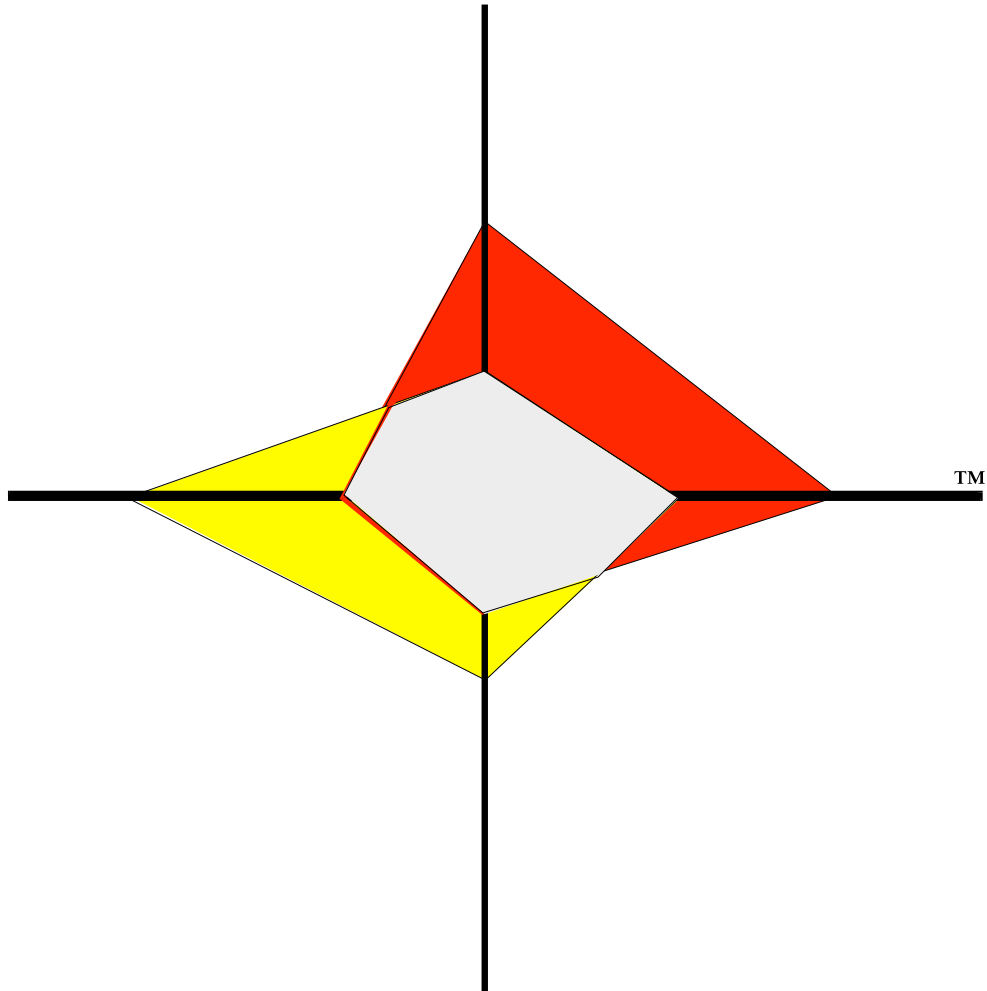


“I Opt”[®]

(Input Output Processing Template)

INDIVIDUAL LEARNING REPORT



This report has been prepared for:

Sample Person

10/7/2009



Individual Learning Report

Prepared for: **Sample Person**

Date Prepared: 10/7/2009

Thank you for completing the “I Opt” Survey. Your responses to the questionnaire have been tabulated and your own personal strategic learning style(s) have been identified.

Your answers indicate that you scored highest in the ranges of **Logical Processor (LP)** and **Hypothetical Analyzer (HA)**, respectively. This report contains a description of the behavioral traits and preferences common to those learning styles.

When reviewing these results you should keep in mind that most people can learn under almost any conditions. The point is simply that, in general, people will learn more, retain the knowledge longer, experience less stress, and will find more personal satisfaction if their learning environment is well aligned with their personal learning preferences.

The learning style classifications above are based on the scores calculated from the answers that you provided. The scores do **NOT** reflect nor predict your personality, ability, experience, or suitability. They are simply a natural outcome of the way you process information. Any explanation or interpretation of this report should take into account ALL relevant input such as actual experience, interests, abilities and skills.

Your Primary Learning Style is Logical Processor

LOGICAL PROCESSOR (LP)

COMMON CHARACTERISTICS

- Goals:** To obtain a full operational command of the area of interest.
- Wants:** To know how to do something “right” every time.
- Likes:** Explicit direction, step-by-step instruction.
- Learns from:** Facts, formulas, procedures and concrete examples.

PREFERRED LEARNING ENVIRONMENT

- Steadily paced.
- Logical, systematic, unemotional.
- Disciplined predictability.
- An orientation toward specifics and complete coverage.

STRESS: Works with added intensity to resolve issues giving rise to stress. If workload exceeds personal capacity the LP can become overwhelmed and immobilized.

PRIORITIZATION: Tends to assign equal priority to all issues. This can lead to conflicting priorities in some situations

TESTING: Needs to know things thoroughly before proceeding to the next step. Falling behind can lead to frustration and high stress.

LISTENING: Excellent listening skills. Attention may suffer if the information flow is disjointed, illogical or not directly relevant (e.g., metaphors).

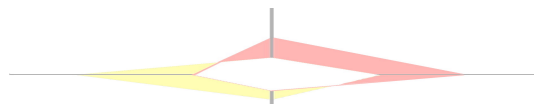
DIRECTION: Prospers under explicit direction. Makes effective use of logical, well-defined guidance.

CONCENTRATION: Able to concentrate for long periods. Interruptions are usually very disruptive and costly to the LP.

PARTICIPATION: Usually reserved. Typically asks for clarification of details. Once command is obtained, tends to participate readily

PROCRASTINATION: Not a typical problem. Usually dutiful and diligent. Can appear to be procrastinating if overwhelmed.

SCHEDULING: Uses rigorous schedules. Can become frustrated if required to alter established patterns frequently.



Your Secondary Learning Style is Hypothetical Analyzer

HYPOTHETICAL ANALYZER (HA)

COMMON CHARACTERISTICS

- Goals:** Strives to gain a full understanding of the area of interest.
- Wants:** To know the “why” that underlies the knowledge.
- Likes:** Consistency, complexity and freedom to explore implications.
- Learns from:** Observation, lectures and traditional study methods.

PREFERRED LEARNING ENVIRONMENT

- Clear learning goals. The HA needs an understanding of the objective.
- A consistent format focusing on a “whole” (the objective that the pieces fit into).
- Confidence in and respect for the instructors knowledge.
- An orientation toward concepts, systems and principles.

STRESS: Tends to see deeply and may read more into a situation than is actually there. Stress can be masked by the HA’s usually reserved posture.

PRIORITIZATION: Weights options and usually allocates effort properly.

TESTING: Tends toward preparation overkill. Tends to collect vast amounts of information and then try to absorb it.

LISTENING: Excellent listening skills are common. Pays attention to details that involve ideas and relationships. May overlook operational details.

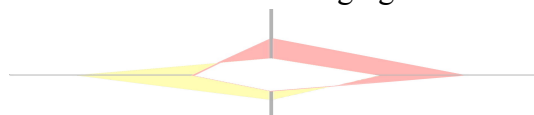
DIRECTION: Can work under specific direction but prospers when given general guidance and resources to self-investigate.

CONCENTRATION: May tend to ponder. This is a private activity which others may see as unproductive. What is really happening is that the HA is integrating knowledge to get mental pictures of unified “wholes.”

PARTICIPATION: Usually reserved. Will tend to ask insightful questions. Does not enjoy being the center of attention before a full command of knowledge is obtained.

PROCRASTINATION: Can occur when the subject is of marginal interest or when it does not offer intellectual (i.e., conceptual) growth.

SCHEDULING: Usually employs “to do” lists effectively. Reassesses and revises these with changing situations.



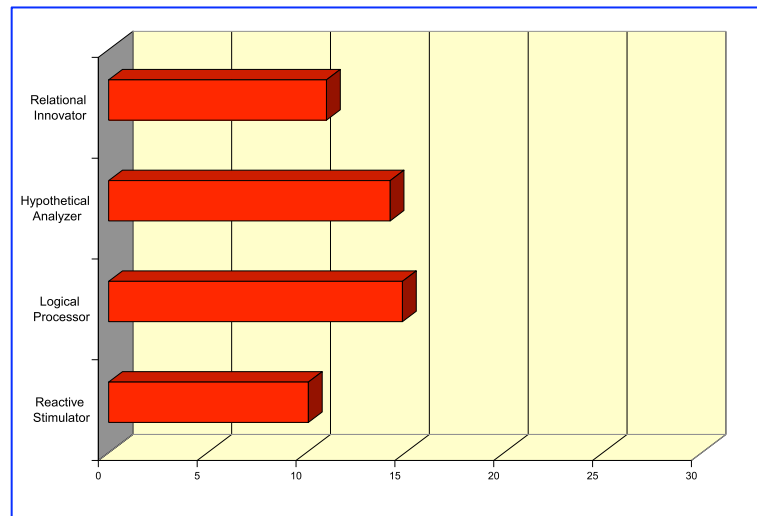
What Did the Survey Measure?

The survey you took measures how you process information. There are different ways of doing this. Some ways stress planning. Others focus on action. Some will value stability. Others see change as desirable. There is no “right” or “wrong” way. They are all needed. Any complex activity must have action, thought, change and stability. But the mix of these qualities will vary.

The life you are living is a complex activity. You have developed an approach that meets your needs. It takes into account your family, your social circles, your interests and your obligations. For you, it is the “right” way. Other people have different situations and different “right” ways.

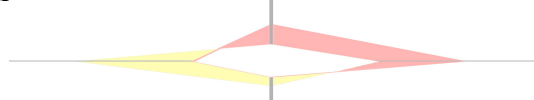
Your Learning Style

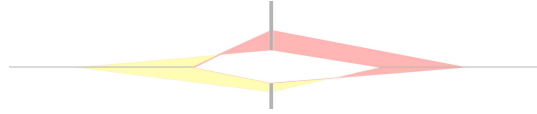
Learning involves absorbing an information flow. This is easiest where the flow matches the way a person usually processes information. The emphasis you give to each of the four basic processing strategies is shown in the chart below.



YOUR LEARNING STYLE PREFERENCE STRENGTHS

Each combination of strategies produces unique traits and behaviors. The higher your score in a category, the more likely you are to display characteristics typical of that strategy. If two or more of your highest scores are close to each other, you are likely to find yourself displaying the qualities of each of the styles about equally. Your unique choice of strategies creates your learning style.





Learning and the Logical Processor (LP)

You favor the LP strategy as a way of navigating life. The LP is action oriented and focuses on a high certainty of outcome. They typically want to do things “right” the first time and every time.

The LP uses a logical, process-oriented strategy. A high value is placed on proven methods. These stand the best chance of producing the predictable, high quality results the LP seeks. Attention to detail assures that nothing is missed. Concrete examples can help the LP grasp the learning subject in an action-oriented way.

The LP strategy is best served by direct and detailed approaches. The LP typically has a long attention span. They prefer a step-by-step approach to give certainty that nothing is missed. Logic is relied on to organize knowledge into unified wholes. Concrete examples give a firm reference to the world of action.

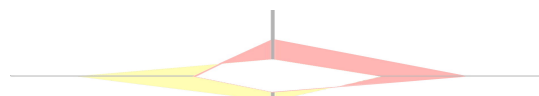
The LP strategy excels in areas where exactness counts. Examples of jobs favored by people with strong LP abilities can include brain surgeon, computer programmer, accountant, electronic repair, medical transcriptionist and scheduler.

Frustration and the Logical Processor (LP)

The LP strategy is geared toward action and perfection. Learning situations that focus on abstract ideas without a direct relation to action are likely to be tortuous and tedious. Mentally, the LP is likely to try to relate the theory to action. If this is not easily done, the reaction is likely to be stress and impatience.

The LP’s tendency toward perfection can create an exposure. If the LP feels they do not have a full command of an area, tension is created. The LP is likely to struggle to capture the missing element. This can shift the LP’s attention. This shift can compromise a subsequent item. This further increases tension. A downward spiral can be created.

The LP is typically diligent. They will try to resolve every missing piece. If a spiral exceeds physical capacity, the LP can become overwhelmed. This can



cause them to “freeze up.” At this point their high standards can come into play. Giving up can become preferable to failure. A partial loss can become total.

Report for: Sample Person

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Best Logical Processor (LP) Organizational Environment

The LP tends to prosper in orderly environments. Step-by-step instruction followed by “doing” the what has been learned is ideal. A logical layout of new learning allows the LP to tie pieces together into complex wholes.

LP creativity is often seen in advancing quality and ease of use. A typical LP tactic is to focus on a part of a process. They refine every detail to an optimal level. This is usually a visible change for the better. The approach yields a material gain with little risk of loss. A setting that gives the LP a chance to practice this favored approach is usually ideal.

The LP sees rules and regulations as tools. They give consistency and order within which the LP can work. Attention to detail and the pursuit of perfection requires a degree of stability. Combining an ordered situation with a firm set of expectations, the time needed, or an in-depth strategy could provide a near ideal LP learning condition.

Working with People Using Other Learning Styles

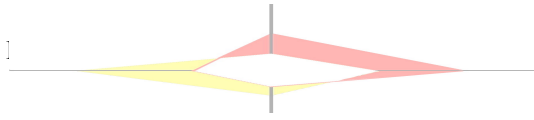
People may have different ways of learning. You can expect to have different experiences depending on how your style relates to others.

Working with the Reactive Stimulator (RS): The shared action orientation may give a basis for mutual respect. However, the RS may feel the LP is too slow or rigid. The LP may see the RS as imprecise and a bit too casual.

Working with Other Logical Processors (LP): If everyone has a common understanding of the issue, the result can be outstanding. If not well aligned on an issue, tension can arise. The key is a commonly understood goal.

Working with the Hypothetical Analyzer (HA): A highly productive relation is common. The HA contributes a detailed understanding of the system. The LP offers the “how to” needed to put it into practice.

Working with the Relational Innovator (RI): This is perhaps the most difficult relation. The RI contributes unproven ideas without the detail the LP needs to use his/her strategy. The LP focuses on proven methods that are uninteresting to the RI. Communication problems are built in.



Changing Your LP Style

All four of the basic strategies are valuable. Society could not exist if any of them were removed. You have developed your strategy because it works in most of the situations in which you find yourself. Your strategy is a response to your life situations; it is not the cause of them.

You can change your style. However, it is not easy. It usually involves changing life conditions. This can mean changing your friends. Moving to another neighborhood. Joining a different church. Changing jobs. Humans are adaptive and you will eventually adjust to any environment you create.

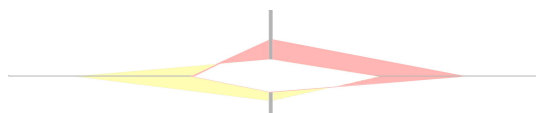
A less severe option is to engage those strategies with which you are uncomfortable. You have some access to all four styles. Generally, the lower your strength in a style, the shorter the time that you will be able to use it. However, by repeatedly entering and exiting it you will build an increased capacity. The trick is not to stay so long in it that you become frustrated.

While modifying your style is possible, there is nothing wrong with any particular approach. Judging by reported behaviors people like George Seurat (famous post-impressionist artist), George Bush, Margaret Thatcher (prime minister of Great Britain), Charles Darwin, Madame Curie (winner of two Nobel Prizes in Chemistry and Physics) and Tom Monaghan (founder of Dominos Pizza) all had strong LP capabilities.

Principal LP Strengths and Vulnerabilities

Every style has vulnerabilities as well as strengths. The main vulnerability of the LP is risk aversion. The ability to see deeply alerts the LP to many possible risks. Most of these risks will never come true. However, the effect of seeing all of them tends to create a bias toward trusted, risk free methods.

On the strength side, raw determination and an ability to “stay the course” stands out. The LP is not easily deterred. They can stay focused on an objective until it is achieved.



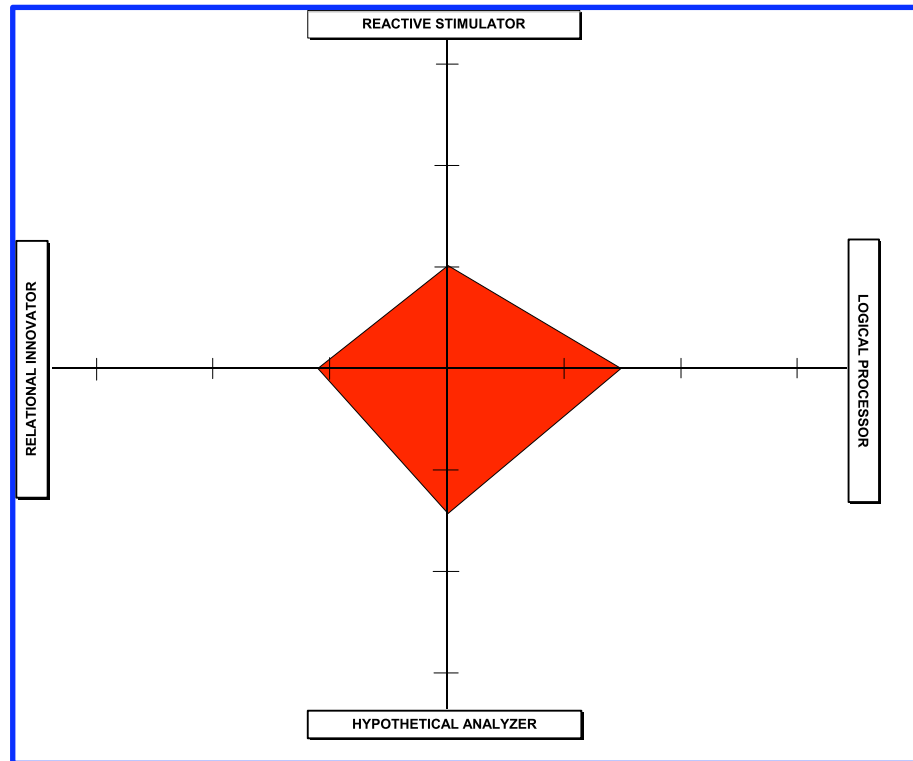
The LP strategy has strong direction and enormous power. Focusing on areas where these qualities are valued can yield high gains in both life and learning.

Report for: Sample Person

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Your Learning Profile

This report is focused on your primary learning style. However, most people have ability in each of the four basic learning directions. The graphic below gives you a picture of your total learning profile in all of its directions.



YOUR LEARNING PROFILE

Your profile describes the way you navigate life. Other people have different situations and have developed different strategies. No one is right or wrong. They are just different.

You can get a sense of how you compare to others by overlaying your profile with the other person. The more your profiles overlap, the more you will share an approach. It is likely that you will view them as doing things the “right” way.

However, keep in mind that the most valuable people may be those who do not share your approach. They are in a position to cover bases that you may leave unattended, and vice versa. These can be very powerful relationships.

