The Learning Process

The 3 Primary Ways to Learn

By: Seeing  Hearing  Doing

“Show Me”
- Rely on pictures.
- Love graphs, diagrams, and illustrations
- Sit in the front of the room
- Like handouts

“Tell Me”
- Listen carefully to all sounds associated with the learning
- Pay close attention to presentation
- Actively participate in discussions

“Let Me Do It”
- Need to physically do something to understand it
- Enjoy role playing, being involved in the session as a volunteer
- Want to practice what they’re learning

What Is Retained

10% of what we READ (read text)
20% of what we HEAR (listen to a lecture)
30% of what we SEE (watch video, look at pictures)
50% of what we SEE AND HEAR (attend exhibits, watch demos or movies)
70% of what we SAY (participate in discussions, give a talk)
90% of what we DO (do a presentation, hands on experience)