

## Learning and Communication Style #2: Planners

1. Strive for intellectual recognition
2. Function best by thinking things through step by step
3. Like to begin questions with, "What?"
4. Usually good at taking disparate facts and putting them together into coherent theories
5. Like working with organized people who have agreements in writing and follow through
6. Favor tradition over innovation.
7. Can be assertively persuasive, backing up their position with facts
8. Lead by citing principles and procedures
9. Approach problems with rationality and logic
10. Strive for continuity
11. Need to know what experts think to make decisions
12. Learn by thinking through ideas sequentially
13. Like detailed information, and will critique thoroughly as they collect data
14. Uncomfortable deciding without data and research
15. Will re-examine facts when they are in doubt
16. Often spend considerable time thinking about things before making decisions and acting
17. Enjoy transmitting knowledge
18. Favor accuracy, facts, and traditional teaching
19. Like curricula to cover significant information and be presented systematically
20. See an increase in knowledge as the way to comprehension.
21. Form theories by integrating what they observe with what they know to be true
22. Find it challenging to understand people who jump from one thing to another
23. Believe in traditional authority and hierarchy
24. Think authority should be exercised directly
25. Sometimes express a dominating attitude that discourages creativity

