

Learning and Communication Style #2: Planners

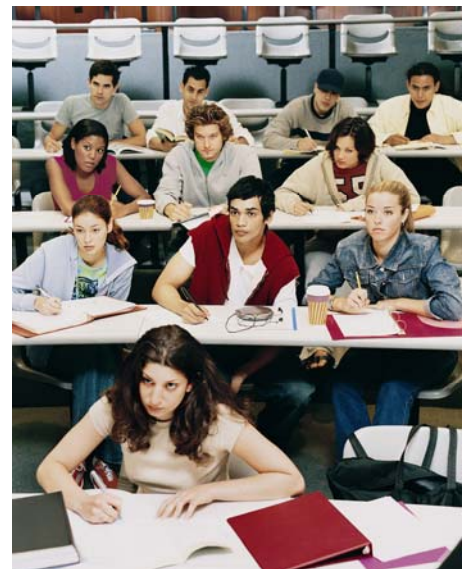
DO' S

- Plan to spend considerable time answering questions about projects/assignments
- Explain things thoroughly, step by step
- Keep things as organized as possible
- Praise knowledge and intellect
- Appreciate their need for tradition/continuity
- Use logic to back up your position or explain initiatives



DON' T

- Jump around from one thing to another
- Assume innovations will be viewed positively
- Give sketchy directions
- Try to dazzle them with BS
- Appear to have (or have) unclear expectations
- Expect immediate action before they have time to analyze something



ADVICE

#2 Learners tend to be detail-oriented, quantitative thinkers. Qualitative reasoning will often frustrate them unless you back it up with documentation or other detailed support.