

Learning/Thinking/Working Styles

Rank each set of four words for the nine sets listed below. Assign a (4) to the word which BEST characterizes you, (3) to the word which next best characterizes you, (2) to the next most characteristic word and (1) to the word that is LEAST characteristic of you. *Be sure to assign a different rank number to each of the four words in each set. Do NOT make ties.*

4 BEST	3	2	1 LEAST
1. ____ discriminating	.____ tentative	____ involved	.____ practical
2. .____ receptive	____ relevant	.____ analytical	____ impartial
3. .____ feeling	.____ watching	.____ thinking	.____ doing
4. .____ accepting	____ risk-taker	.____ evaluative	____ aware
5. .____ intuitive	____ productive	.____ logical	____ questioning
6. ____ abstract	.____ observing	____ concrete	.____ active
7. .____ pressure-oriented	.____ reflecting	____ future-oriented	.____ pragmatic
8. .____ experience	.____ observation	.____ conceptualization	.____ experimentation
9. ____ intense	.____ reserved	.____ rational	.____ responsible

For Scoring Only

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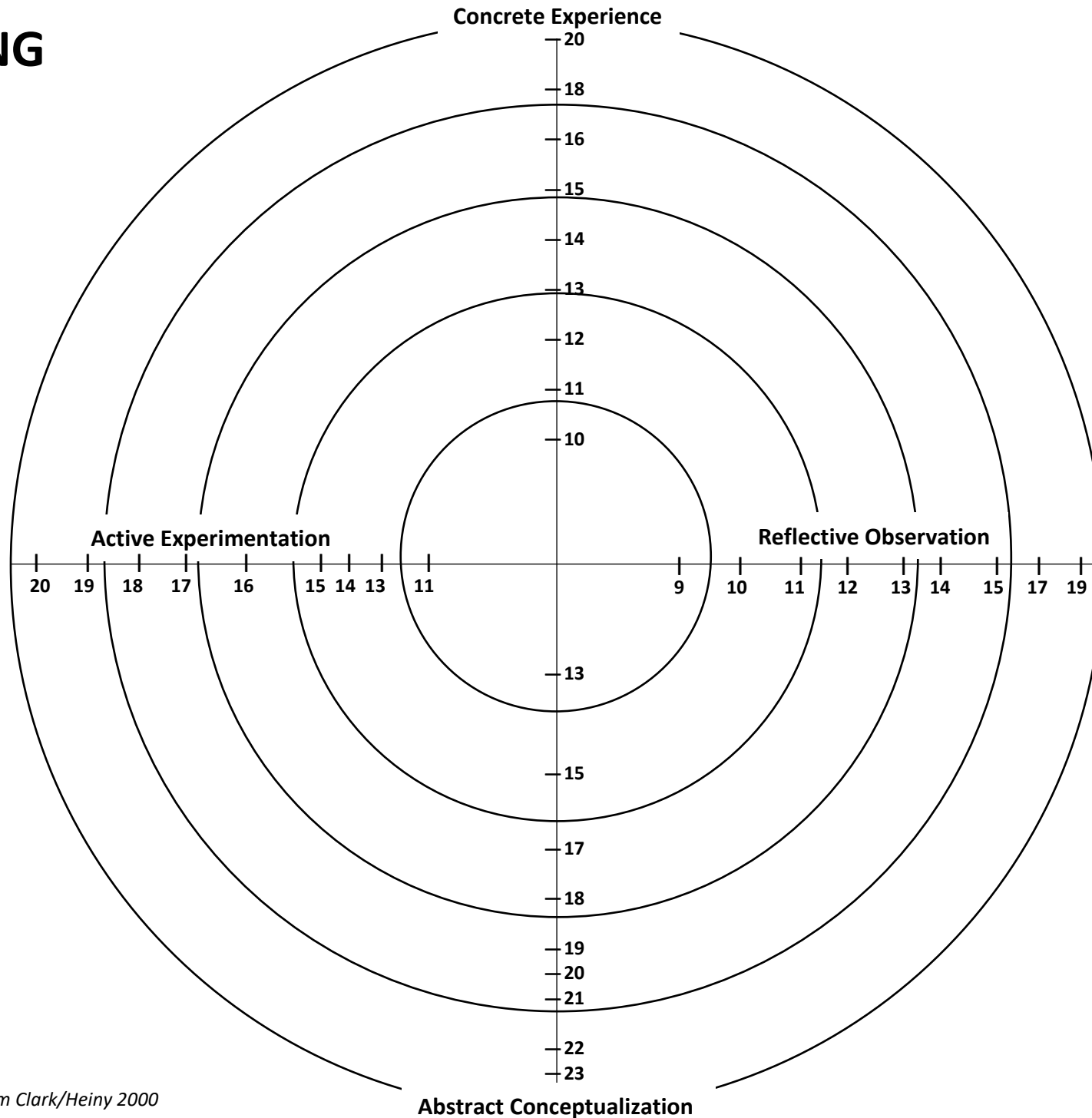
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Learning/Thinking/Working Styles Definitions

1.	Discriminating	Able to recognize differences or draw fine distinctions
	Tentative	Uncertain, unsure, hesitant
	Involved	Committed, engaged, connected by participation or association
	Practical	Levelheaded, efficient, unspeculative, matter of fact
2.	Receptive	Ready or willing to receive suggestions or offers favorably
	Relevant	Having a bearing on or connection with a matter at hand, pertinent
	Analytical	Separation of a whole into its constituent parts for individual study
	Impartial	Unprejudiced, without bias
3.	Feeling	Capacity to experience the higher emotions, sensibility
	Watching	Be closely observant and alert
	Thinking	A way of reasoning, judgment
	Doing	Action, performance, or execution
4.	Accepting	To be open and amenable
	Risk-Taker	One who takes a chance of possible loss
	Evaluate	To examine and judge carefully
	Aware	Having knowledge, realizing
5.	Intuitive	Perceiving or understanding immediately without explicit instruction
	Productive	Producing abundantly and readily
	Logical	Reasoning in a clear and consistent manner
	Questioning	To analyze, inquisitive
6.	Abstract	Not applied or practical, theoretical
	Observing	To see, watch, perceive or notice attentively
	Concrete	Existing in reality or in real experiences
	Active	Busy, lively, participatory
7.	Pressure-Oriented	Geared toward a compelling influence or force
	Reflecting	To think, ponder or meditate seriously or carefully
	Future-Oriented	Geared for what is to come
	Pragmatic	Concerned with facts or actual occurrences, practical
8.	Experience	Active participation in events or activities, leading to accumulation of knowledge/skill
	Observation	The act and power of attentively seeing, perceiving and noting
	Conceptualization	The process of making or forming an idea
	Experimentation	To try something new in order to gain experience
9.	Intense	Deeply felt, profound, strong feelings
	Reserved	Formal or self-restrained in manner and relationship
	Rational	Consistent with or based on reason, logical
	Responsible	Trustworthy, reliable, dependable

Adapted from Clark/Heiny 2000

SCORING GUIDE



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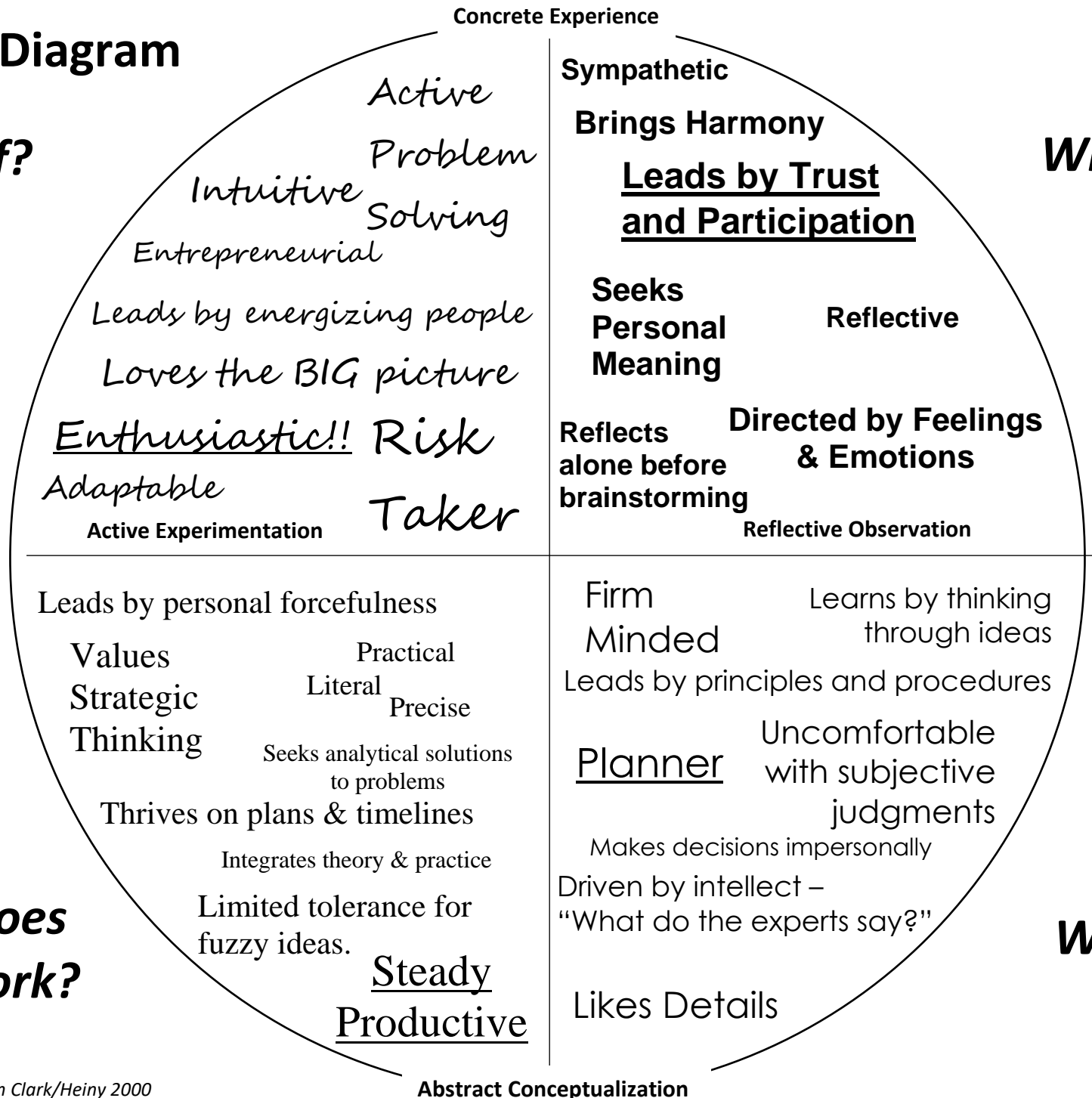
L/T/W Diagram

What if?

Why?

How does this work?

What?



L/T/W Diagram Balancing Act

***Think through
the details***

