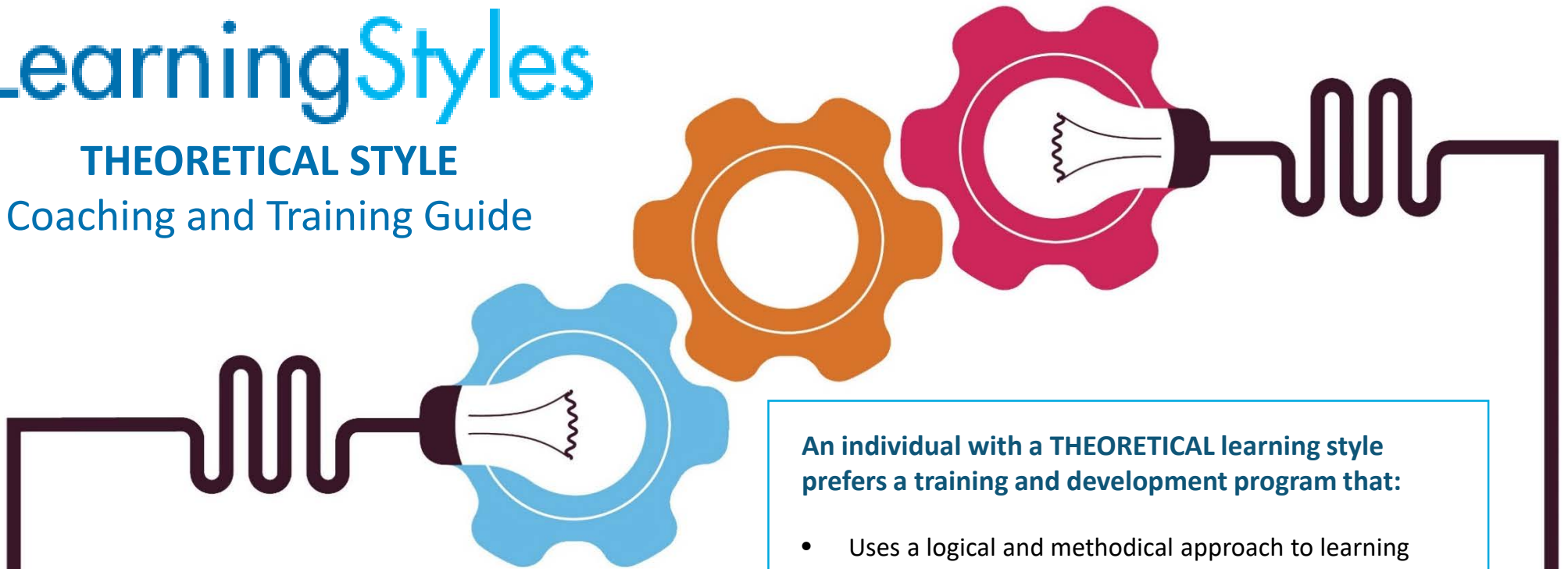


LearningStyles

THEORETICAL STYLE

Coaching and Training Guide



Recommended training activities for an individual with a THEORETICAL learning style:

- Organized and detailed lectures
- Reading assignments that present general theories and concepts
- Problem-solving exercises that require thought rather than action

An individual with a THEORETICAL learning style prefers a training and development program that:

- Uses a logical and methodical approach to learning
- Presents a lot of unbiased information provided by experts in the field
- Stresses objectivity and accuracy
- Allows adequate time for him or her to digest the information that is presented

An individual with a THEORETICAL learning style may be uncomfortable if his or her trainer:

- Fails to take the time to explain the course's objectives
- Makes assignments that appear to have no clear focus or purpose
- Is insensitive to his or her tendency to over-analyze
- Emphasizes practical applications over more general theories and concepts