



## High-Stakes Communication

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### Learning Styles Inventory

Complete the following inventory by reading each statement carefully. Check YES if the statement relates to you all or most of the time. Check NO if the statement seldom or never relates to you. There is no in-between, so you must check YES or NO. Your first, quick response to the question is usually the best response to use.

YES    NO

- \_\_\_\_\_ \_\_\_\_\_ 1. I like to listen and discuss work with a partner.
- \_\_\_\_\_ \_\_\_\_\_ 2. I could likely learn or review information effectively by hearing my own voice on tape.
- \_\_\_\_\_ \_\_\_\_\_ 3. I prefer to learn something new by reading about it.
- \_\_\_\_\_ \_\_\_\_\_ 4. I often write down directions someone gives so I do not forget them.
- \_\_\_\_\_ \_\_\_\_\_ 5. I enjoy physical sports and exercise.
- \_\_\_\_\_ \_\_\_\_\_ 6. I learn best when I can see new information in picture or diagram form.
- \_\_\_\_\_ \_\_\_\_\_ 7. I am easily able to visualize or picture things in my mind.
- \_\_\_\_\_ \_\_\_\_\_ 8. I learn best when someone talks or explains something to me.
- \_\_\_\_\_ \_\_\_\_\_ 9. I usually write things down so that I can look back at them later.
- \_\_\_\_\_ \_\_\_\_\_ 10. I am aware of the rhythm or the individual syllables of multisyllabic words when I hear them in conversations or music.
- \_\_\_\_\_ \_\_\_\_\_ 11. I have a good memory for the words and melodies of old songs.
- \_\_\_\_\_ \_\_\_\_\_ 12. I like to participate in small-group discussions.
- \_\_\_\_\_ \_\_\_\_\_ 13. I often remember the sizes, shapes, and colors of objects when they are no longer in sight.
- \_\_\_\_\_ \_\_\_\_\_ 14. I often repeat out loud verbal direction that someone gives me.
- \_\_\_\_\_ \_\_\_\_\_ 15. I enjoy working with my hands.
- \_\_\_\_\_ \_\_\_\_\_ 16. I can remember the faces of actors, settings, and other visual details of movies that I have seen.
- \_\_\_\_\_ \_\_\_\_\_ 17. I often use my hands and body movements when explaining something to someone else.
- \_\_\_\_\_ \_\_\_\_\_ 18. I prefer standing up and working on a chalkboard or flip chart to sitting down and working on paper.
- \_\_\_\_\_ \_\_\_\_\_ 19. I often seem to learn better if I can get up and move around while I study.
- \_\_\_\_\_ \_\_\_\_\_ 20. I would need pictures or diagrams to help me with each step of the process to assemble something, such as a bike.
- \_\_\_\_\_ \_\_\_\_\_ 21. I remember objects better when I have touched them or worked with them.
- \_\_\_\_\_ \_\_\_\_\_ 22. I learn best by watching someone else first.
- \_\_\_\_\_ \_\_\_\_\_ 23. I tap my fingers on my hands a lot while I am seated
- \_\_\_\_\_ \_\_\_\_\_ 24. I speak a foreign language.
- \_\_\_\_\_ \_\_\_\_\_ 25. I enjoy buildings things.
- \_\_\_\_\_ \_\_\_\_\_ 26. I can follow the plot of a story on the radio.
- \_\_\_\_\_ \_\_\_\_\_ 27. I enjoy repairing things at home.



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### Learning Styles Inventory (cont.)

YES NO

- \_\_\_\_\_ 28. I can understand information when I hear it on tape.
- \_\_\_\_\_ 29. I am good at using machines or tools.
- \_\_\_\_\_ 30. I find sitting still for very long difficult.
- \_\_\_\_\_ 31. I enjoy acting or doing pantomimes.
- \_\_\_\_\_ 32. I can easily see patterns in designs.
- \_\_\_\_\_ 33. I need frequent breaks to move around.
- \_\_\_\_\_ 34. I like to recite or write poetry.
- \_\_\_\_\_ 35. I can usually understand people with different accents.
- \_\_\_\_\_ 36. I can hear many different pitches or melodies in music.
- \_\_\_\_\_ 37. I like to dance and create new movements or steps.
- \_\_\_\_\_ 38. I enjoy activities that require physical coordination.
- \_\_\_\_\_ 39. I follow written directions better than oral ones.
- \_\_\_\_\_ 40. I can easily recognize differences between similar sounds.
- \_\_\_\_\_ 41. I like to create or use jingles/rhymes to learn things.
- \_\_\_\_\_ 42. I wish more classes had hands-on experiences.
- \_\_\_\_\_ 43. I can quickly tell if two geometric shapes are identical.
- \_\_\_\_\_ 44. The things I remember best are the things I have seen in print or pictures.
- \_\_\_\_\_ 45. I follow oral directions better than written ones.
- \_\_\_\_\_ 46. I could learn the names of fifteen medical instruments more easily if I could touch and examine.
- \_\_\_\_\_ 47. I often need to say things aloud to myself to remember them later.
- \_\_\_\_\_ 48. I can look at a shape and copy it directly on paper.
- \_\_\_\_\_ 49. I can usually read a map without difficulty.
- \_\_\_\_\_ 50. I can "hear" a person's exact words and tone of voice days after he or she has spoken to me.
- \_\_\_\_\_ 51. I remember directions best when someone gives me landmarks, such as specific buildings and trees.
- \_\_\_\_\_ 52. I have a good eye for colors and color combinations.



## High-Stakes Communication

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### Scoring Your Profile

1. Ignore the NO answers. Work only with the questions that have a YES answer.
2. For every YES answer, look at the number of the question. Find the number in the following chart and circle that number.
3. When you finish, not all of the numbers in the following boxes will be circled. Your answers will very likely not match anyone else's.
4. Count the number of circles for the Visual column and write the total at the bottom. Do the same for the Auditory and Kinesthetic columns.

#### Visual

3, 4, 6, 7, 9, 13, 16, 20, 22, 32, 39, 43, 44, 48, 49, 51, 52

**Total:**

#### Auditory

1, 2, 8, 10, 11, 12, 14, 24, 26, 28, 34, 35, 36, 40, 41, 45, 47, 50

**Total:**

#### Kinesthetic

5, 15, 17, 18, 19, 21, 23, 25, 27, 29, 30, 31, 33, 37, 38, 42, 46

**Total:**

### Analyzing Your Scores

1. The highest score indicates your preference. The lowest score indicates your weakest modality.
2. If your two highest scores are the same or very close, both of these modalities may be your preference.
3. If all three of your scores are identical, you have truly integrated all three modalities and can work equally well in any.
4. For all modalities with obviously low scores, consider possible reasons for these scores.



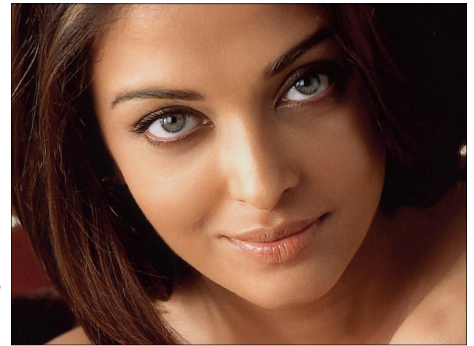
## High-Stakes Communication

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### Learning Styles

Characteristics of **Visual Learners** (40% of learners):

- Remember what was read or seen
- Don't retain what they hear for very long
- Remember faces, not names
- May think in pictures or words
- Facial expressions show their emotions
- Information may not exist for them if not seen or written down
- Like written reports better than verbal, in the habit of making lists
- Vivid imaginations
- Use color
- May be avid readers
- Take notes
- Look around—sensitive to the way things appear
- Will be unhappy with a presentation if they are unable to take detailed notes
- Make decisions more quickly than auditory learners



Characteristics of **Auditory Learners** (30% of learners):

- Need more physical distance than visual learners
- Turn their ear to you when listening
- Remember what they hear
- Remember names, but not faces
- Talk while they write
- Need to hear it, not read it
- May be a sophisticated speaker
- Eyes move down and to the right when listening to other, may turn ear toward you
- May seem to be listening to something inside themselves, rather than to the person communicating with
- Distracted by noise
- Write lightly and not always legibly
- Games and pictures are annoying and distracting
- Written information has little meaning until it can also be heard





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### Learning Styles

Characteristics of *Tactile/Kinesthetic* Learners:

- May be athletic—like swimming, cooking, running, eating, sailing, dancing, working out, massages
- Remember what was done, not seen or talked about
- Don't hear things well
- Use gestures when talking
- Touch and movement are important
- Not avid readers
- Attack things physically (fight, hit, pound)
- Learn by imitation and practice
- Touch things to get a sense of them
- Like to talk about feelings
- Learn by practice
- Love games
- Like to dress comfortably
- May unconsciously touch people a lot
- May appear slow if information not presented in their style
- Impulsive!

