

# Erickson

## Foreign Rights Guide

2024/2025





# YET ANOTHER YEAR WORKING FOR HUMAN INTELLIGENCE

Artificial intelligence has been the main topic of a lot of conversations in the past few months, both in the publishing industry and in many other fields all over the world.

Erickson has always been a place where innovation and intelligence were held in the highest regard, and this new challenge is no exception: **we are still learning and trying to figure out the best way to face the positive and negative challenges that AI poses to our daily job.**

And still, looking at this catalogue, one can easily see how **our main commitment is**, as it has always been, **human intelligence**. We keep putting our efforts in **developing ideas that help improve it** in its many wonderful forms.

Schools remain our main enterprise: we have a variety of **resources to help teachers teach and learners learn**. Some new projects make us especially proud, such as **100 Pages On...**, our first illustrated encyclopaedias on history and science topics; our new, captivating **English Illustrated Vocabulary** for children at primary school; a couple of **new flash cards projects**, such as **I'm done, Now What?**, a collection of activities for pupils who finish their assignments faster than their peers; or **Points of View**, a debate game for adolescents to discuss hot topics such as chats and hate speeches online; not to mention the continuation of the successful series **What to Do, and What to Avoid**, licensed to 14 different countries so far!

A brand-new project to challenge the intelligence of adults, **Play with your Brain**, combines crosswords and puzzle games with popularised information on neuroscience and the brain functioning.

The series **Reading between the Lines** provides ideas for parents and educators on teens and pre-teens' mental health issues, while the new project **ACT&KIDS** covers the sphere of emotional education with **My Rucksack P.E.S.C.A.**

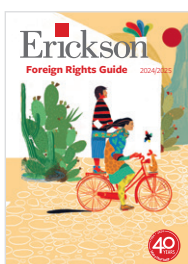
We have many new books supporting psychologists and therapists too, whether they work with young children, students with learning difficulties (**Easy Classics**), people with disabilities, kids or adults dealing with mental health issues (**Autonomy Cards**), and new products on self-help too, **Workbook for Managing ADHD in Adulthood**.

We want to provide our readers with tools that help them flourishing. If, one day, AI will help us doing so, we will welcome it. For now, we keep showing up with much human dedication.

Enjoy!

**Francesca Gatto**

*Head of Innovation of Products and Services*



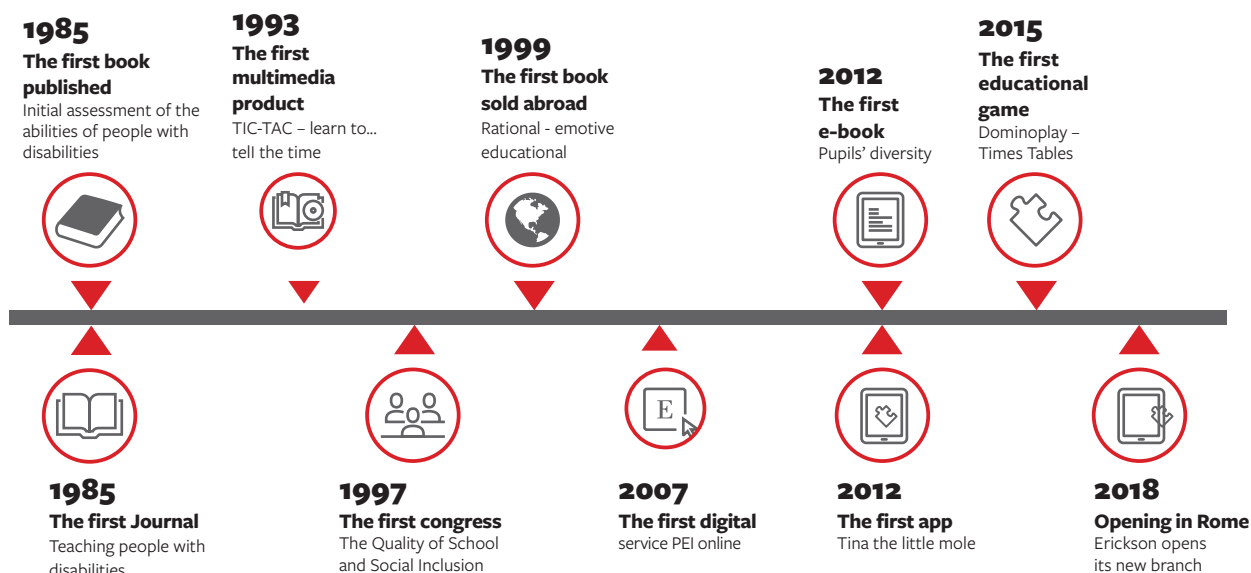
**Our catalogue's cover**  
illustrated by  
**Andrea Calisi**



# Who we are

Founded in 1984, Erickson was originally a **centre for reintegration and rehabilitation** of people with mental disabilities, that used to conduct **research**, training and consulting activities in the field of teaching and social work.

Thanks to its **high scientific standards**, today Erickson is a **leader in Italy in publishing, software creation, training and research in the fields of teaching, education, learning disabilities, special needs, full inclusion, applied and clinical psychology, social work and welfare.**



## THE FOUNDERS



### Fabio Folgheraiter

Professor of Social Work Methodology at the Catholic University of the Sacred Heart in Milan, where he coordinates the bachelor's degree course in Social Services and the Master's degree course in Social Policies and Services for Families, Minors and the Community. He is editor of the series «Social work methods and techniques» and the scientific journal «Social Work» for Erickson.



### Dario Ianes

Ordinary Professor of Didactics and Special Pedagogy at the University of Bolzano, on the degree course in Primary Education. He is co-founder of Centro Studi Erickson in Trento, for whom he edits several series, among which Guides and Materials. He is the author of various articles and books and editor of the journal «Learning Difficulties».

3  
Highlights

97  
Parenting

7  
School education

107  
Psychology

81  
Communication and  
Learning difficulties

115  
Social work

85  
Disabilities, Autism,  
ADHD and other  
Neurodevelopmental  
Disorders (NDDs)

121  
Index

## LEGEND



RECOMMENDED  
AGE FOR USE



OBJECTIVES



CONTENTS



NUMBER OF PLAYERS



Materials created with  
scientific consultations  
from the Universities of  
Padua and Trento



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out in the following  
months

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WITH HIGHLY READABLE FONTS

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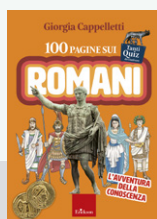
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Romans



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HIGHLIGHTS

ITALIAN

ENGLISH

Erickson

ZANICHELLI



Discover more on page 55

Discover more on page 61

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COLOURFUL

EASY TO CONSULT

WITH HIGH-FREQUENCY WORDS

WITH HIGHLY READABLE CHARACTERS

From the collaboration with Zanichelli comes another new project for children 6+: Cards to enrich the vocabulary



I can describe my home,  
school and other places



I can describe my body and  
emotions

Discover the features and what they look like on page 55 in the catalogue!



# WHAT TO DO

(and what to avoid)

The series that has sold more  
than 80,000 copies!

Practical guides for teachers  
on topical issues

2024 NEW TITLES:

clear, concise  
and schematic

suggest correct  
attitudes and  
actions to avoid



Page 27, 68 and 93



Page 69



November 2024 -  
Page 95

Within the catalogue you will also find all the other titles of the series:



Page 69 and 95



Page 69 and 93



Page 69 and 94



Page 69 and 94



Page 27, 68 and 95



Page 69 and 83



Page 69 and 95



Page 69 and 110



Page 69 and 110

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## HIGHLIGHTS

### THE MANUALS

### BUILDING UP THE NEW IEP



### IEP IN PRACTICE



### INCLUSIVE IEP



Card refills to renew and enrich the binder!

All proposals on the

# Individualised Educational Plan (IEP)

The indispensable materials to think it up, compile it and apply it in the classroom in an inclusive way.

Find out the features and what they look like on page 70



# School Education


**Camillo Bortolato**

A pedagogist and teacher,  
author of all the tools and  
materials of the Analogical  
Method.



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The Analogical Method  
is a consolidated presence  
in the Italian school. Over  
the course of 20 years more  
than 2 million children have  
used it.

# THE BORTOLATO ANALOGICAL METHOD

of Camillo Bortolato

**THE SERIES**  
**3.500.000 COPIES SOLD**

The Analogical Method proposes:

- a complete path to reach the learning objectives set for **language** and **mathematics** in **primary school**, which considers the great **potential of children since their birth**;
- individual and collective beginner activities for **reading and mathematics in kindergarten**;
- materials for **geometry and science**;
- **training** for teachers, headteachers, pedagogists, parents.

Relying on the use of **tools**, a privileged method to authentic inclusion, and on the most congenial ways of learning for children in the first phase of schooling (**analogy and associations, overview**), the teacher who uses the analogical approach guides, supports and facilitates the child in the acquisition of skills and competences that are naturally within his or her reach.



Camillo Bortolato

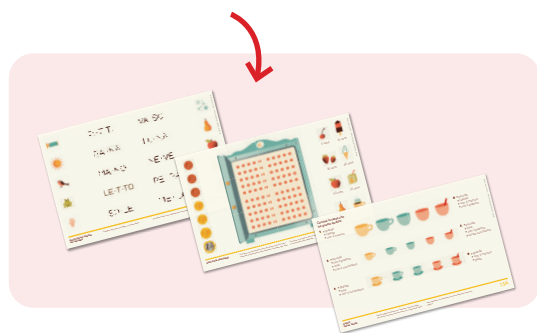
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The theory of the intuitive learning  
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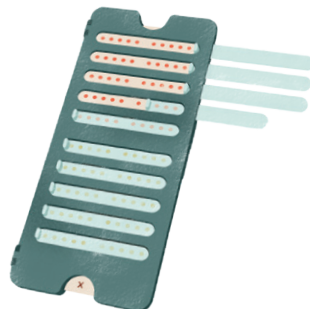
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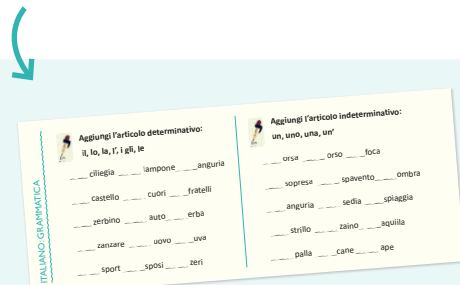
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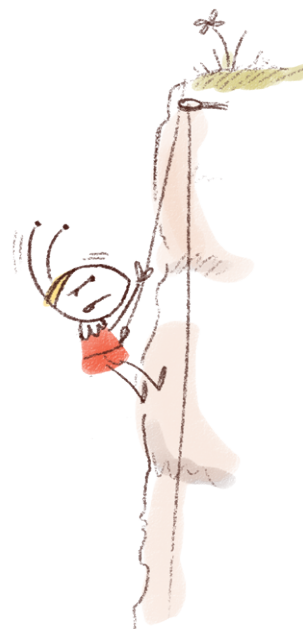
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Valentina Demattè and Sabrina Rossi

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Laura Carnevali, Sara Pezzotti,  
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Daniela Lucangeli, Sara Pezzotti,  
Teresa Farroni and Laura Carnevali

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Courses and activities to stimulate communicative intelligence

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Paola Molina

### PLAY IN THE FIRST YEAR OF LIFE

Design spaces and activities in the childhood nursery

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Denise Daddi

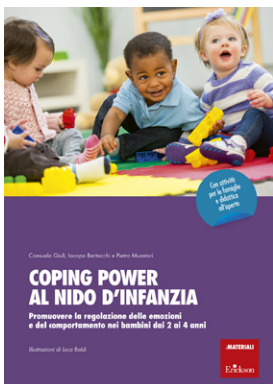
### DOCUMENTATION AT NURSERY SCHOOL STEP BY STEP

Tools and practical examples for reflecting, telling and “building memory”

A **practical guide** for educators dealing with the topic of **documentation in the nursery school**, reflecting on why and how it should be documented **to tell the parents about life at nursery school** in a complete and effective way.

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Consuelo Giuli, Iacopo Bertacchi and Pietro Muratori

## Coping Power at Nursery School

Promote the regulation of emotions and behaviour in children aged 2 to 4

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*Camillo Bortolato*

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3+

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### DOING

Patterns and exercises to develop graphomotor skills in preparation for primary school writing activities and learn to visualise tens and hundreds.



### COUNTING

Intuitive reading of the quantities of ten, a hundred and a thousand. Attached are two small tools designed to help learning to visualise the tens and hundreds.



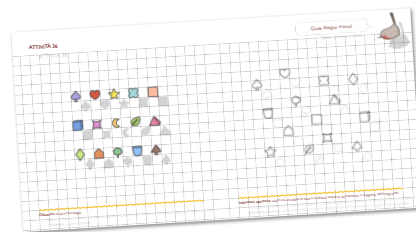
### THINKING

Classification and topology exercises.



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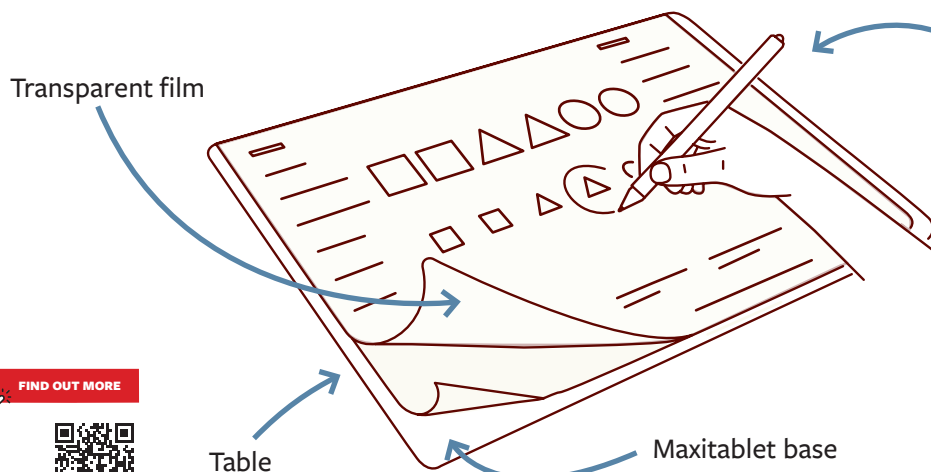
## Analogical MAXItablet

Kindergarten

The Analogical MAXItablets are designed **to practice the first learnings** without the need for constant guidance. The **34 practical tables**, in fact, present the contents in a way that children can **understand** them according to **their own rhythm and style**, without any impositions. Each table develops understanding as an expansion and introduces **levels of greater complexity in a gradual way**.

**Topics covered** include: shapes and writing of letters and numbers, pre-graphism activities, first geometric figures, patterns, quantity recognition, the 4 classification criteria (shape, size, color and pattern).

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The erasable marker allows children to write, highlight, erase, redo the exercise over and over again without fear of making mistakes.

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Table

Maxitabket base



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Silvana Paci and Francesca Paci

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Valeria Flori, Chiara Cuni

## Mathematics with your Fingers

Fine motor skills workshop for kindergarten

The book presents a **12-step programme** that promotes the learning of mathematical prerequisites and neuro and psychomotor development in kindergarten children in a **fun and synergetic way**. The originality of the proposal lies in the use of hands and fingers to begin to become familiar with numbers and mathematics. The approach is **based on the importance of fine motor skills and early mathematical learning**, encouraging children to interact with their hands and bodies to develop a solid foundation for mathematics.

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Rosalba Corallo

## Six Little Pixies in the World of Emotions

The six pixies most loved by children return in a new **workbook to teach children aged 3 to 6 to understand their emotions**. After a first part, dedicated to a **short rhyming story** — based on the story *Six little pixies in my heart* by the same author — in which the protagonists are the six pixies, the notebook presents **fun activities to learn about emotions**: joy, sadness, fear, anger, disgust, surprise and curiosity. Stickers are included in the book to make the activities even more engaging.



FIND OUT MORE



# ACTIVESTORIES

Train cognitive and executive functions while having fun!

The new *ActiveStories* series offers **stories which are designed to train cognitive and executive functions** (working memory, attention, response inhibition, planning skills, flexibility, and **emotional self-regulation**) of **children aged 4 and up**. Halfway between a narrative and an exercise book, it alternates an illustrated story with activities **aimed at enhancing cognitive and an executive functions** in different areas: **linguistic prerequisites, writing, numbers, and emotional and social skills**.



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Before each challenge, parents are provided with instructions that explain how to carry out the activity with the little ones.



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*Claudia Milano, Claudia Sepe, Maria Vittoria Marotta,  
Emanuela Mastropiriano*

## Training Executive Functions in Kindergarten

Games and workshops for the enhancement of attention, working memory, inhibition and flexibility

The volume provides **kindergarten teachers** with materials and tools to **assess any difficulties in executive functioning** and to intervene promptly to **strengthen and enhance the children's abilities**. After introducing executive functions, the volume provides **collective and individual play-tests** and the most useful enrichment activities based on the specific difficulties of each student (attention, working memory, inhibition, shifting).



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Elena Baboni

## Doodling with Colours

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Drawing is one of the activities in which children are most interested. Being able to represent reality on paper is an exciting experience for them!

Doodling is not just a game, it is also an **unconscious way of developing the fundamental skills for learning to write**.

The activities proposed work on **eye-hand coordination and fine motor skills** in a playful way.

Boys and girls can have fun **in complete autonomy**, thanks to the simple and clear instructions, completing the activities as required and on the basis of the examples provided.



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Gloria Argentieri

## SPATIALITY AND PREGRAPHICS WORKSHOP

Neuropsychomotor activities and games to prepare for writing

An operational manual designed to support the learning of **spatial and graphomotor prerequisites** of children aged 5 to 8. Through operational activities on cards and preparation or muscle strengthening training, children are accompanied in the **initiation and/or evolution of writing in capital letters**.

The volume presents a programme "from the body to the paper" proposing a series of **activities** focused on spatiality to encourage the stimulation of awareness, planning or mental representation along a specific path.



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4/6

Nicola Rudelli, Livia Taverna,  
Lietta Santinelli

## FINE MOTOR SKILLS WORKSHOP

MoFis Kit: games for developing fine motor and graphomotricity skills in children aged 4 to 6

The **MoFis kit** workshop offers various playful activities, presented in a clear and gradual way, aimed at **developing motor skills** in children between 4 and 6 years old. These activities support the general dexterity of the limbs, the competence in finger movement, and visual coordination. Quality materials suitable for **habilitation as well as rehabilitation interventions** have been designed to **develop motor skills, and in particular manual and visuo-motor skills**.



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Daniela Oddone, Veronica Sacca

## IMPROVING FINE MOTOR SKILLS - VOL. 1

Games and activities for children from ages 2 to 6

Fine motor skills are at the basis of the actions we perform every day, such as getting dressed, tying shoes, writing, etc., and should therefore be favored and reinforced from early childhood. This is the purpose of this book, which proposes **games and activities to be carried out with DIY materials, aimed at improving accuracy, manual skills and hand-eye coordination**, as well as **fostering creativity, attentional skills, creativity and imagination**. It is a valuable tool **for parents, educators, kindergarten teachers, practitioners and therapists working with children with learning difficulties**.



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Daniela Oddone, Veronica Sacca

## IMPROVING FINE MOTOR SKILLS - VOL. 2

New games and pre-printing activities for children aged 2 to 6

This volume offers targeted activities for **children aged 2 to 6**, to enhance fine motor skills and to promote the correct development of some of the **motor prerequisites necessary for learning to write**. Divided into 3 sections, one for each age group of psychomotor development, the book proposes activities aimed at improving hand-eye coordination, attention, dexterity, knowledge of concepts dimensions, colours, taking turns (2-3 years); the regulation of upper limb and hand movements, fine motor skills and finger movements (3-4 years); fine motor development, including correct grasp and grip, concentration, as well as posture (5-6 years).

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Elisa Longoni, Valeria Flori,  
Roberta Croci

## TRAINING FOR THE DEVELOPMENT OF CONSTRUCTIVE PRAXIS

Sam's Farm, a construction  
activity programme

Introduced by a theoretical part which illustrates the **role of constructive practices in neurodevelopment**, the volume provides **children between 3 and 6 years of age with construction exercises with bricks**, to stimulate their **praxic-constructive skills**, oriented within a playful setting.



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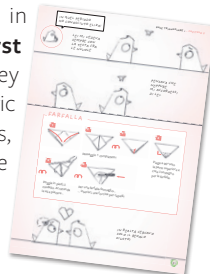


Luca Congia

## THE LAND OF ORIGAMI

Astronomy, the cosmos  
and other stories

Through the creation of origami, this notebook **stimulates mathematical, visual-spatial, geometric creativity, problem solving skills and reasoning**. The proposed activities, of increasing and gradual difficulty, support the development of school prerequisites for **children aged 4 to 6 years**, activating their interest in the STEM subjects. Children will be guided in the **creation of the first folds** through which they will manipulate geometric elements such as vertices, sides and points, and make simple origami.



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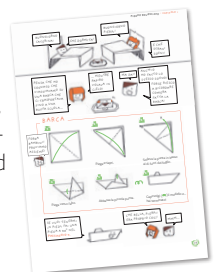
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**Alessandra Falconi**

is in charge of the Alberto Manzi Center and of the Zaffiria Center. She deals with media education and digital creativity. She is a Bruno Munari® Method workshop leader, developing teaching material and games, designing and implementing workshops and initiatives for boys and girls, and sharing ideas and projects with teachers and families.



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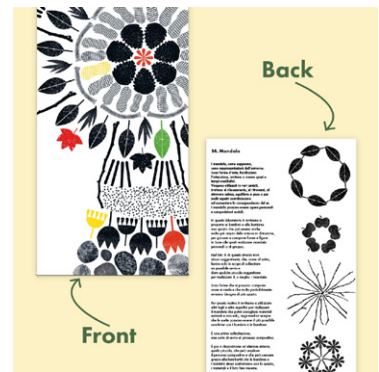
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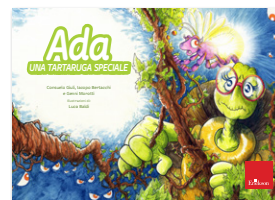
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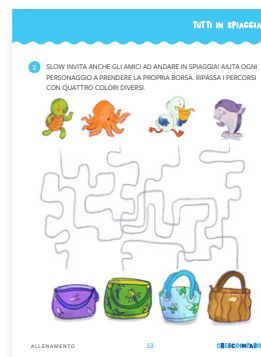
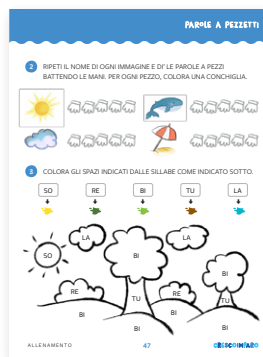
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*I grow, I learn* is the "summer homework" book dedicated to children preparing to enter primary school. It's an exercise book to train prerequisites while also giving importance to well-being and emotions. In fact, the activities follow the **scientific model** of Professor Daniela Lucangeli according to which **learning is more effective if accompanied by positive emotions**. *I grow, I learn* is the prequel to the holiday homework notebooks for primary school *Summer Adventures*.



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Gianluca Daffi

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2-4 players



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14 cards "path"

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*The Colour Race* is a game suitable **for children aged 5 and up and also for adults with cognitive disabilities**. The game, in fact, does not require the ability to know how to count and the various levels of difficulty can be introduced gradually. *Everyone's in the Game* is a series of **accessible and inclusive games**, designed to respect everyone's abilities and facilitate social interaction.



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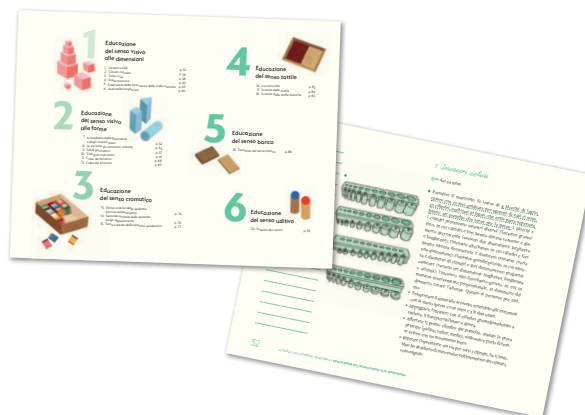
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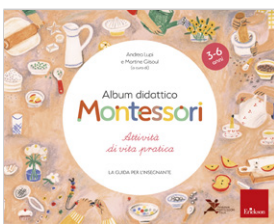
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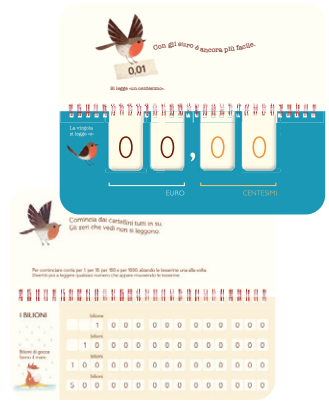
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The use of *Numerary* can follow and complete the programme on **mental calculation and the reading of quantities**, which are the foundation for **building number sense** and mathematical skills according to the **analogical method**.

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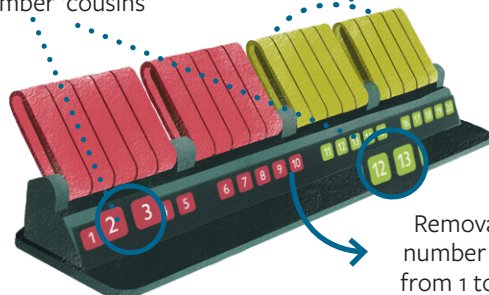
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2-12... 3-13 are  
number 'cousins'



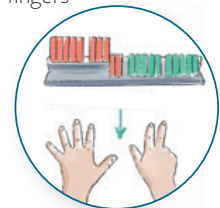
Removable  
number line  
from 1 to 20



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### How is it done?

The 5 pegs remind us  
our fingers



The fives are separated  
because the amount is  
perceived through the  
grouping of the pegs



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## The Line of 100

Learning maths with the Analogical Method

The Line of 100, to teach **mathematics in the second grade of primary school**, offers numerous colour illustrations and new characters from Pitti's world to guide the students.

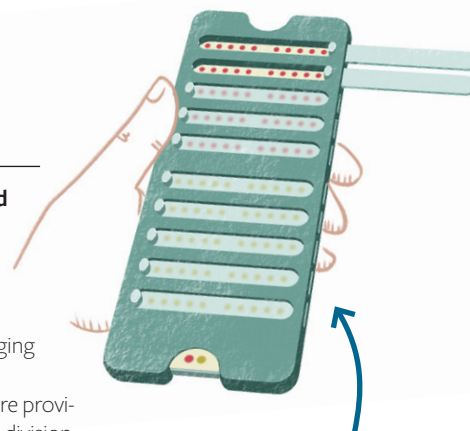
It addresses **mental and written calculation, word problems and times tables** in a stimulating and engaging way.

In addition to *The Line of 100* card insert, 7 more inserts are provided for practicing addition, subtraction, multiplication and division.

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An Analogical Method for learning mathematics

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Teacher's guide

3 extra tools for learning fractions have been included



The tools contained allow children to practice times tables, equivalences, fractions and percentages.



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### FOURTH CLASS MATHS

A programme to recoup all curricular skills

The volume presents the syllabus for 4th class maths through the Analogical Method. 525 exercises to conquer **all the skills required for the curriculum of the fourth class**: the 4 operations; solution of problems through images; problems with text, euro, decimals, fractions, decimals and percentages; tare, net weight, gross weight; geometry.

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An operational notebook with hundreds of **self-correcting exercises** that provides all boys and girls – even those with difficulties – a more natural, direct and stable learning approach to mental arithmetic in primary school and in the transition from kindergarten to primary school. Mental arithmetics is the basis for correctly learning mathematics. To develop this skill with an analogical approach, we **initially focus on the images of quantities**, and not on the numbers, to favor children's natural predisposition towards numerical quantification.

The notebook includes an online **exercise book** that also allows you to carry out the activities in a digital version using a Tablet, PC, or IWB.



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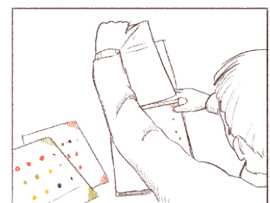


Aimed at primary school children, the new workbooks from the "Analogical Method Workbooks" series is useful **for understanding problems, intuiting the solution and answering the question**. The main features:

- Uses **images** as an essential element to **present the problem**;
- Uses **graphic and visual devices** that guide you to the **intuitive solution**;
- It is aimed at **self-correction** and **self-evaluation of the child**, stimulating his autonomy;
- Prefers **concrete situations** that involve the use of euros and cents.

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The innovative *Disfaproblemi* series transforms **traditional school problems into image games**, inspired by Sudoku and other puzzles, **to stimulate intuitive strategies in order to consciously choose at a later time the procedures to use to restore confidence and joy to children**. Explanations are reduced **to a minimum**: suggestions and graphic diagrams stimulate students **to develop strategies and seek alternative and divergent ways** to solve problems.



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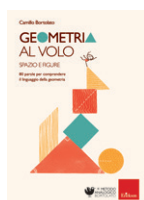
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## Times Tables on the Fly

New tools to learn them on the way

In this new edition, the analogical method **renews the programme for learning multiplication tables**, updating the tools and ways to learn them. It enhances all the advantages of an overview and of a non-fragmented and global teaching method so that **each table is also related to the others, according to an organization and a functional order of the contents**. The revision also concerns the graphic and illustrative context which is designed to facilitate the **acquisition of the multiplication tables**, in particular in the visual associations of images and hook words.



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Drawings for balancing out working speeds at primary school

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## PATTERNS ON THE LINES

Shapes, rhythms and symmetry for free time

This lovely notebook contains **100 original patterns** for primary school children to:

- complete;
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- reproduce with the included set square.

The proposed patterns are intended to **help children improve concentration, explore geometric concepts** (shape, symmetry, perpendicularity, etc.), help them train in **pre-writing skills** and allow them to use free time at school and at home in a soothing and relaxing way.

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The cards are **calibrated to different levels of complexity** and **train basic skills with different activities**: drawing, cutting, construction, playing, reading, writing, calculation.



**Beatrice Pontalti**

*She is a specialised support teacher and has worked in primary schools for 30 years. She graduated in Pedagogy in 1994 and conducts training and refresher courses for teachers and teaching assistants.*

**COMING SOON**

***I am Done, Now What?***

***English 1 and 2***

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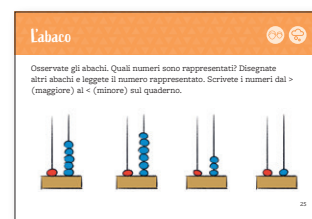


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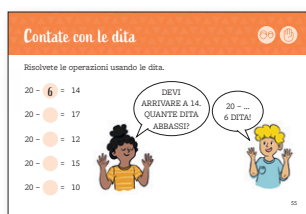
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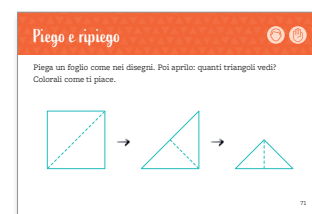
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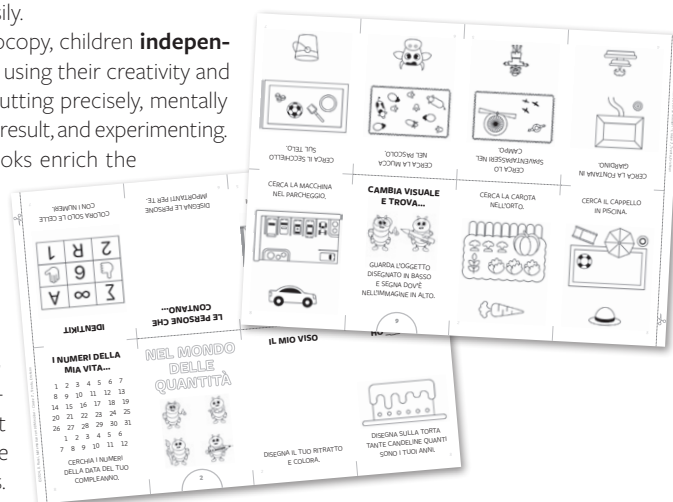
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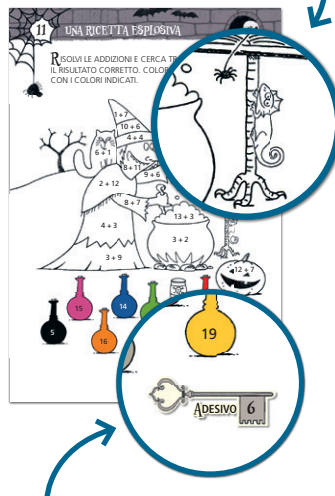
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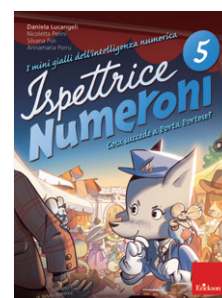
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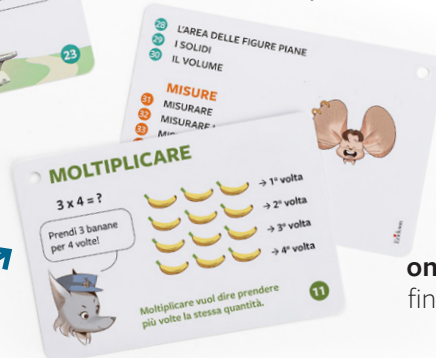
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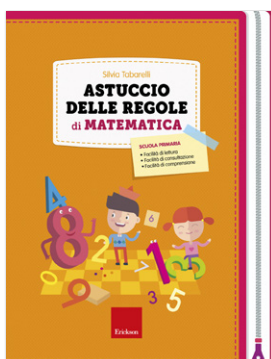


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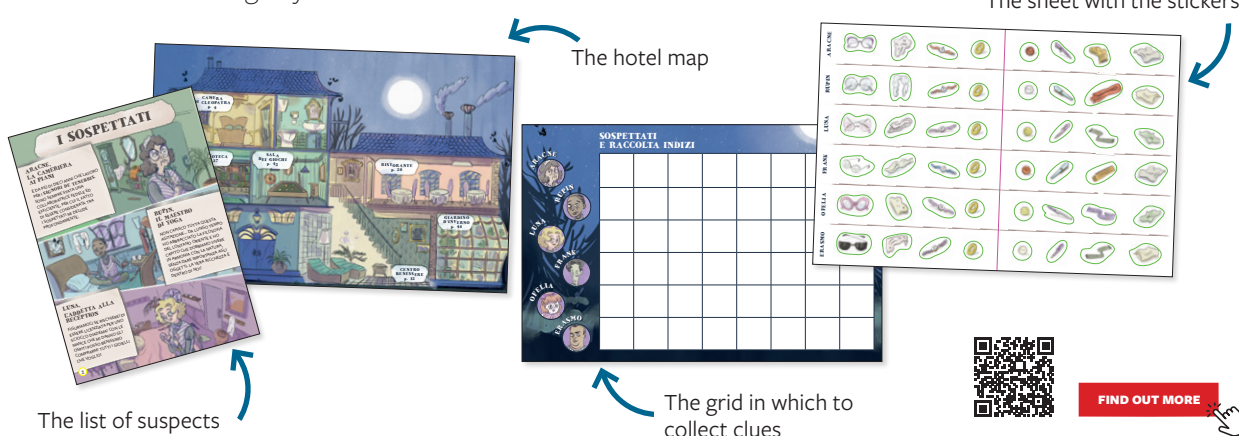
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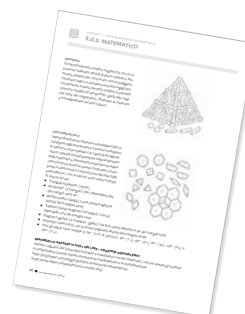
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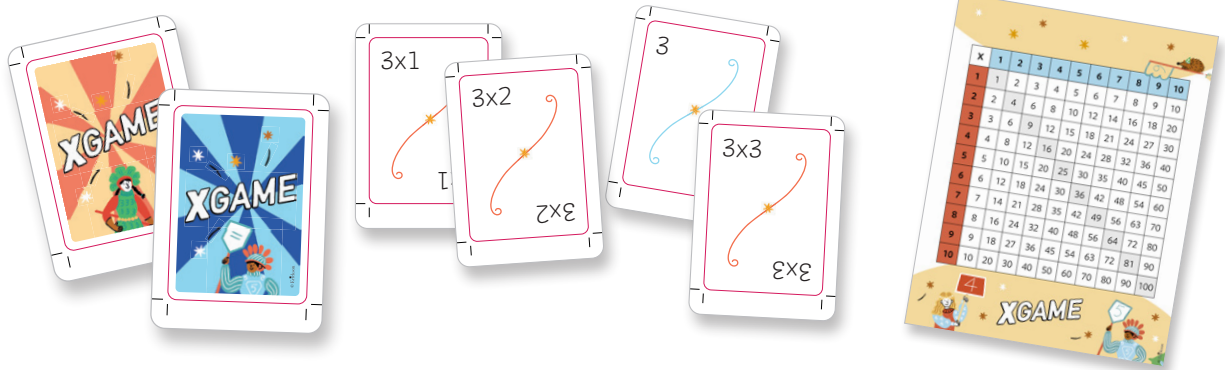
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1-6 players



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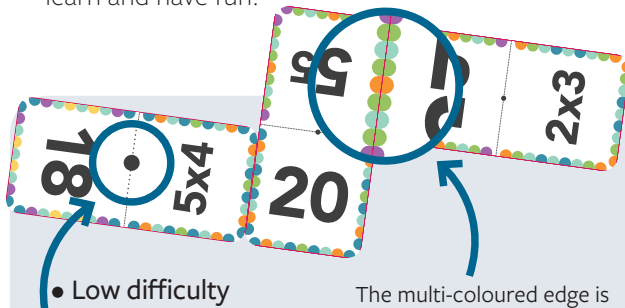


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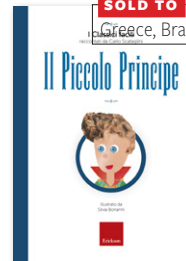
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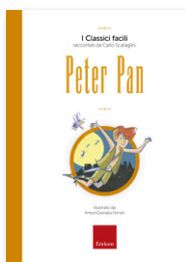
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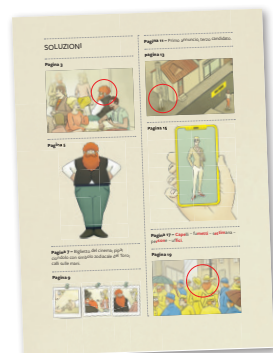
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Solutions

On the right pages  
the activity to  
carry out



On the left pages  
the narrative text

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8 years



3+ players



- 12 character cards
- 30 obstacle cards
- 20 object cards
- 30 story cards
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- 1 notepad
- 1 turn card of the game
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- Watch out for the colour. Identify letters of the same colour, and say a word that begins with the initial letter of the colour.
- Things, names, cities. Choose a category (verbs, places, adjectives, animals, things, cities, etc.) and say a word that begins with one of the letters on the card and which belongs to the chosen category.



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6-99 years

2-5 players

56 Ingredient cards, 18 Cauldron cards, 12 Spell cards, 1 60-second hourglass and 18 magic points

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- Cooperation
- Descriptive skills
- Reaction speed



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The dictionary features **4,000 learning words**, which are the most frequent in school books, and it is designed to help children understand the text better, study more easily and write their thoughts in a more clear way.

**Understanding words to learn**, understanding that the meanings of words can vary depending on the context, **enriching the dictionary and making it increasingly fluid and specific**: this is the purpose of this illustrated dictionary.

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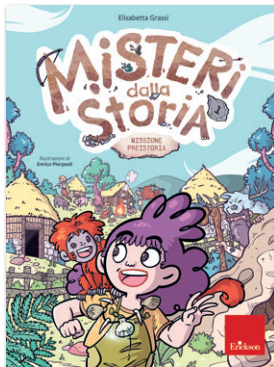


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Luca Raina, Ivano Colombo

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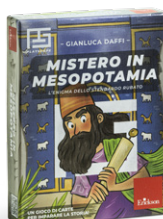
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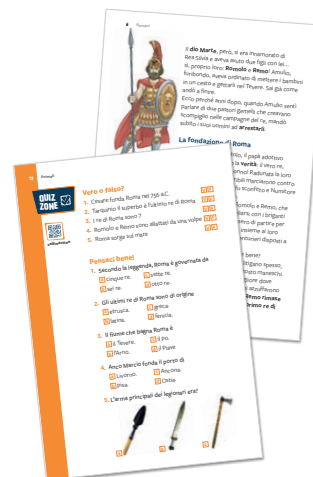
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Attached cards



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Carlo Scataglini

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page 76



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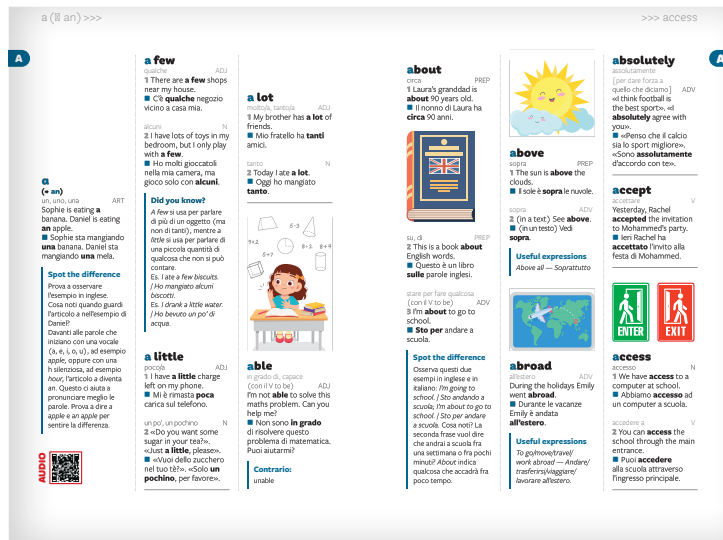
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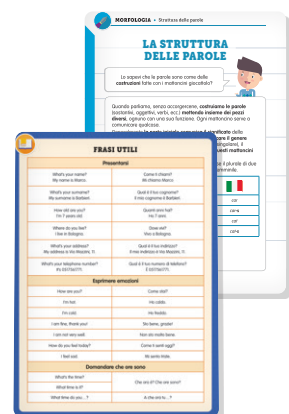
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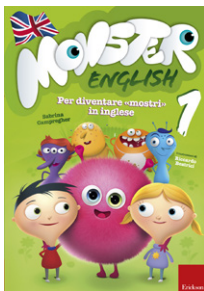
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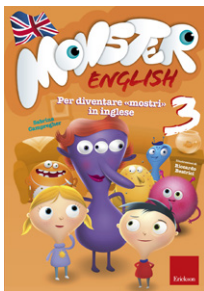
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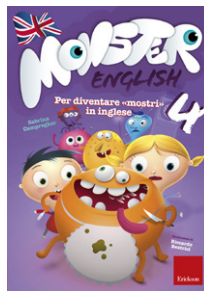
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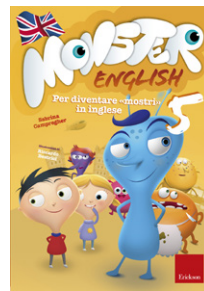
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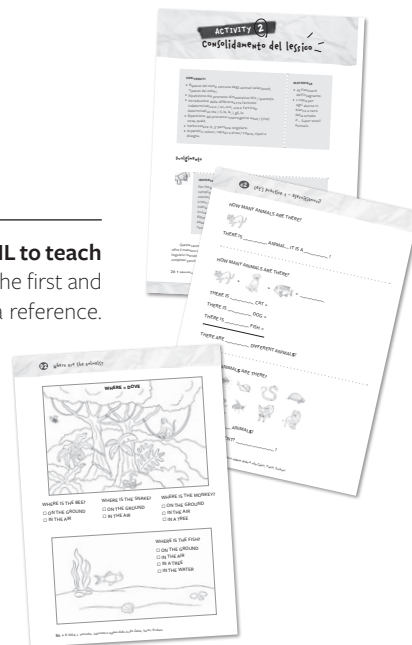
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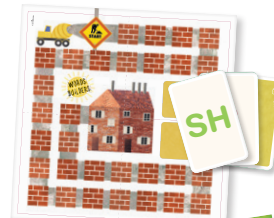
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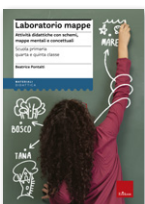
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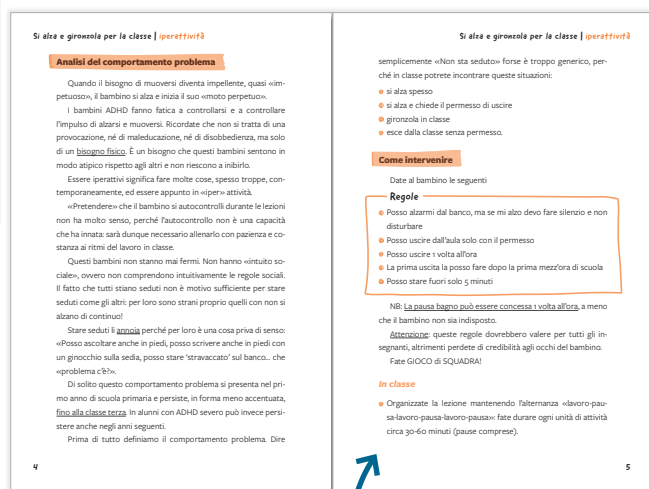
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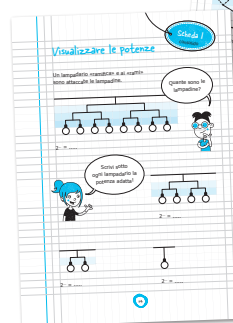
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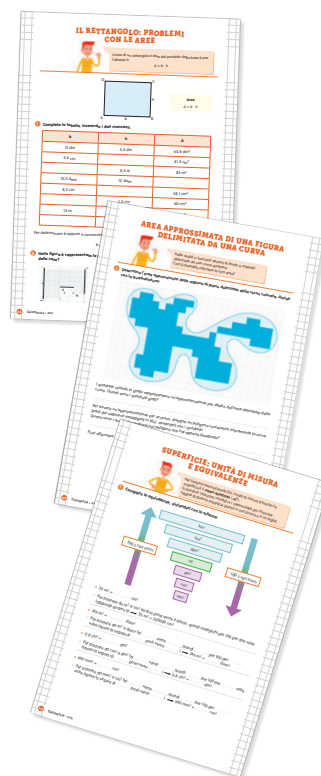
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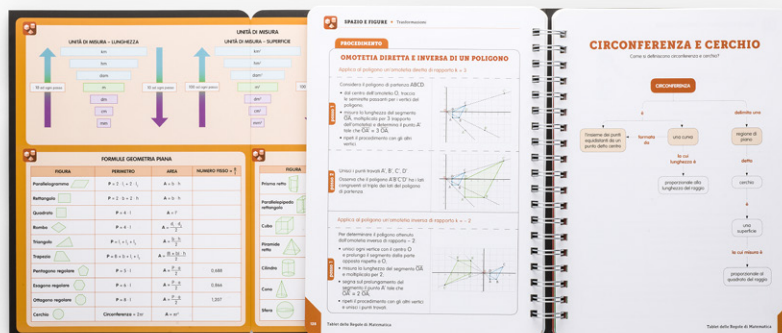
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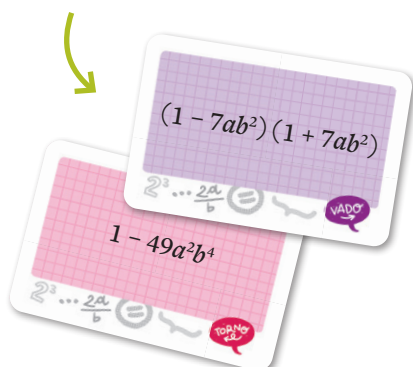
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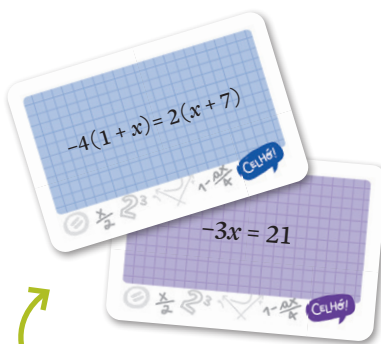
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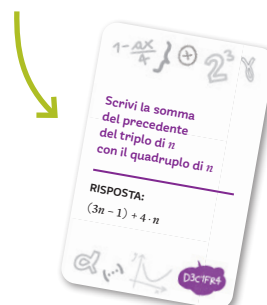
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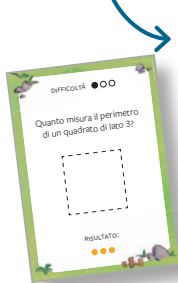


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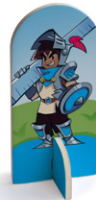
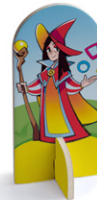
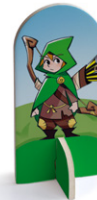
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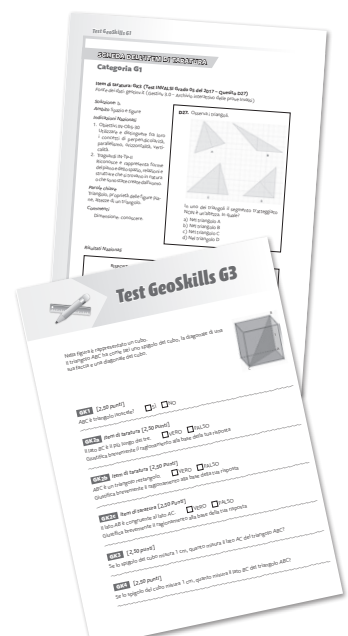
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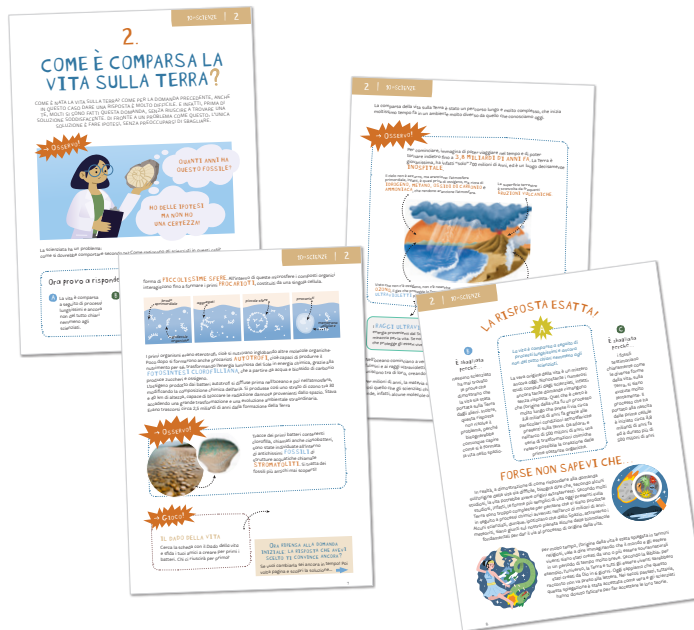
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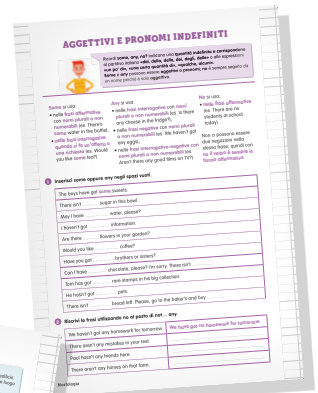
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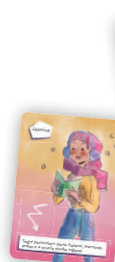
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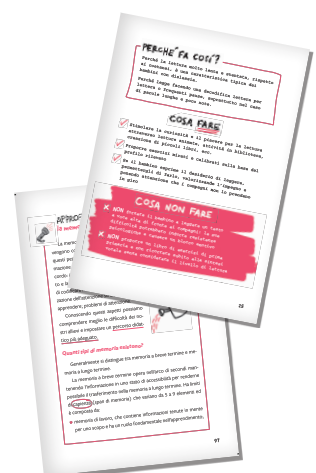
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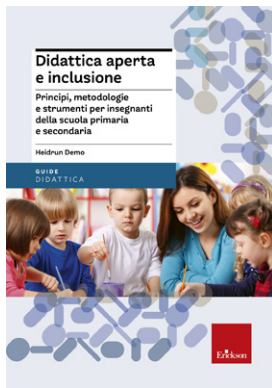
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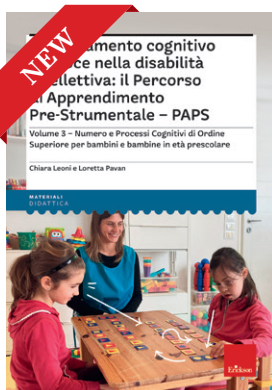
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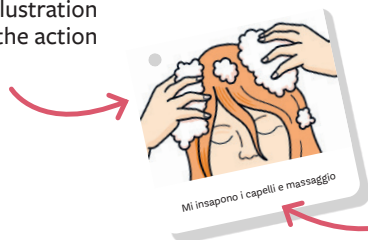


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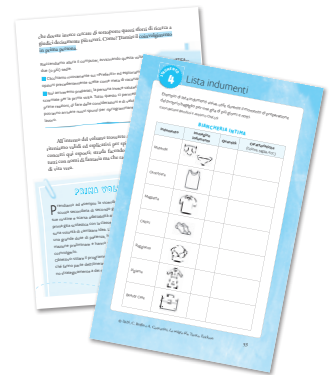
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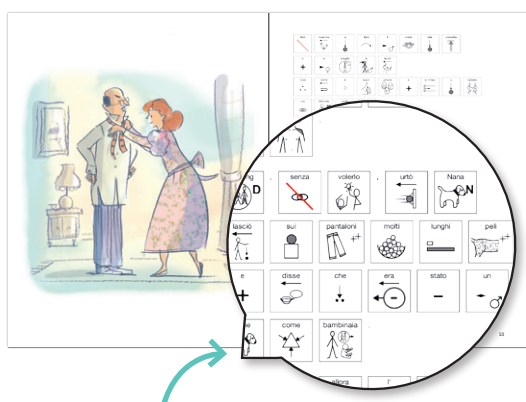
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The symbol is associated to the word that is read aloud, so that those listening can follow the text more easily

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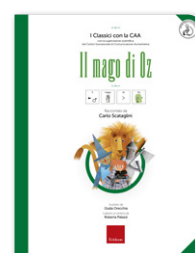
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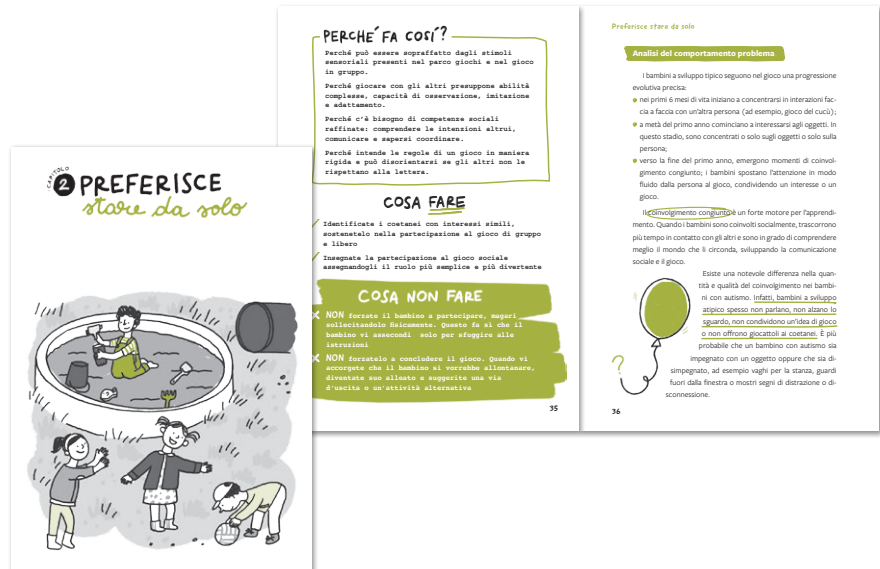
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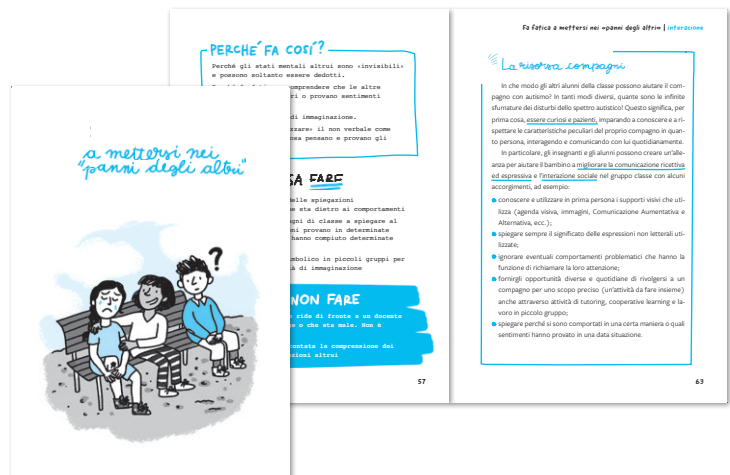
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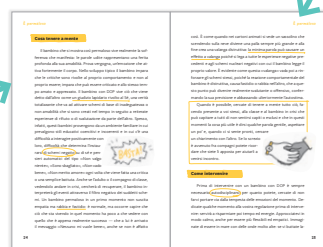
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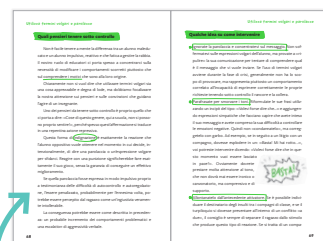
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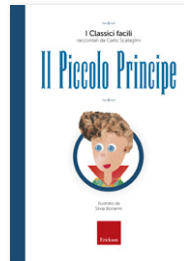
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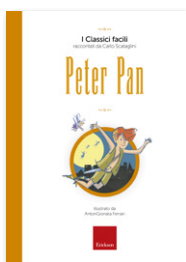
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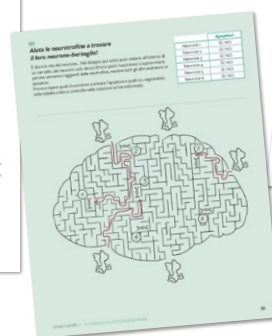
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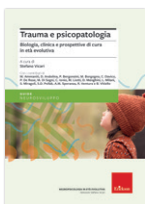


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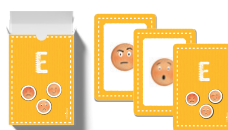


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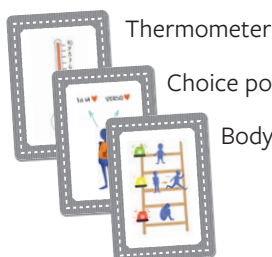


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# INDEX

## #

IT'S UP TO ME .....	106
10 IN SCIENCE .....	76
10 THINGS THAT EVERY PERSON WITH DOWN'S SYNDROME WANTS YOU TO KNOW .....	89
100 PAGES ON.....	59
101 IDEAS FOR USING ARTIFICIAL INTELLIGENCE IN THE CLASSROOM .....	80
150 GAMES IN MOVEMENT .....	22
150 GAMES IN MOVEMENT 2 .....	22
150 LOGIC-PERCEPTION GAMES .....	22

## A

A COUNTRY CALLED LISTEN-LAND .....	26
A DOUBLE-SIDED BOARD.....	18
A GYM FOR THE MIND.....	116
A GYM FOR THE MIND AT THE MUSEUM.....	116
A MANIFESTO OF THE RELATIONAL SOCIAL WORK METHOD ...	119
A SHIP FULL OF... DOODLES, SHAPES AND MAZES .....	28
A SPACESHIP FULL OF... DRAWINGS, GAMES AND PRE-WRITING ACTIVITIES .....	28
A SPOOKY CHRISTMAS .....	42
A THOUSAND AND ONE STORIES .....	53
A THOUSAND THEATERS .....	53
A WORKBOOK FRIEND .....	71
ACT&KIDS.....	111
ACTIVE BREAKS AT SCHOOL.....	46
ACTIVE GEOGRAPHY FOR PRIMARY SCHOOL.....	56
ACTIVE STORIES .....	15, 100
ADDITION AND SUBTRACTION TABLES .....	32
ADHD AND HOMEWORK .....	96
ADHD IN ADULTS .....	96
ADHD: WHAT TO DO AND WHAT TO AVOID .....	95
AGEING ACTIVELY .....	117
AKHENATEN'S TOMB .....	73
ALGEBRA IN YOUR POCKET.....	73
ALL EARS.....	118
AM I OK?.....	113
AN ACTIVE MIND.....	116
ANALOGICAL MAXITABLET.....	13, 33
ANALOGICAL STRIPS.....	33
ARITHMETIC IN YOUR POCKET .....	73
ATLAS OF RELIGIONS.....	103
AUTISM: WHAT TO DO AND WHAT TO AVOID.....	93
AUTISM: WHAT TO DO AND WHAT TO AVOID - KINDERGARTEN .....	27
AUTOBIOGRAPHICAL STORYTELLING WITH THE WRW METHOD .....	78
AUTONOMY CARDS.....	88

## B

BABACADABRA .....	54
BARE FEET AND DINOSAURS .....	91
BEAT AND REPEAT .....	30
BEAT MATHEMATICS ANXIETY .....	38
BEAT YOUR OBSESSIONS.....	112
BEING INCLUSIVE.....	86
BODY, GAME AND PSYCHOMOTRICITY.....	118
BRAIN TEASER GAMES.....	65
BREAKING DOWN PROBLEMS.....	35

BUILDING A LIFE PLAN WITH PEOPLE WITH DISABILITY - STEP BY STEP SERIES .....	86
BUILDING INCLUSIVE ENVIRONMENTS WITH TECHNOLOGY....	86
BUILDING THE NEW IEP .....	70
BULLYING: WHAT TO DO AND WHAT TO AVOID.....	110

## C

CAPRICIOUS CURLY AND PERFECT BETTY.....	98
CARDS TO ENRICH THE LEXICON.....	55
CHILD REMOVAL STEP BY STEP.....	118
CHILDREN OF THE INTERNET .....	106
CLASSIC TALES WITH AAC .....	92
COGNITIVE CIRCUIT TRAINING .....	116
COGNITIVE-BEHAVIOURAL THERAPY FOR OBSESSIVE-COMPULSIVE DISORDER .....	108
COMMUNITY SOCIAL WORK STEP BY STEP .....	120
CONCENTRATION AND CALM WITH PATTERNS AND MANDALAS .....	36
CONQUERING THE MULTIPLICATION TABLES.....	49
COOPERATIVE LEARNING IN PRACTICE.....	66
COPING POWER AT NURSERY SCHOOL .....	12
COPING POWER IN PRE-SCHOOL .....	26
COPING POWER IN PRIMARY SCHOOL .....	67
COPING POWER IN SECONDARY SCHOOL.....	80
COPING WITH SOCIAL ANXIETY.....	112
COUNSELLING TECHNIQUES IN SOCIO-HEALTHCARE CONTEXTS .....	119
CREATIVITY WORKSHOPS FOR AUTISM.....	90
CYBERBULLYING AT SCHOOL .....	80

## D

DEBATE WORKSHOP AT PRIMARY SCHOOL.....	66
DESTINATION BELLATRIX .....	73
DEVELOPING CREATIVITY WITH THE SQUARE CODE.....	38
DIAGNOSING SPECIFIC LEARNING DISORDERS.....	83
DIFFERENTIATED TEACHING FOR INCLUSION.....	87
DISCOVERING CHESS LAND .....	46
DISCOVERING TRIANGLES WITH GEOMETRIKO.....	75
DIVISION TABLE.....	32
DO I LOVE YOU OR DON'T I?.....	113
DO YOU AGREE? .....	79
DOCUMENTATION AT NURSERY SCHOOL STEP BY STEP .....	12
DOMINOPLAY.....	49
DOODLING WITH COLOURS.....	16
DYSLEXIA: WHAT TO DO AND WHAT TO AVOID .....	83

## E

EARLY COGNITIVE ENHANCEMENT IN INTELLECTUAL DISABILITY: THE PRE-INSTRUMENTAL LEARNING PROGRAMME - PILP - VOLUME 3.....	87
EARLY IDENTIFICATION OF LEARNING DIFFICULTIESCIFRA CHECKLIST.....	83
EASY CLASSICS.....	51, 102
EASY ENGLISH: GRAMMAR.....	77
EASY SCIENCE.....	60
EASY SCIENCE FOR LOWER SECONDARY SCHOOL YEAR THREE.....	76
ECOANXIETY.....	110
EDUCATE ACCORDING TO NATURE IN AND OUTDOORS .....	60





MERITRE AND THE SPECTER OF THE VALLEY OF THE KINGS	104	PSYCHOMOTRICITY AND LEARNING	22
MINDFULNESS AND WELL-BEING AT SCHOOL	67	PSYCHOSOCIAL CARE FOR PEOPLE WITH DEMENTIA	117
MINDFULNESS FOR ADHD AND NEURO-DEVELOPMENT DISORDERS	96	PSYCHOTHERAPY MANUAL FOR THE LGBTQIA+ POPULATION	108
MINDFULNESS FOR BEHAVIORAL DISORDERS	110	<b>Q</b>	
MINI MYSTERIES OF TEXT COMPREHENSION THE CASES OF LUCY AND HENRY	52	QUICK FINGERS	49
MONSTER ENGLISH	62	QUICK GESTURES	30
MONSTER WHO?	64	<b>R</b>	
MONSTROUS PROBLEMS AT HOTEL DE TENEBRIS	43	READING A LEAF	20
MONTESSORI METHOD	31	READING BETWEEN THE LINES	114
MONTESSORI STORIES FOR FRAIL ELDERLY PEOPLE	117	RELATIONAL SOCIAL WORK METHOD	119
MONTESSORI TEACHING TOOLS	32	RESPECTFUL AND RESPECTED PARENTS	106
MONTESSORI'S EDUCATIONAL ALBUM FOR TEACHERS	31	<b>S</b>	
MOVE THE SCHOOL	67	SAVING MY PLANET	106
MULTIPLICATION TABLE	32	SCHOOL TIME	98
MUMMY'S MAGNET	98	SCIENCE ON THE FLY	59
MUSIC THERAPY AND AUTISM	90	SEEING GEOGRAPHY	56
MY ENGLISH EXERCISES	77	SENSORY WORKSHOPS FOR THE TREATMENT OF AUTISM SPECTRUM DISORDERS	90
MY HEART IS A STRAWBERRY SLUSH	98	SEQUENCES AND RELATIONSHIPS	84
MY MATHEMATICAL EXERCISES	72	SEX AND GENDER DIFFERENCES IN TYPICAL AND ATYPICAL DEVELOPMENT	90
MY RUCKSUCK P.E.S.C.A.	111	SEX EDUCATION AND AFFECTIVE EDUCATION AT PRIMARY LEVEL	67
MYSTERY IN ENGLISH	63	SING AND MOVE	62
MYSTERY IN MESOPOTAMIA	58	SIX LITTLE PIXIES IN MY HEART	99
<b>N</b>		SIX LITTLE PIXIES IN THE WORLD OF EMOTIONS	14, 99
NARRATING SCIENCE	60	SIX LITTLE PIXIES IN THE WORLD OF NUMBERS	14
NEURO-PSYCHOMOTOR ACTIVITIES FOR CHILDREN WITH SELF-REGULATORY DEFICITS AND ADHD	96	SIX LITTLE PIXIES PLAYING WITH EMOTIONS	99
NUMBERS AND QUANTITIES WORKSHOP	14	SKETCHNOTES IN THE CLASSROOM	80
NUMBERS ON THE ROAD	30	SOCIAL (PRAGMATIC) COMMUNICATION DISORDER	82
NUMERARY	33	SOCIAL STORIES	91
NUMERIC INTELLIGENCE MINI MYSTERIES	40	SOCIAL STORIES WITH AAC 1	91
<b>O</b>		SOLIDS ON THE FLY WITH STRAWS	36
ODD - OPPOSITIONAL DEFIANT DISORDER: WHAT TO DO AND WHAT TO AVOID - LOWER AND UPPER SECONDARY SCHOOL	94	SOLVING PROBLEMS IN PRIMARY SCHOOL	43
ODD - OPPOSITIONAL DEFIANT DISORDER: WHAT TO DO AND WHAT TO AVOID - PRIMARY SCHOOL	94	SPATIALITY AND PREGRAPHICS WORKSHOP	16
ON THE TRACKS OF HISTORY	57	SPEECH THERAPY WORKSHOPS FOR EXECUTIVE FUNCTIONS	82
OPEN TEACHING AND INCLUSION	87	SR 4-5 SCHOOL READINESS MATERIALS	29
ORIGAMI IN YOUR HANDS	17	SROTO LAB	19
OUTDOOR DIDACTICS	67	SROTO LAB - COLLECTIVE WORKSHOPS WITH HERVÉ TULLET AND ALESSANDRA FALCONI	19
OUTDOOR EDUCATION WITH PHILOSOPHY	25	SROTO LAB - OUTSIDE AND INSIDE NATURE	19
OVERCOMING ANXIETY CRISES AND AGORAPHOBIA WITH COGNITIVE-BEHAVIOURAL THERAPY	113	STEP-BY-STEP TEAM MANAGEMENT	120
OVERCOMING DEPRESSION	112	STIMULATING ACTIVITIES WITH THE ELDERLY	116
<b>P</b>		STOP PANIC ATTACKS	113
PATTERNS ON THE LINES	36	STORIES FROM THE EMOTIONS FAMILY	98
PHILOSOPHICAL CHALLENGES	80	STORIES IN MOTION	23
PHILOSOPHICAL RIDDLES	66	STORK? WHAT STORK?!	98
PHILOSOPHICAL WONDERS	25	STRONGER IN MENTAL CALCULATION - LEVEL 1	35
PLAY IN THE FIRST YEAR OF LIFE	12	STRONGER IN SOLVING PROBLEMS	35
PLAY TOGETHER	84	SUPER. INTEGRATED AUTISM OBSERVATION SHEET	90
PLAY WITH YOUR BRAIN!	109	<b>T</b>	
PLAYSCAPE	58, 73	TABLET OF ENGLISH RULES	77
POINTS OF VIEW CHATS AND THE NET	79	TABLET OF MATHS RULES	72
PRACTICAL GUIDE TO PHOTOVOICE	120	TABLOTTO	48
PRACTICE ATTENTION AND CONCENTRATION	27	TABLOTTO 4-6	48
PRAGMATICS IN CONVERSATION	82	TABLOTTO ENGLISH 8+	48
PROBLEM SOLVING	82	TAKING CARE OF A FRAGILE ELDERLY PERSON	117
PSYCHOLOGY OF PSYCHO-AFFECTIVE AND SEXUAL DEVELOPMENT	110	TEACHER LARISSA'S ENGLISH BRIEFCASE	64
		TEACHERS' GUIDE - PRIMARY SCHOOL	83
		TEACHING COMPETENCES IN KINDERGARTEN	21
		TEACHING HISTORY WITH COMICS, MANGA AND ANIME	57

TEACHING STATIONS: NUMBERS 0-99 .....	44	TINKERING CODING MAKING .....	66
TEXT OBJECTIVES .....	88	TINKERING CODING MAKING 11-13 YEARS .....	80
THAT'S LOGICAL, MR OCTOPUS! .....	25	TINKERING CODING MAKING 4-6 YEARS .....	17
THE ABC'S OF MY EMOTIONS 4-7 YEARS .....	22	TRAINERS GREEN WITH ENVY .....	98
THE ADVENTURES OF SHERLOCK HOLMES .....	103	TRAINING ATTENTION IN PRE-SCHOOL AGE .....	26
THE ANALOGICAL METHOD .....	8	TRAINING EXECUTIVE FUNCTIONS IN KINDERGARTEN .....	15
THE ARGUMENTATIVE TEXT WITH THE WRW METHOD .....	78	TRAINING FOR THE DEVELOPMENT	
THE ART OF MENDING YOUR HEART .....	113	OF CONSTRUCTIVE PRAXIS .....	17
THE ARTIST'S BRIEFCASE .....	18	TRAINING SOCIO-PRAGMATIC SKILLS .....	90
THE BETROTHED .....	103	TRAUMA AND PSYCHOPATHOLOGY .....	110
THE BLUE SUITCASE .....	91		
THE BORTOLATO ANALOGICAL METHOD .....	8	<b>U</b>	
THE BRIEFCASE FOR STARTING OFF... FIRST GRADE .....	47	UNDERSTANDING AND OVERCOMING TRAUMA .....	113
THE CASE OF ENGLISH RULES .....	61	UNIVERSAL MATHEMATICS EDUCATION FOR CLASSES 4-5 .....	44
THE CASE OF MATHS RULES .....	41	UNIVERSAL TEACHING: MATHEMATICS FOR GRADES 1-2-3 .....	44
THE CHECKLIST FOR AUTONOMY .....	88	UNUSUAL ADVENTURES .....	53
THE CLASS IS AN ORCHESTRA .....	67		
THE COGNITIVE ORGANISERS AND FACILITATORS .....	51, 102	<b>W</b>	
THE COLOR RACE .....	30	WATCH OUT FOR THE LETTERS .....	54
THE DIARY OF ANNE FRANK .....	103	WATCH OUT FOR THE RHOMBUS .....	47
THE EFFECTIVE MANAGEMENT OF THE CLASSROOM .....	80	WATCH OUT SERIES .....	27
THE ESSENTIALS .....	88	WE ARE MEMORY .....	80
THE EXPOSITORY TEXT WITH THE WRW METHOD .....	78	WHAT IS THE COLOUR OF HAPPINESS? .....	105
THE FEREA PROGRAMME (3-18 YEARS) .....	96	WHAT'S IT ABOUT? .....	98
THE FOX TELLS HER STORY .....	50, 101	WHO DO YOU TELL? .....	106
THE GREAT FIRE .....	50, 101	WHO IS AFRAID OF MATHEMATICS? .....	39
THE HISTORY CASE .....	57	WITNESSED VIOLENCE AND HELP PROGRAMMES	
THE ICP STEP BY STEP .....	117	FOR CHILDREN .....	118
THE ILIAD .....	103	WORKBOOK FOR MANAGING ADHD IN ADULTHOOD .....	96
THE INCLUSIVE NURSERY SCHOOL AND CHILDREN		WORKBOOK FOR OVERCOMING DEPRESSION .....	112
WITH DISABILITIES .....	87	WORKBOOK FOR OVERCOMING OBSESSIONS .....	112
THE KAMISHIBAI OF MARILÚ AND THE FIVE SENSES .....	23	WORKBOOK FOR OVERCOMING SOCIAL ANXIETY .....	112
THE LAND OF ORIGAMI .....	17	WORKING PROGRAMMES FOR THE TRANSITION	
THE LAND OF ORIGAMI 2 .....	17	TO PRIMARY SCHOOL .....	29
THE LEARNING STATIONS .....	44	WORKSHOP FOR DEVELOPING ATTENTION	
THE LINE OF 100 .....	34	AND COGNITIVE ABILITIES .....	26
THE LINE OF 1000 AND OTHER CALCULATION TOOLS .....	34	WORKSHOPS ABOUT THE COLOURS OF	
THE LINE OF 20 .....	33	THE FOUR SEASONS .....	20
THE LITTLE PIRATES .....	28	WORKSHOPS FOR AUTONOMY .....	89
THE MATHEMATICAL MYSTERIES OF VILLA TENEBRA .....	42	WORKSHOPS FOR THE DEVELOPMENT OF LINGUISTIC AND	
THE MINI BLOCK PADS .....	25	COMMUNICATION SKILLS .....	24
THE MONELLI FAMILY GOES ON VACATION .....	65	WORKSHOPS IN NATURE: THE 4 SEASONS .....	20
THE MONTESSORI METHOD AND FRAIL ELDERLY .....	117	WORKSHOPS WITH NATURAL MATERIALS .....	20
THE OCCUPATIONAL INCLUSION OF PEOPLE		WRITERS ON THEIR WAY TO PRIMARY SCHOOL	
WITH DISABILITIES .....	86	WITH THE WRW – WRITING AND READING WORKSHOP .....	66
THE ODYSSEY .....	103	WRITING AND READING WORKSHOP SERIES .....	78
THE PROFESSOR'S LABORATORY .....	73	WRITING IN SOCIAL WORK STEP BY STEP .....	120
THE REALISTIC STORY WITH THE WRW METHOD .....	78		
THE SCHEMA THERAPY FOR PATHOLOGICAL NARCISSISM .....	108	<b>X</b>	
THE SECRETS OF ATHENS .....	58	X GAME .....	47
THE TEACHER'S GUIDE .....	18		
THERE WAS A PIRATE .....	30	<b>Y</b>	
THREE KITTENS, THREE STORIES .....	50, 101	YOU ARE MEMORY .....	66
THROW THE BAIT AND FISH! .....	30	YOU BECOME A WRITER .....	78
TIMES TABLES ON THE FLY .....	36	YOU COUNT .....	48



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