that are accurate, bias-resistant, and

motivational will improve learning, minimize grade inflation, reduce failure rates, and become a lever for creating stronger teacher-student relationships and more caring classrooms. Essential reading for schoolwide and individual book study or for student advocates, *Grading for Equity* provides a critical historical backdrop, describing how our inherited system of grading was originally set up as a sorting mechanism to provide or deny opportunity, control students, and endorse a "fixed mindset" about students' academic potential—practices that are still in place a century later. A summary of the research on motivation and equitable teaching and learning, establishing a rock-solid foundation and a "true north" orientation toward equitable grading practices. Specific grading practices that are more equitable, along with teacher examples, strategies to solve common hiccups and concerns, and evidence of effectiveness. Reflection tools for facilitating individual or group engagement and understanding. As Joe writes, "Grading practices are a mirror not just for students, but for us as their teachers." Each one of us should start by asking, "What do my grading practices say about who I am and what I believe?" Then, let's make the choice to do things differently . . . with *Grading for Equity* as a dog-eared reference.

This book is designed for university students and academic staff. It introduces students to aspects of university study and communication skills that may be new to them. It provides advice to help students develop key transferable skills as they deepen their knowledge and ability in their chosen speciality. It gives information about what those skills involve. It offers advice on completing university assignments in a way that will help students to develop their own learning skills, and to 'make the grade' expected of them by their instructors. For academic staff, the book is a resource that can be recommended to students who are unsure about the nature of what they have to do. It provides a way for staff to make their own assessment criteria consistent and transparent. It also helps students understand the relevance of their study, and these research and communication skills, to starting and building a career. This edition of *Making the Grade* includes an interactive student resource available with the purchase of the textbook. The interactive student resource works tandem and support the principles from the textbook by offering practical tips and advice for students, along with interactive activities and rich media content. The interactive student resources are designed as a companion to the text and like the textbook, offers support to students and academics, fostering the growth of academics and professional skills.

Based on three years of detailed anthropological observation, this account of undergraduate culture portrays students' academic relations to faculty and administration as one of subjection. With rare intervals in crisis moments, student life has always been dominated by grades and grade point averages. The authors of Making the Grade maintain that, though it has taken different forms from time to time, the emphasis on grades has persisted in academic life. From this premise they argue that the social organization giving rise to this emphasis has remained remarkably stable throughout the century. Becker, Geer, and Hughes discuss various aspects of college life and examine the degree of autonomy students have over each facet of their lives. Students negotiate with authorities the conditions of campus political and organizational life--the student government, independent student organizations, and the student newspaper--and preserve substantial areas of autonomous action for themselves. Those same authorities leave them to run such aspects of their private lives as friendships and dating as they wish. But, when it comes to academic matters, students are subject to the decisions of college faculties and administrators. Becker deals with this continuing lack of autonomy in student life in his new introduction. He also examines new phenomena, such as the impact of -grade inflation- and how the world of real adult work has increasingly made professional and technical expertise, in addition to high grades, the necessary condition for success. Making the Grade continues to be an unparalleled contribution to the studies of academics, students, and college life. It will be of interest to university administrators, professors, students, and sociologists.

Essentials of Psychology with Making the Grade

Supporting Student Learning through a More Transparent and Purposeful Use of Grades
Tested

Refining Practices That Boost Student Achievement - a Study Guide for Switching to Standards-based Grading to Foster Growth Mindset and Promote Equity

Making the Grade: Grades 7-8

The Teen's Guide to Homework Success

Recent college graduates offer practical tips on how to study, pass exams, write papers, choose courses and overcome the major pitfalls of college life the easy way. Both teachers and parents appreciate how effectively this series helps students master skills in mathematics, penmanship, reading, writing, and grammar. Each book provides activities that are great for independent work in class, homework assignments, or extra practice to get ahead. Text practice pages are included! Gives practical advice on studying, preparing for an exam, taking objective tests, writing essays, solving problems and doing well on open-book and oral exams

Implement standards-based grading practices that accurately and equitably report student achievement! Standards-based education poses a variety of challenges for grading and reporting practices. This edited volume examines critical issues in standards-based grading and provides specific suggestions for improving policies and practices at the school and classroom levels. The chapters: Describe traditional school practices that inhibit the implementation of standards-based grading Address how teachers can assign fair and accurate grades to English language learners and students with special needs Examine legal issues related to grading Discuss why report card grades and large-scale assessment scores may vary Offer communication strategies with parents

A Practical Guide for Grading and Evaluating Homeschooled Children

One American School Struggles to Make the Grade

Getting in and Making the Most of Your Legal Education

Fractions Grade 4

America's Teacher Colleges

Making the Grade

Educators will find both concrete strategies for improving their grading systems and policies and, perhaps most importantly, a rich resource for improving student learning. Ultimately, Quinn hopes to create a world in which students, parents, and teachers all pay more attention to learning and less to grades themselves.

This new series of Kaplan books is designed to help parents assess their children's progress in school, using a test designed by educational experts. Each book features material for two grade levels in math, reading and language arts, social studies, and science. test booklet insert.

Education is a hot topic. From the stage of presidential debates to tonight's dinner table, it is an issue that most Americans are deeply concerned about. While there are many strategies for improving the educational process, we need a way to find out what works and what doesn't work as well. Educational assessment seeks to determine just how well students are learning and is an integral part of our quest for improved education. The nation is pinning greater expectations on educational assessment than ever before. We look to these assessment tools when documenting whether students and institutions are truly meeting education goals. But we must stop and ask a crucial question:

What kind of assessment is most effective? At a time when traditional testing is subject to increasing criticism, research suggests that new, exciting approaches to assessment may be on the horizon. Advances in the sciences of how people learn and how to measure such learning offer the hope of developing new kinds of assessments—assessments that help students succeed in school by making as clear as possible the nature of their accomplishments and the progress of their learning.

Knowing What Students Know essentially explains how expanding knowledge in the scientific fields of human learning and educational measurement can form the foundations of an improved approach to assessment. These advances suggest ways that the targets of assessment—what students know and how well they know it—as well as the methods used to make inferences about student learning can be made more valid and instructionally useful. Principles for designing and using these new kinds of assessments are presented, and examples are used to illustrate the principles. Implications for policy, practice, and research are also explored. With the promise of a productive research-based approach to assessment of student learning, Knowing What

Students Know will be important to education administrators, assessment designers, teachers and teacher educators, and education advocates.

This revised edition of the classic text explores the complexity of what learning to teach means. While the research on teacher education continues to proliferate, Practice Makes Practice remains the discipline 's indispensable classic text. Drawing upon critical ethnography, this new edition of this best-selling book asks the question, what does learning to teach do and mean to newcomers and to those who surround them? Deborah P. Britzman writes poignantly of the struggle for significance and the contradictory realities of secondary teaching. She offers a theory of difficulty in learning and explores why the blaming of individuals is so prevalent in education. The completely revised introduction presents a refined and further developed theoretical framework and analysis, discussing why we might return to a study of teaching and learning. Also included in this updated edition is an insightful " hidden chapter " that comments on the methodology of the study and some of the dilemmas the author continues to face as her own thinking develops around the issues of representing teaching and learning for those just entering the profession. Deborah P. Britzman is Distinguished Research Professor at York University. She is the author of many books, including The Very Thought of Education: Psychoanalysis and the Impossible Professions; After-Education: Anna Freud, Melanie Klein, and Psychoanalytic Histories of Learning; and Lost Subjects, Contested Objects: Toward a Psychoanalytic Inquiry of Learning, all published by SUNY Press.

Evaluating Student Progress

Everything Your Kindergartner Needs to Know

Making the Grade: Thinking and writing

Making the Grade for Primary Humanities

Reinventing America's Schools

A Guide to Study and Success, Canadian Edition

A brief 14 chapter version of the best-selling Understanding Psychology 6/e , Essentials 5/e , retains an emphasis on critical thinking and practical applications. The mission of this extensively revised new edition is to foster student empowerment by giving students the tools they need to master the content of psychology, to think critically about student phenomenon, and to build an appreciation for how psychology can increase their understanding of the world around them. A key aspect of the revision is the incorporation of Robert Feldman 's P.O.W.E.R. Learning System into the book and ancillary package. Based on empirical research carried out by learning researchers, the P.O.W.E.R. framework is a systematic approach to learning and studying based on five key steps (Prepare, Organize, Work, Evaluate, and Rethink) that aids the acquisition and retention of new material.

Using a single Maryland elementary school as a model, a journalist explores the implications of educational reforms for a typical American elementary school, revealing how school budgets and teachers' salaries depend on students' test scores.

Filled with practical strategies for today's student, *Making the Grade* is an insightful, easy-to-use guide that will help readers develop the skills they need to excel at the university level. Classroom-tested and authored by an international team of experts, this text has been thoroughly updated to reflect the changing reality of the Canadian classroom. Suitable for students in any discipline, this current and comprehensive resource is essential reading for students at the start of their university careers and beyond.

Addressing all major advanced practice nursing competencies, roles, and issues, *Advanced Practice Nursing: An Integrative Approach, 5th Edition* provides a clear, comprehensive, and current introduction to APN today. It applies APN core competencies to the major APN roles - including the burgeoning Nurse Practitioner role - and covers topics ranging from the evolution of APN to evidence-based practice, leadership, ethical decision-making, and health policy. This edition includes a new chapter on the international development of APN, new and enhanced illustrations, and a colorful new reader-friendly format for improved readability. From internationally known APN experts Ann Hamric, Charlene Hanson, Mary Fran Tracy, and Eileen O'Grady, along with a host of internationally recognized APN contributors, *Advanced Practice Nursing* introduces you to APN and helps you identify an APN role, develop key competencies for that role, and succeed as an APN. Coverage of APN core competencies defines and describes all competencies, including direct clinical practice, guidance and coaching, consultation, evidence-based practice (EBP), leadership, collaboration, and ethical decision-making. Operationalizes and applies APN core competencies to the major APN specialties including the Clinical Nurse Specialist, the Primary Care Nurse Practitioner, the Acute Care Nurse Practitioner, the Certified Nurse-Midwife, and the Certified Registered Nurse Anesthetist. Content on managing APN environments addresses such factors as business planning and reimbursement; marketing, negotiating, and contracting; regulatory, legal, and credentialing requirements; health policy issues; and nursing outcomes and performance improvement research. Unique Exemplar boxes provide real-life scenarios, showing APN competencies in action. In-depth discussions of educational strategies show how nurses develop competencies as they progress into advanced practice. Discussions of APN role development clearly explain the career trajectory that you can anticipate as you transition to advanced practice. EXPANDED international focus includes a NEW International Development of Advanced Practice Nursing chapter that addresses common issues such as the public image and status of APN, dealing with physician resistance, discrepancies in titling, and educational standardization. ENHANCED reader-friendly format includes more headings, tables, and illustrations in lieu of long stretches of unbroken text. REVISED Evidence-Based Practice chapter emphasizes the key competency of evidence-based practice (EBP) and includes a comprehensive history and explanation of the steps of the EBP process. UPDATED Health Policy chapter covers key U.S. initiatives affecting APN including the Patient Protection and Affordable Care Act, the Institute of Medicine's Future of Nursing report, the Consensus Model of APRN Regulation, and how APNs can engage in the political process. ENHANCED Exemplar boxes (case studies), including Day in the Life vignettes of each APN specialty, emphasize innovative practices and coverage of advanced practice roles. Increased interprofessional content emphasizes the subjects of ethics, collaboration, and consultation. Enhanced integration of Doctor of Nursing Practice (DNP) considerations and literature makes this text ideal for DNP programs.

Securities Industry Essentials Exam 2023-2024 For Dummies with Online Practice

Make the Grade

Advanced Practice Nursing

Psychology with Practice Tests + Making the Grade + E-Source

Knowing What Students Know

Making the Grade in BGCSE English

Get ready to qualify for the security industry job of your dreams The Securities Industry Essentials (SIE) Exam is a new test administered by FINRA beginning in October 2018. This exam is required as a prerequisite to each series level knowledge exam (such as Series 7). If you 're prepping for the exam, you need a trusted resource to ensure your very best performance. Securities Industry Essentials Exam For Dummies with Online Practice gives you everything you need to score high on this important exam. With two practice tests in the book, plus two bonus tests online, you can practice your way to a calm and confident experience on exam day. Take 4 full-length practice tests with answers and full explanations Get 1-year access to practice and tests online Find strategies and tips for breaking into the securities industry Increase your chances of scoring higher SIE scores are expected to be a critical factor in determining qualification to enter the securities industry, so the stakes are high. With the help of this book, you 'll up your chances of breaking into this field and landing your dream job.

Lahey has built a superior reputation of student success through a sound pedagogical system. A highly respected researcher, Lahey applies learning theory to his text and the result is a system that leads to student learning. Want proof? Open any chapter and you'll see each begins with an advanced organizer that tells the student what the chapter is about and gives him or her a "cognitive structure" on which to hang new information. Each main section is followed by a review to reinforce the cognitive structure, a self quiz to check the learning of facts and critical thinking questions to encourage deep processing. Each of the subsequent sections are tied together in a similar fashion and the chapter is summarized in a hierarchical outline at the chapter conclusion. In short, he tells them what he is going to tell them, then he tells them, then he tells them what he told them. This edition marks the expansion of visual reviews, increased technology utilization, a new chapter on research methods and a new section on study skills. All of this adds up to a text that presents psychology in a way that instructors can trust and that students can learn.

Achievement behaviour in schools can best be understood in terms of attempts by students to maintain a positive self-image. For many students, trying hard is frightening because a combination of effort and failure implies low ability, which is often equated with worthlessness. Thus many students described as unmotivated are in actuality highly motivated - not to learn, but to avoid failure. Students have a variety of techniques for avoiding failure, ranging from cheating to setting low goals which are easily achieved. In Making the Grade, Martin Covington extracts powerful educational implications from self-worth theory and other contemporary views of motivation that will be useful for everyone concerned with the educational dilemmas we face. He provides a comprehensive, insightful review of research and theory, both contemporary and historical, on the topic of achievement motivation, and arranges this knowledge in ways that lead to imminently practical recommendations for restructuring schools.

The focus here is on the production of high quality written work and the essential skills for good writing: understanding assignments, planning essays and clear thinking, grammar and punctuation, appreciation of written style, tackling exam questions. This and the first volume (on orienting oneself as a student; verbal communication; and listening, reading, and note-taking) offer practical help for adults returning to school. Distributed by St. Martin's Press. Annotation copyrighted by Book News, Inc., Portland, OR

Practice Makes Practice

On Grades and Grading

Linking Grades to Standards

Grade 5

Beyond the Grade

Grading for Equity

This handbook for aspiring lawyers coaches them to make the most of law school by taking charge of their education and burgeoning careers early on. It provides current and future law students with invaluable information about the law school application process, financing law school, selecting classes, evaluating study groups, developing effective exam-taking strategies, choosing extracurricular activities and summer jobs, preparing for the bar exam, and balancing school with family life. Demonstrated are the ways in which students can begin to think like practising lawyers and attain experience in law school that is relevant, practical, and essential to practising law in the real world.

A Self-Worth Perspective on Motivation and School Reform

A Study Programme for Adult Students

Practical Solutions for Serious Problems in Standards-Based Grading

How to Grade for Learning

Everything Your 2nd Grader Needs to Know