## **The Learning Process**

## The 3 Primary Ways to Learn







## Hearing



Doing

"Show Me"	"Tell Me"	"Let Me Do It"
<ul> <li>Rely on pictures.</li> <li>Love graphs, diagrams, and illustrations</li> <li>Sit in the front of the room</li> <li>Like handouts</li> </ul>	<ul> <li>Listen carefully to all sounds associated with the learning</li> <li>Pay close attention to presentation</li> <li>Actively participate in</li> </ul>	<ul> <li>Need to physically do something to understand it</li> <li>Enjoy role playing, being involved in the session as a volunteer</li> </ul>
	discussions	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)