

NINE LEARNING STYLES

	LEARNING STYLE	FOCUSES ON	CREATES BY	ACTS	IS MOTIVATED BY	LEARNS BY
INITIATIVE	FEELER-FEELER	Unique experience	Getting a gut sense and absorbing ideas from around them	<ul style="list-style-type: none"> ➤ Spontaneously ➤ Enthusiastically ➤ With concern for others 	<ul style="list-style-type: none"> ➤ Anything that grabs their interest ➤ Spending time with people 	<ul style="list-style-type: none"> ➤ Absorbing rather than analyzing experience ➤ Gut feel ➤ Immersing oneself in a situation
	FEELER-DOER	Helping people solve problems	Getting a gut sense of what the issues are and then using common sense	<ul style="list-style-type: none"> ➤ Impulsively spontaneous ➤ With feeling 	<ul style="list-style-type: none"> ➤ Helping others ➤ Getting involved in things ➤ Getting involved with people 	<ul style="list-style-type: none"> ➤ Experiencing something ➤ Talking with others ➤ Emotional involvement
	FEELER-THINKER	Being attentive to others and living according to principle	Using hunches to decide what is "right" to do	<ul style="list-style-type: none"> ➤ Hesitant until they feel something is 'right' ➤ Impulsive when feels 'right', ➤ To fulfil a "mission" 	<ul style="list-style-type: none"> ➤ Standing up for what is "right" ➤ Activities that have "meaning" and are supported by those they respect 	<ul style="list-style-type: none"> ➤ Seeing how things relate to "big picture" ➤ Matching what they think with what they feel ➤ Studying someone they respect
PRACTICAL	DOER-FEELER	Doing something new	Using gut feel to figure out practical alternatives	<ul style="list-style-type: none"> ➤ Quickly ➤ Pragmatically ➤ Reactively 	<ul style="list-style-type: none"> ➤ Making an immediate impact ➤ Avoiding routine ➤ Solving an immediate problem 	<ul style="list-style-type: none"> ➤ Focus on "how", not "why" ➤ Taking action and getting feedback ➤ Working with others
	DOER-DOER	Action	Using street sense or common sense	<ul style="list-style-type: none"> ➤ In response to external stimulus ➤ Erratically ➤ Quickly 	<ul style="list-style-type: none"> ➤ Being competitive ➤ Fixing things ➤ Taking care of things 	<ul style="list-style-type: none"> ➤ Trying things ➤ Comparing self with others
	DOER-THINKER	Getting things done in an organized way	Exploring reasons and causes as well as facts in order to set objectives	<ul style="list-style-type: none"> ➤ Deliberately ➤ Logically ➤ With results in mind 	<ul style="list-style-type: none"> ➤ Achieving practical goals ➤ Doing what makes sense ➤ Solving problems efficiently 	<ul style="list-style-type: none"> ➤ Setting measures ➤ Working an idea into something concrete ➤ Focus on what, how, and why
CONCEPTUAL	THINKER-FEELER	Building plans which take experience into account	Choosing options which reflect personal plans and mission	<ul style="list-style-type: none"> ➤ After establishing purpose ➤ On behalf of personal goals ➤ On what is meaningful 	<ul style="list-style-type: none"> ➤ Reflection on personal goals ➤ Making plans ➤ Developing programs 	<ul style="list-style-type: none"> ➤ Setting learning goals ➤ Identifying the meaningfulness of what is to be learned ➤ Verbalizing the learnings in some way
	THINKER-DOER	Helping people solve problems	Setting a practical objective and then developing an action plan	<ul style="list-style-type: none"> ➤ On purpose ➤ Deliberately ➤ When the appropriate conditions exist 	<ul style="list-style-type: none"> ➤ Perfecting plans ➤ Exploring theories ➤ Diagramming and charting 	<ul style="list-style-type: none"> ➤ Applying rules ➤ Thorough research ➤ Translating ideas into action
	THINKER-THINKER	Being attentive to others and living according to principle	Following rules of order and 'rightness'	<ul style="list-style-type: none"> ➤ After much reflection ➤ When a perfect solution is determined ➤ When their mental model connects details 	<ul style="list-style-type: none"> ➤ Building charts and models ➤ Reading and thinking 	<ul style="list-style-type: none"> ➤ Translating ideas into models ➤ Following a string of abstract logic ➤ Building definitions