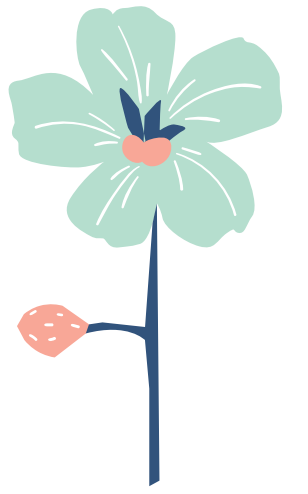
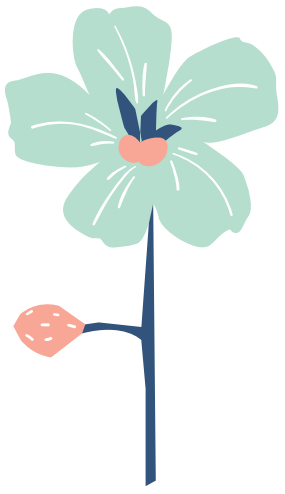


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Learning Styles Characteristics



Dominant

CONCRETE SEQUENTIAL (CS)

Key Term: FACTS

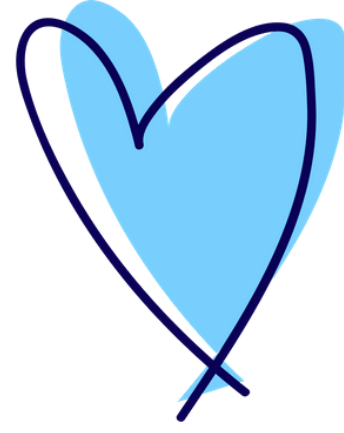
Apply ideas in a practical ways

Organize

**Fine-tune ideas to make them more
efficient, economical, etc.**

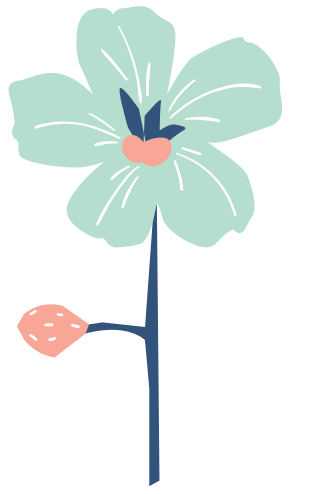
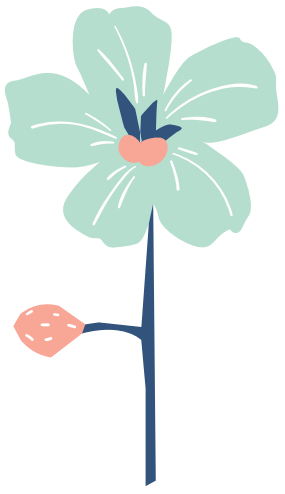
**Produce concrete products from abstract
ideas**

Work well within time frames



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Learning Styles Characteristics



Dominant

ABSTRACT SEQUENTIAL (AS)

Key Terms: UNDERLYING PRINCIPLES

Gather data before making decisions

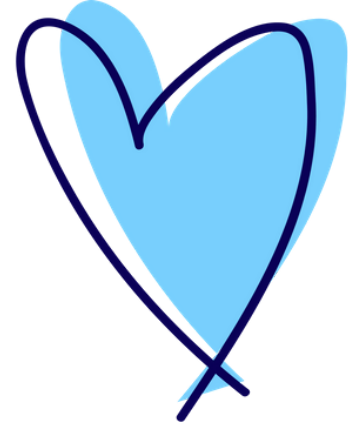
Analyze ideas

Research

Provide logical sequence

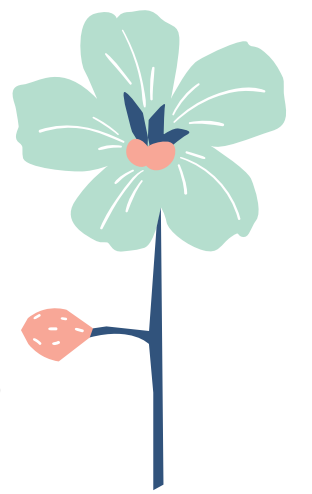
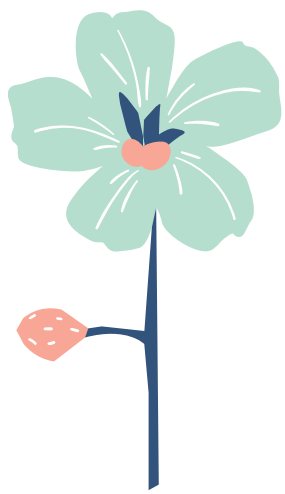
Use facts to prove or disprove theories

Analyze the means to achieve a goal



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Learning Styles Characteristics



Dominant

ABSTRACT RANDOM (AR)

Key Term:

Personal Relevance

Listen sincerely to others

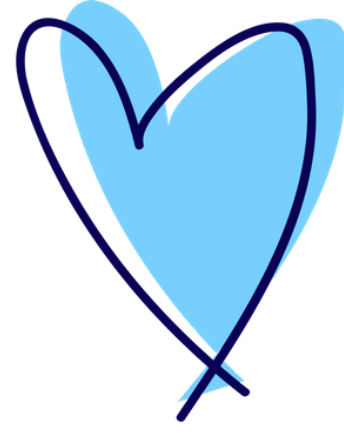
Understand feelings and emotions

Focus on themes and ideas

Bring harmony to group situations

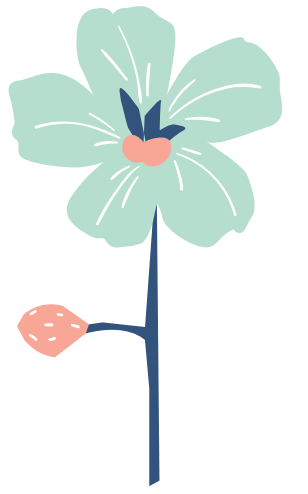
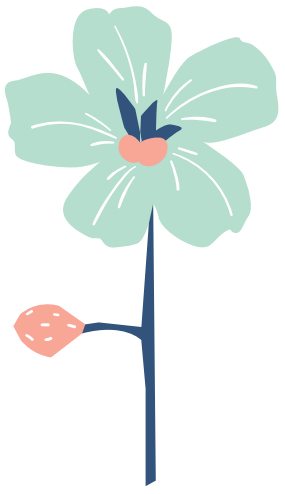
Have good rapport with most

Recognize emotional needs of others



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Learning Styles Characteristics



Dominant

CONCRETE RANDOM (CR)

Key Term:

COMPELLING REASONS

Inspire others to take action

See many options and solutions

Contribute unusual and creative ideas

Visualize the future

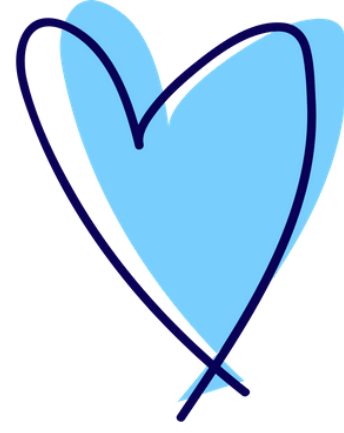
Often find a different way to do things

Accept many types of people

Think fast on their feet

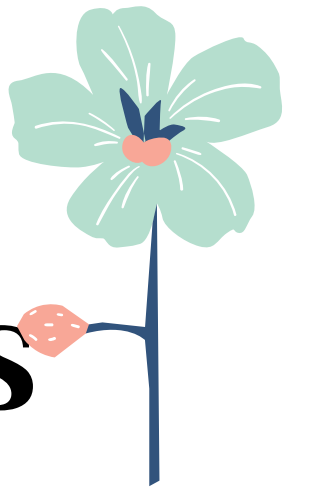
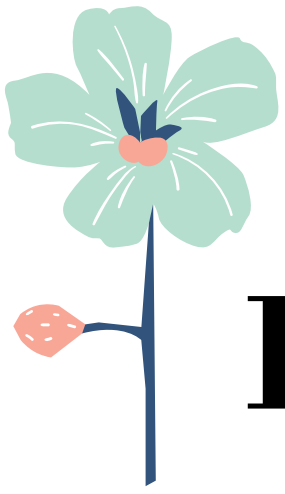
Take risks





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Difficulties for the Vaired Styles



Dominant

CONCRETE SEQUENTIAL (CS)

Working in groups

Discussion with no specific point

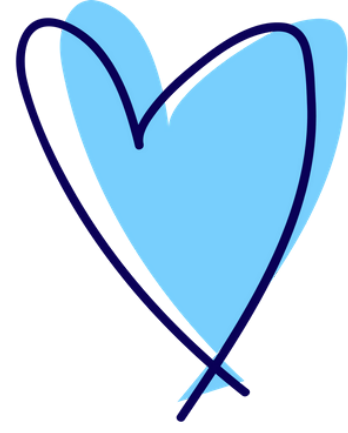
Working in a disorganized environment

**Following incomplete or unclear
directions**

Working with abstract ideas

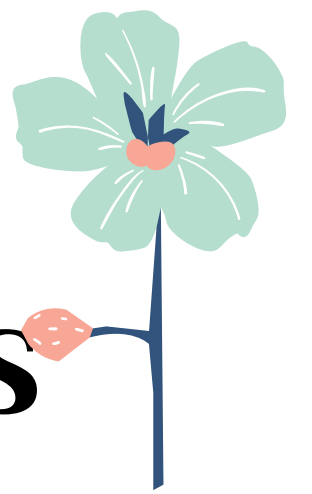
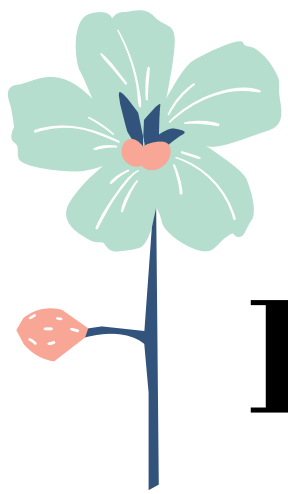
Using their imagination

**Questions with no right or wrong
answers**



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Difficulties for the Vaired Styles



Dominant

ABSTRACT SEQUENTIAL (AS)

No time to deal with a subject thoroughly

Repeating the same tasks

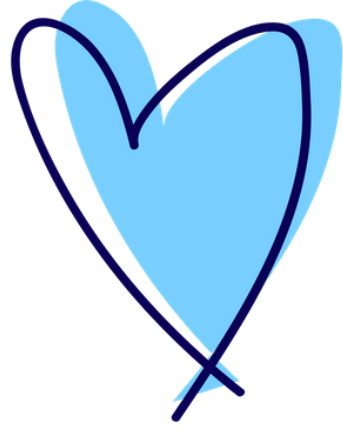
Lots of specific rules and regulations

Sentimental thinking

Expressing their emotions

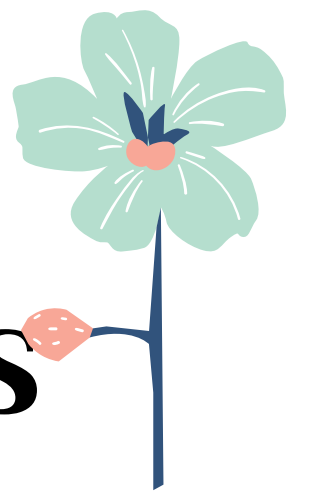
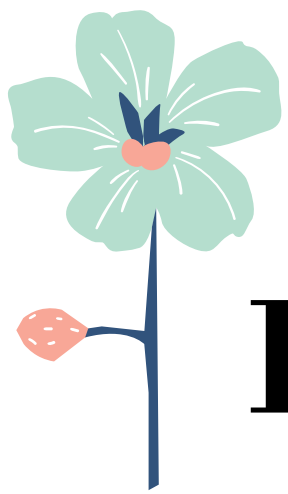
**Being diplomatic when convincing
someone else of their point of view**

**Not monopolizing a conversation about a
subject that interests them**



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Difficulties for the Vaired Styles



Dominant

ABSTRACT RANDOM (AR)

Explaining or justifying feelings

Competition

Working with unfriendly people

Giving exact details

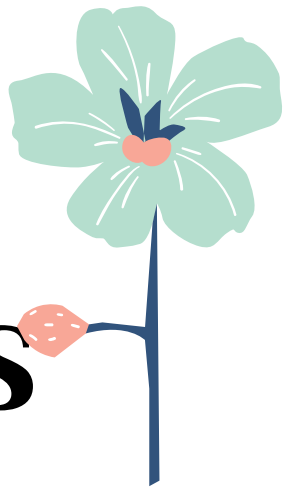
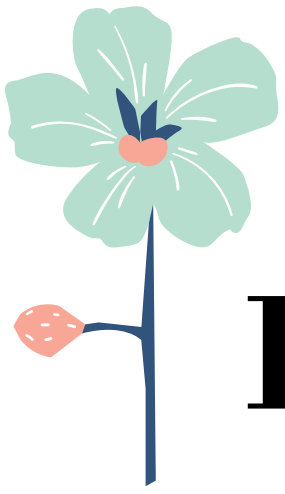
Accepting positive criticism

Focusing on one thing at a time



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Difficulties for the Vaired Styles



Dominant

CONCRETE RANDOM (CR)

Restrictions and limitations

Formal reports

Routines

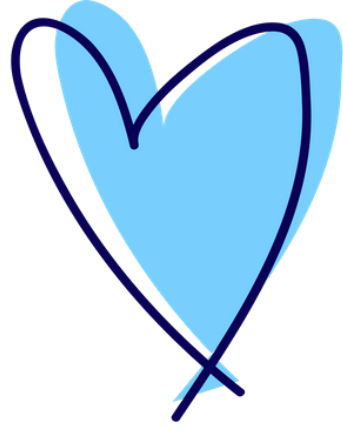
Reworking anything after it is finished

Keeping detailed records

Showing how they arrived at an answer

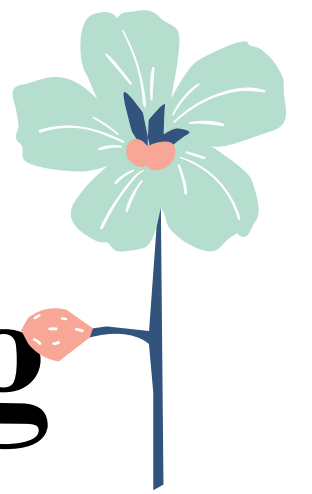
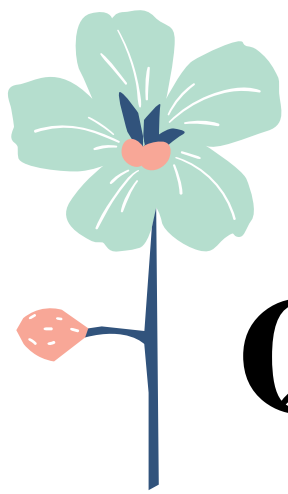
Choosing only one answer

Having no options



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Questions Asked When Learning



Dominant

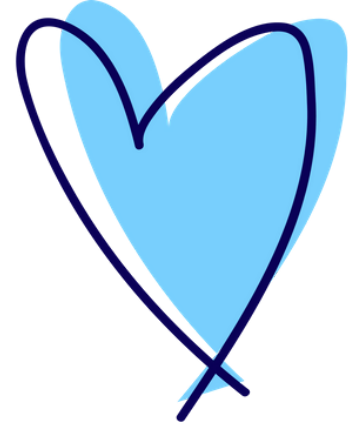
CONCRETE SEQUENTIAL (CS)

What facts do I need?

How do I do it?

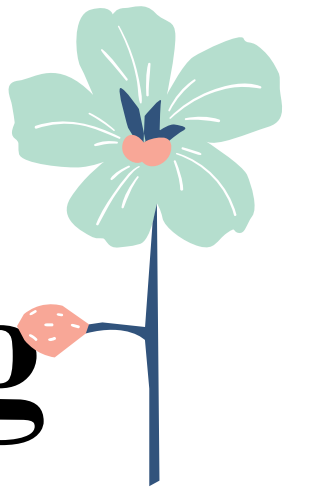
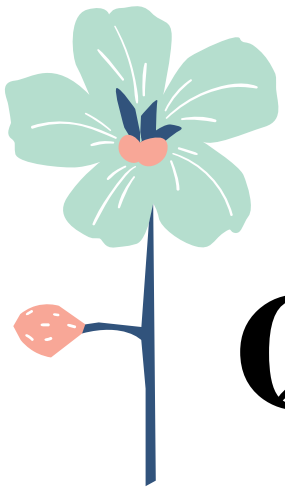
What should it look like?

When is it due?



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Questions Asked When Learning



Dominant

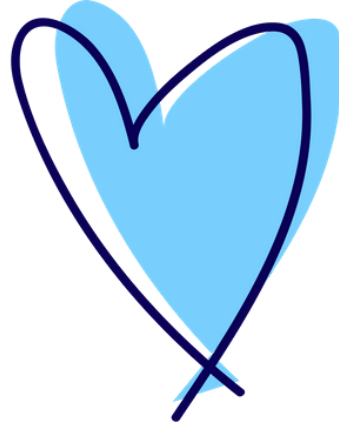
ABSTRACT SEQUENTIAL (AS)

How do I know this is true?

Have we considered all the

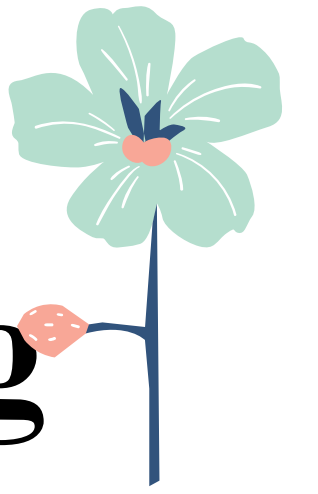
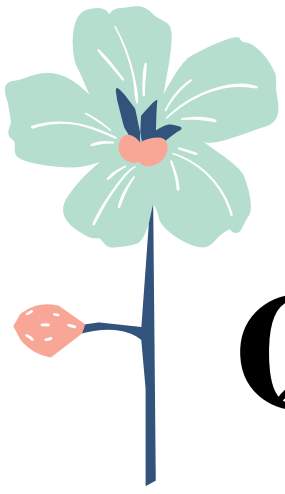
possibilities?

What will we need to accomplish this?



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Questions Asked When Learning



Dominant

ABSTRACT RANDOM (AR)

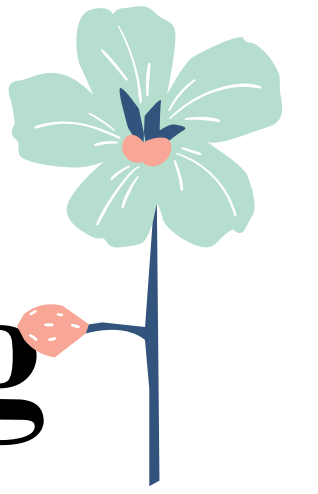
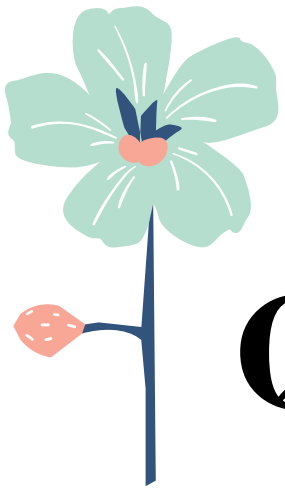
What does this have to do with me?

How can I make a difference?



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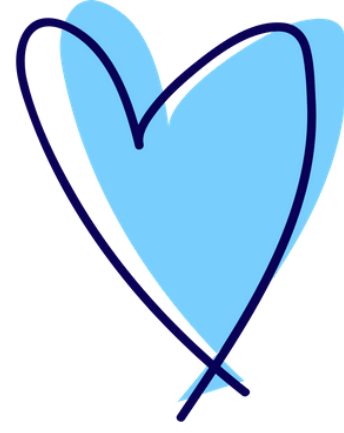
Training * Coaching * Mentoring* Equipping



Questions Asked When Learning

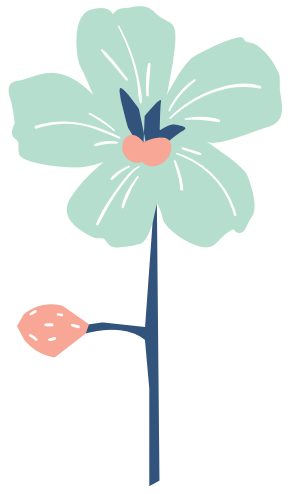
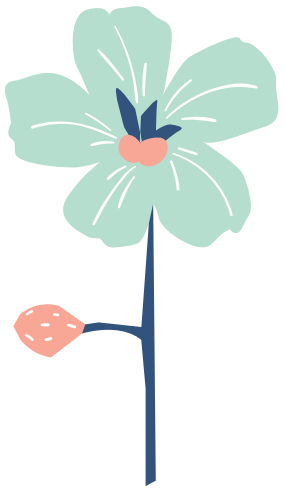


Dominant
CONCRETE RANDOM (CR)
How much of this is really
necessary?



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How Things Make Sense



Dominant CONCRETE SEQUENTIAL (CS)

Working systematically, step-by-step

Paying close attention

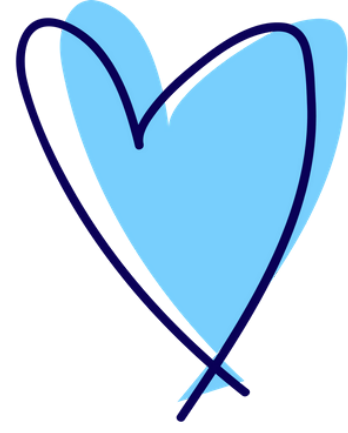
Having a schedule to follow

Using literal interpretations

Knowing what is expected before

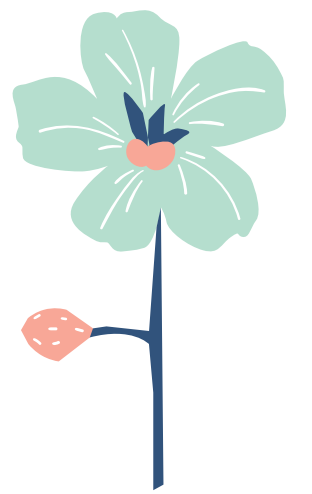
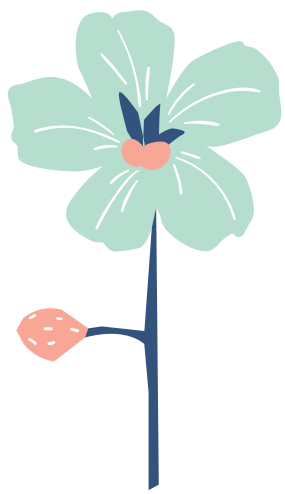
beginning something

**Establishing routines and ways to do
things**



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How Things Make Sense



Dominant

ABSTRACT SEQUENTIAL (AS)

Using exact, well-researched information

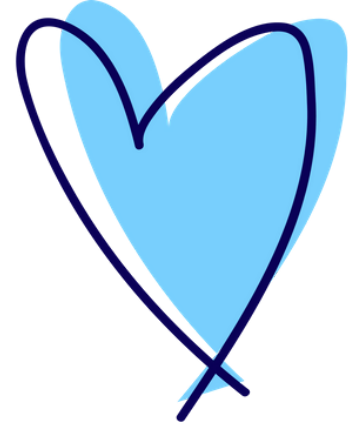
Learning more by watching than doing

Using logical reasoning

**Needing a teacher who is an expert on the
subject**

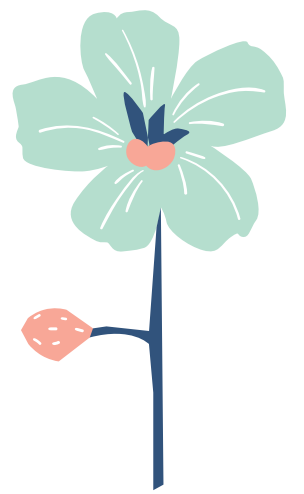
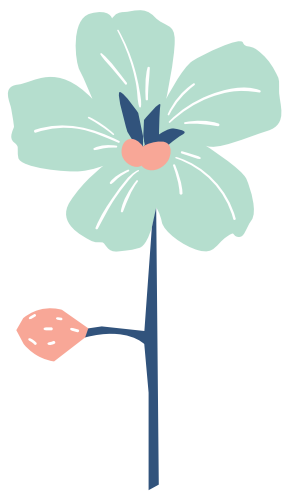
Living in the world of abstract ideas

Working through an issue thoroughly



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How Things Make Sense



Dominant

ABSTRACT RANDOM (AR)

Personalizing learning

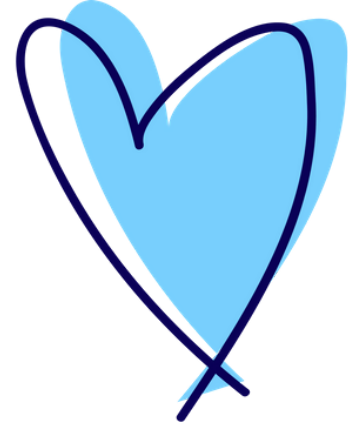
Having broad, general principles

**Maintaining friendly relationships with
everyone whenever possible**

**Participating enthusiastically in projects
they believe in**

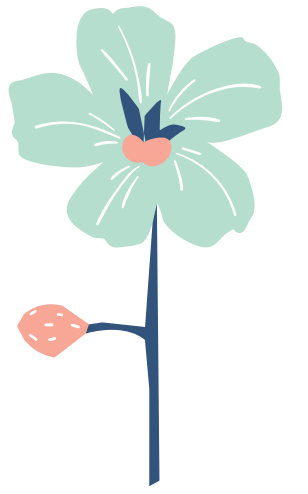
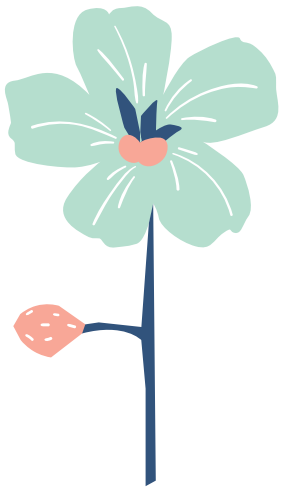
Emphasizing high morale

Deciding with the heart, not the head



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How Things Make Sense



Dominant CONCRETE RANDOM (CR)

**Using insight and instinct to solve
problems**

**Working with general time frames rather
than specific deadlines**

Developing and testing man solutions

Using real-life experiences to learn

**Trying something themselves rather than
taking someone else's word for it**