



Sample Report .

PeopleKeys - Perceptual Learning Style Report

Thursday, March 15, 2018

Introduction

Why Perceptual Learning Styles are Important

Until now, you may have assumed that all people learn the same way. Maybe you've wondered why you could not grasp your professor's lecture as quickly as your classmate. Difficulties encountered in the past were probably a function of *perception* and not *intelligence*. Before information can be *remembered*, it must be *perceived* effectively.

Research has shown that people respond differently in different learning situations. People *respond* differently because people *perceive* differently, using the sensory channels through which they give, receive, and store information.

The three widely recognized perceptual learning styles are labeled Auditory, Visual, and Kinesthetic. To get the most out of your education, it is important that you know the differences between these perceptual learning styles, recognize the style that best suits you, and use your understanding to detect your instructor's perceptual teaching style.

- **Auditory learners** use their voices and their ears as the primary mode for learning. They remember what they have heard and what they, themselves, expressed verbally.
- **Visual learners** want to see the words in written form, an illustration in some picture form, or assignments clearly described in written form. They like to follow professors' lessons in visual form and prefer seeing overhead transparencies, a blackboard, or handouts.
- **Kinesthetic learners** learn better when they touch or are physically involved with what they are studying. These learners want to act out a situation, to make a product, to do a project, and in general, to interact physically with learning.

Traditional teaching methods favor the auditory and visual learning styles. Those with kinesthetic strengths typically have to become more creative in their study and learning methods to adapt. Having a primary perceptual preference and learning strength does not mean you should disregard your secondary strength. In fact, realizing your learning limitations and encouraging those secondary sensory doorways will help you function perceptually in a variety of situations. You should become highly sensitive to the manner in which all information is presented to you.

It would be nice if all your professors, instructors, and trainers taught you in a manner with which you learn best. Instead, you will probably encounter your instructors teaching in the manner with which they are most comfortable. Early in your education, it is a good idea if you discover your learning strengths and limitations so you can adapt to new learning situations. Understanding which learning method you prefer and matching that to the teaching methods used by your instructors will help you feel more assured in the classroom and will ultimately increase your learning potential.

"I don't think much of a man who is not wiser today than he was yesterday."

-Abraham Lincoln

Learning Styles Overview

all three learning styles at a glance

Auditory Learning Styles

use their voices and ears as the primary mode for learning. They remember best what they have heard and what they themselves expressed verbally.

Auditory Learners are people who learn best by hearing, listening, speaking, and being spoken to.

Learns best: lectures, discussions, explanations, listening, talking, and debate.

Sensitive to: noise, tone, pitch, music, lyrics, sound, voice, words, spoken language.

Strengths:

- typically good speakers and debaters.
- able to describe with words and understand well what is expressed to him/her.
- can understand abstract examples.
- remembers and understands spoken language well.

Limits: being distracted by background noises, voices, sounds, and music.

Visual Learning Styles

like to see words in written form, an illustration in graphic form, or assignments clearly described in written form. They like to follow instructor's lessons visually with handouts, graphs, and graphics.

Visual Learners are people who learn best by watching, seeing, and visualizing in his/her mind.

Learns best: through body language, facial expression, charts, illustrations, graphics, and handouts.

Sensitive to: light, color, visual environment, written language, design, placement, diagrams, and graphs.

Strengths:

- typically good writers and readers.
- able to visualize a picture when reading.
- good at creating charts, diagrams, and maps.
- remembers and understands written language and graphics well.

Limits: being distracted by movement, light, and visual things surrounding him/her.

Kinesthetic Learning Styles

learn better when they touch or are physically involved with what they are studying. These learners want to use trial and error in order to remember and comprehend concepts.

Kinesthetic Learners are people who learn best by doing, touching, being involved, and experiencing first hand.

Learns best: sense of touch, personal experience, making mistakes, exploration, coordination, and music

Sensitive to: action, movement, contact, doing, feeling, and through a sense of touch.

Strengths:

- typically a fast learner after doing or experiencing himself/herself.
- enjoys being physically involved with materials, sports, or games.
- excels in working with tools or equipment.
- likes to create a physical product.

Limits: being distracted by movement, temperature, and physical tasks or being given an abstract example.

Your Perceptual Learning Style

how do you best absorb new information?

Sample Report's dominant learning style is "Kinesthetic"

If you prefer a kinesthetic style to make sense of the world, it's likely you are more sensitive to the physical world around you. You may even thrive on physical activities like sports and exercise or crafts like cooking, woodworking or gardening. When you have extra time, you prefer to move about, create, build or explore rather than sitting, talking or watching.

Because you desire to "do" things, you want hands-on learning that allows you to interact with new information and your environment. You would prefer to pull an engine apart and put it back together rather than reading or hearing about how it works. Others can explain things to you, but you never really understand until you try it for yourself and make mistakes yourself. You can easily remember driving directions once you have been in the driver's seat. Your physical sensitivities may help you become skillful at building models, following schematics and figuring out jigsaws as well as appreciating textures and fabrics. Perhaps sitting for long periods of time may cause you to squirm, fidget or lose your concentration.

Kinesthetic learners may also be proficient at handling, manipulating or controlling objects, having balance, body control, dexterity or hand-eye coordination. They may be good at or enjoy tinkering, crafts, using body language, dance, sports, building, crafts or acting for stage or screen.

What is a Kinesthetic Learner?

A person who learns best by doing, touching, being involved and experiencing first hand

How does a Kinesthetic Learner learn best?

Through sense of touch, personal experience, making mistakes, exploration, coordination and movement

What are Kinesthetic Learners sensitive to?

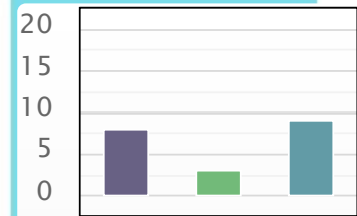
Action, movement, touch, doing, feeling through sense of touch

What are the strengths of a Kinesthetic Learner?

- Typically a fast learner after first doing a task himself/herself
- Enjoys being physically involved with materials, sports, or games
- Excels in working with tools or equipment
- Likes to create a physical product

What might keep a Kinesthetic Learner from learning?

- Being distracted by movement, temperature and physical tasks
- Being given an abstract example



A=8, V=3, K=9

Tips for Kinesthetic Learners

for lectures, studying, and test taking

During Lectures:

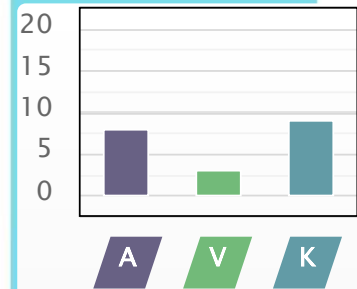
- **Ask an instructor if he/she can “demonstrate” in addition to explaining.** In some cases, it is possible for the teacher to offer “hands on” laboratories to help you understand concepts. Ask the teacher if it is also possible to “show” as well as “tell”.
- **If you think an instructor has given you an abstract example, ask for a more concrete example.** There are many ways to describe or explain a concept. If there is additional media (Example: a video) available on the subject, it might be good to use it as well. Sometimes more “animated” instructors are good for kinesthetic learners.
- **Associate a part of your body or particular body movement with a fact, idea or concept the instructor is talking about.** (Example: If you are learning about the solar system: Think of the Sun as one finger, Earth another, Saturn, Jupiter, and Mars as other fingers. Remember the placement of your fingers on the desk.)

While Studying:

- **Have a large study space and the freedom to move around while studying.** Study spaces exist for you to learn, so if you learn best in a large area, maybe going outside or studying on the bench in a gym is best for you.
- **Use dimensional aids or props to help you solve math/science problems.** It may help you to use materials that demonstrate just how something works (Example: you can use paper clips, pennies, string, water and cups).
- **Pace, walk around or exercise while reading.** If you can walk or exercise while reading or listening to a lecture, this may help you learn.
- **Take frequent study breaks.** Taking a break from reading or problem-solving is very good to stimulate you again. Just be careful that you return to your studies. It is easy to get distracted by moving around.
- **Use a highlighter, touch the page, or use a ruler while studying.** The important thing is to become physically “involved” with the page.
- **Study with friends and role play together.** For example, acting out events in history through role play is an excellent way to remember concepts. You can get as elaborate as you want with costumes, props and characters.
- **See a movie.** Sometimes there are movies available that are related to subjects that you are studying. If you can find a movie that will help you better understand, see it. Ask your instructor for suggestions.

While Taking Tests:

- **Try to remember body parts or movements you associated with particular concepts.**
- **Remember times that you interacted with your information** such as labs, videos, or information on the Internet.



A=8, V=3, K=9

Learning is a treasure
that will follow its
owner everywhere.

-Chinese Proverb

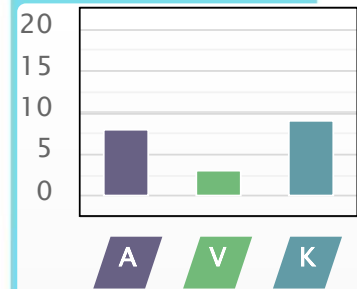
The Learner's Toolbox

tools to increase your Kinesthetic Learning power

Use these tools to help you make the most of your learning style. Try tools from your style to help increase your effectiveness with all types of teaching styles and learning environments.

Tools for Kinesthetic Learners...

- Laboratory examples
- Field trips
- Crafts
- Woodworking, tinkering
- Building, taking apart
- Sign language
- Cooking, gardening
- Competitive games
- Cooperative games
- Demonstrating
- Trial and error
- Making mistakes
- Three-dimensional aids
- Role play
- Collaborating with friends
- Put on a play
- Play charades
- Use body language
- Mime
- Work with tools
- Make a product
- Study breaks
- Stretch and move
- Group/individual sports
- Use objects to explain
- Act out a movie scene
- Invent something new
- Set up an experiment
- Pottery, sculpture
- Marial arts
- Deep breathing, yoga



A=8, V=3, K=9

"I have never in my life learned anything from any man who agreed with me."

-Dudley Field Malone

Determining Another's Style

Verbal Cues

A person's word choice will reveal his/her perceptual learning/teaching style. Are you unsure of how to detect an individual's perceptual learning/teaching style? Here is a quick method to assess the style of others just by paying attention to their language. This comes in handy when trying to assess a teacher's, professor's, or instructor's teaching style and in trying to modify your style to a particular learning situation.

Take a cue from the words people choose. Each individual is inclined to use words that represent how he/she perceives information. Here are some examples:

The Auditory Style says:

"I hear you."
 "I can really tune into that."
 "That rings a bell."
 "Something tells me to be careful."
 "Everything just suddenly clicked."
 "Listen to yourself."
 "State your purpose."
 "Describe it in detail."
 "I'm just voicing my opinion."
 "We got an earful."
 "Does that sound easy to detect?"

The Visual Style says:

"I see what you're saying."
 "That looks good."
 "I went blank."
 "I view it this way."
 "Let's cast some light on it."
 "Looking back on it, it appears right."
 "That idea isn't clear."
 "Get a new perspective."
 "Do you get the picture?"
 "I'm hazy about that."
 "Don't leave me in the dark."

The Kinesthetic Style says:

"I'm boxed in a corner."
 "If it feels right, do it."
 "I have a feeling you're right."
 "Get a handle on it."
 "You're so insensitive."
 "Do you grasp the concept?"
 "Change your standpoint."
 "Get in touch with yourself."
 "I'm up against a wall."
 "Pull some strings for me."
 "That was underhanded."

"Man's mind, once stretched by a new idea, never regains its original dimensions."

~Oliver Wendell
Holmes

Learning Exercises

Exercises to help you apply learning styles

1. Career Styles

Some people have made a career out of their learning style by becoming highly skilled with their unique senses and talents. Listed below are examples of careers in which people use their perceptual style as a profession. Can you think of any others?

a. Auditory style career examples:

Journalist, Teacher, Lawyer, Politician, Translator, Writer, Poet, Musician, Consultant, Counselor, Psychologist, Public Speaker,

b. Visual style career examples:

Film Critic, Writer, Interior Designer, Mechanic, Engineer, Visual Artist, Photographer, Inventor, Architect, Navigator,

c. Kinesthetic style career examples:

Engineer, Athlete, Dancer, Surgeon, Builder, Actor, Chemist, Contractor, Sculptor, Chef, Lab Technician, Mechanic,

"It's what you learn after you know it all that counts."

~Harry S. Truman

Learning Exercises

Exercises to help you apply learning styles

2. Learning with Style

New concepts and information can be learned effectively by using different learning methods, approaches and tools. Please read the example below, then think of ways you could complete your assignment using auditory, visual, and kinesthetic learning tools. If you need ideas, refer to the "Learner's Toolbox" page.

Assignment Topic (example): Why the South lost the Civil War...

a. Auditory approach:

I would give an oral report or tell a story about the event in my own words.

b. Visual approach:

I would draw a time line to show how each side was progressing.

c. Kinesthetic approach:

I would use miniature toy soldiers on a map to act out the lost battles.

Assignment Topic (your turn): How a character in a novel changed...

a. Auditory approach:

b. Visual approach:

c. Kinesthetic approach:

"I am learning all the time. The tombstone will be my diploma."

~Eartha Kitt

Design your Learning Environment

Environmental learning preferences

Design a place that works for you

Like most people, doing homework is not one of your favorite things to do. Although you are alone, the room is quiet, you have an overhead light, and your desk is clean, you still can't seem to concentrate.

The traditional idea of a productive "study space" has been around for generations. A structured place with pencils, desks, chairs, lights and no distractions. Although it seems to be the best environment for some, it may be the worst for others.

What if you could design your perfect learning environment? The place where you not only memorized information, but really understood it and made connections to other concepts. Have you ever had an extremely meaningful and productive study/work session? Where were you? Was anyone with you? Did you study in the morning or evening? Did you sit, stand, walk, or just lay on the floor? Was it quiet or did you have music? Was the space clean or messy, warm or cool, brightly or dimly lit? Did you have a snack? What had impact on your ability to concentrate and learn? The following questions will help jog your memory about your environmental learning preferences.

What are your environmental learning preferences?

1) Where do you like to study? (i.e. home, work, your room, the library, outside, on the bus, etc.)

Why does this work for you?

2) Do you like to study alone or with others? (i.e. with a friend, with a group, with a teacher, alone, etc.)

Why does this work for you?

3) Do you prefer morning or evening? (i.e. what time of day, what time in the evening, no difference, etc.)

Why does this work for you?

4) How much movement do you prefer? (i.e. sitting, standing, laying on the floor, walking on a treadmill, etc.)

Why does this work for you?

5) How do you like the noise level? (i.e. quiet, classical music, rock n' roll, nature sounds, headphones, TV, etc.)

Why does this work for you?

"We learn more by looking for the answer to a question and not finding it than we do from learning the answer itself."

~Lloyd Alexander

Design your Learning Environment

Environmental learning preferences

6) How clean do you like your workspace? (i.e. very organized, just stuff I need around me, no order, etc.)

Why does this work for you?

7) How do you prefer the temperature? (i.e. cool, warm, very warm, air conditioned, humid, etc.)

Why does this work for you?

8) How do you prefer the light? (i.e. bright light, soft light, daylight, dim light, no shadows, I don't notice, etc.)

Why does this work for you?

9) Do you like to snack? (i.e. chips, soda, coffee, popcorn, bottled water, juice, veggies, chewing pencils, etc.)

Why does this work for you?

10) Do you like to take frequent breaks or plow through uninterrupted? (i.e. stretch every 15 min., drag homework out all day long, bulldoze all my work at once and don't stop no matter how long it takes, etc.)

Why does this work for you?

11) What else helps you study?

"The purpose of learning is growth, and our minds, unlike our bodies, can continue growing as we continue to live."

~Mortimer Adler