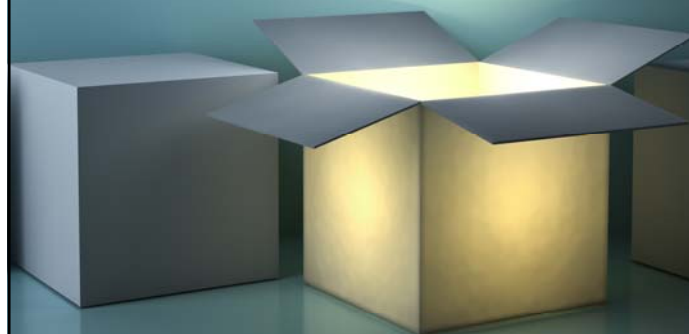


More Than Just Another Day of School

Strategies for Taking Charge of Your Own Success



with Cynthia Ulrich Tobias

An estimated 85 percent of jobs in 2030 haven't been invented yet. The ability to gain new knowledge will be more valuable than the knowledge itself.

—Dell Technologies

The Formula for Success

1. Know your strengths.
2. Figure out what you need in order to succeed.
3. Be ready to prove it works.



What Helps Me Remember Information:

Auditory

(To remember something, I usually need to hear myself say it out loud, discuss it with others, or make a "thinking noise")



Definitely

Sometimes

Never

- Ask me questions.
- Tell me what you want and let me ask questions..
- Use emphasis & emotion in your voice; no monotone.



Visual

(To remember something, I usually get a picture in my mind, draw, doodle, or write it down.)

Definitely

Sometimes

Never

- Show me something as soon as possible.
- Give me a chance to visualize what you're saying.
- Put it in writing whenever you can.



Kinesthetic

(To remember something, I usually need to move around, take short breaks, and take some kind of action)

Definitely

Sometimes

Never

- Let me do something as soon as possible.
- Let's walk or do something while we talk.
- Get to the point quickly.

Auditory—Give me something to talk about.

Visual—Give me something to see.

Kinesthetic—Give me something to do.

You make a difference in the world in ways no one else can. And once you identify and accept how your personal strengths can help you succeed, you will have countless opportunities to help others discover and appreciate *The Way We Work*.

—Cynthia Tobias

How My Mind Processes Information:

Analytic

Focus on specific facts; break information down, piece by piece; remember details.

Definitely

Definitely Not

My Strengths:

- Focusing on details
- Doing one thing at a time
- Working independently

My Preferences:

- Having an orderly process
- Knowing what to expect
- Being objective and consistent

My Frustrations:

- Having opinion expressed as fact
- Dealing with vague generalities
- Not understanding the purpose



Global

Focus on the big picture, get an overall understanding of the "gist of things", understand things in context.

Definitely

Definitely Not

My Strengths:

- Seeing the overall picture
- Doing several things at once
- Working cooperatively

My Preferences:

- Getting to the point without much detail
- Feeling understood and appreciated
- Flexibility and variety

My Frustrations:

- Having to explain myself
- Not knowing the end result
- Listening to a lot of details



To find out more about identifying your strongest modalities: *The Way We Work*, pp. 29-40; To find out more about identifying your naturally dominant cognitive process; *The Way We Work*, pp. 41-50.