WELCOME TO YOUR PERSONAL REPORT

JULIANGUDE

Those 48 questions You just answered, captured your mind's reflexes.
NOW EXPLORE YOUR PREFERENCES

REFLEXES .... CONTROL

Watching our brains at work

Our minds, and the resulting productivity we call intelligence are more complicated than we thought. Just 30 years ago Harvard researcher Howard Gardner broke open our limited notions of intelligence. Until Gardner, humans weren't deemed "smart" unless we were language smart or math smart. We might grudgingly acknowledge that a person without formal schooling might possess a kind of insight into human behavior called "street smarts" without acknowledging this ability to be as profound as solving a problem using the calculus.

No more.

By now, we understand our minds aren't single integrated units but are a collection

of multiple processing systems which, more or less, communicate with each other. At the same time, much of what we know about human behavior is as old as Aristotle. Somewhere between Aristotle and subcellular neuroscience is a level where we can observe our minds at work and have opportunity to exert conscious influence on our thinking. This place between Aristotle and psycho-thermo, nuclear-guided physiognomy is called metacognition.

Metacognition is a small slice of human learning. It's what we do when we think about our own thinking. It is about watching our own minds at work as we process the kind of information we use to create human culture. Your metacognition begins when you ask, "How do I take in information? How do I process it? Is my way of processing information fundamentally different from how another processes information? I know I can change what I think and learn. Can I change the way I think and learn?

// Active, Balanced, Selective //

We have separate reflexive responses for the two dominant processes we use to think about things; what we call our Associative and Sequential processes. We also have separate reflexive responses for each of our communications processors; what we call listener, observer, mover reader and talker. Your report reveals your personal preference for active, balanced, or selective attention with each of these system processors. Our systems measure our reflexive responses to information.
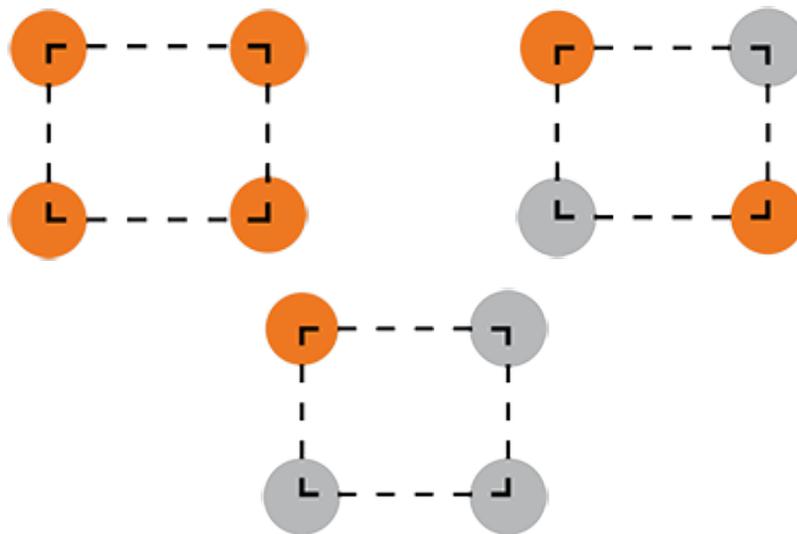
Active State: Attracted to information (Scores 56-100)

- Strength: Recognizing important and actionable information
- Challenge: Tuning out distractions

Balanced State: Moves fluidly between both active and selective (Scores 45-55)

- Strength: Moving to a deep level of nuance.
- Challenge: Experiencing the challenges and opportunities of both states.

Selective State: Filters information (Scores 0-44)

- Strength: Tuning out distractions.
- Challenge: Overlooking subtle, but important information.

// The Two Systems //

Let's turn our attention to the two systems that help us think about things, our Associative and Sequential systems. Most of life requires us to access both of these dominant systems. We need to access our sequential skills to understand the rules and processes of complexity and we need our associative skills to kick in when we're confronted with an unexpected detour.
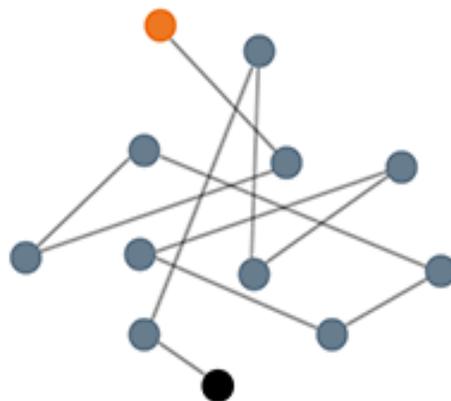
Associative - allows us to handle a barrage of information.

Strengths:

- Managing predictable randomness
- Integrating context with experience
- Recognizing patterns
- Understanding big picture

Challenges:

- Keeping track of time
- Screening out distractions
- Holding focus and attention
- Respecting rules and processes

Sequential - allows us to handle information in a step-by-step categorical way.

Strengths:

- Understanding rules and processes of complexity
- Holding our attention to a focal point
- Keeping track of time
- Generating next steps

Challenges:

- Improvising
- Accepting beneficial interruptions
- Trusting your instincts as well others
- Knowing when to bend rules and processes

// The Five Systems //

We have five systems that help us get information in and out of our brains: Listener, Observer, Mover, Reader, and Talker.

Listener: Our environment is full of sound. We process only a portion of that into awareness. Listener measures our reflexive activation for meaningful sound.

Observer: Measures our activation for meaningful visual information. This system allows us to recognize two kinds of visual information: essential and symbolic.

Mover: Measures the neurostimulus generated by the action of our skeletal muscles. When we move our striated muscles, the stimulus allows us to think more clearly, store in memory more durably, and retrieve more reliably.

Reader: Measures the neurostimulus we generate when decoding text. Decoding occurs when our eyes search and find a letter or word, identify that letter or word as a symbol, or identify that symbol as a sound. It's a three-step neurological process.

Talker: Measures the neurostimulus generated by the muscles we use to speak. In order to do something as simple as saying, "Hello," we throw into complex and well-timed orientation muscles from the base of our diaphragm through our chest, throat, mouth, and lips. When we move this muscle system, the stimulus allows us to think more clearly, store in memory more durably, and retrieve data more reliably.

YOUR RESULTS

This survey suggests a Balanced Associative and Sequential processor:

A small number of people have a balanced access to both the Associative and Sequential systems.
eople with balanced scores often move fluidly from one form of processing to another depending on the demand of task.

✓ Things to Know

- We can relate to, and follow the thinking patterns of, a diverse group of people
- We can hold opposites and live with paradoxes
- We can shift easily back and forth between focused processing and diverse awareness

✓ Things to Do

- Allow time for the two systems to evaluate the information needed for an important decision.
- Recognize that you counterbalance: when you get associative information, your reflexes lead you to ask a sequential question and vice versa.
- Work toward achieving balance in your life.

This survey suggests an Active Listener preference: 60

Our environment is full of sound. We process only a portion of that into awareness. Listener measures our reflexive activation for meaningful sound.

✓ Things To Know

- Our attention perks up in response to the sound around us.
- We don't hear more than others, necessarily but are more likely to turn our attention to it.
- We often need work environments where it is possible to close out auditory distraction. Many use noise-cancelling headphones routinely.

✓ Things To Do

- When you're exposed to distracting sound, focus your attention on if for a minute or two. Note the volume, distance, relationships to other sounds you hear. If it's a conversation, listen to it. After that, the sound will become less distracting.

This survey suggests an Active Observer preference: 80

Measures our activation for meaningful visual information. This system allows us to recognize two kinds of visual information: essential and symbolic.

✓ Things To Know

- We respond strongly to facial expressions and body language, style and fashion, and the way we organize and decorate our spaces.
- We are likely to have things in our visual field catch our attention: movements, colors, or the new appearance of objects.

✓ Things To Do

- Be careful about being caught up in the group consensus by going along too easily with the group's opinion.
- Before you buy them, make sure you can walk a mile in those cool shoes.

This survey suggests an Active Mover preference: 80

Measures the neurostimulus generated by the action of our skeletal muscles. When we move our striated muscles, the stimulus allows us to think more clearly, store in memory more durably, and retrieve more reliably.

✓ Things To Know

- We generate a higher level of neurostimulus from even simple muscle movements.
- When we are fully active, we are at our best.
- While we stop engaging in activity, we're rarely still and may become frustrated due to discomfort.
- Inactivity can make us sleepy.

✓ Things To Do

- If you have to sit still for a long period in a meeting, make copious notes and sketches. It's socially appropriate fidgeting.

This survey suggests a Balanced Reader preference: 46

Measures the neurostimulus we generate when decoding text. Decoding occurs when our eyes search and find a letter or word, identify that letter or word as a symbol, or identify that symbol as a sound. It's a three-step neurological process.

✓ Things To Know

- We get a modest amount of neurostimulus from decoding text.

✓ Things To Do

- When you need to apply focused sequential attention, put on headphones to control auditory stimulus, close pop-up windows, and reduce the opportunities for an interruption.

This survey suggests an Active Talker preference: 83

Measures the neurostimulus generated by the muscles we use to speak. In order to do something as simple as saying, "Hello," we throw into complex and well-timed orientation muscles from the base of our diaphragm through our chest, throat, mouth, and lips. When we move this muscle system, the stimulus allows us to think more clearly, store in memory more durably, and retrieve data more reliably.

✓ Things To Know

- Speech is a form of thinking
- We get more of a boost to our memory when we repeat or restate what

we heard.
- When faced with a decision, we think more clearly when we talk through the alternatives.

✓ Things To Do

- As an active talker, you suffer from others impatience with your thinking out loud. You find others just need to know how long the ride will be. Just saying, "Do you have five minutes for me to think out loud?" lets others sit back and relax.

// Moving Forward //

Our processors operate in bursts. We can do so many repetitions of exercise, then we rest before we can do more. We run a certain distance, then rest before we can run again. We write for so long, and take a break. We look at a painting in a museum for so long, then our brain moves our attention away.

Our oral processing system operates the same way. We talk, then we pause. Some of us talk longer or shorter the same way some us run longer distances than others, but we all have a predictable cycle of activity, rest, and recovery.

We can note this arc in ourselves, and all of us can note it in others. When a colleague, a spouse, a boss, or a child begins to think out loud, we can hear the exploration of the idea, then the peroration -- which is the movement toward a conclusion -- and then the finished thought. If you interrupt us midway, you interrupt the thought process.

Set the expectation in advance. Learn how much time you need to process out loud then ask for that amount of time. Saying to an associate, "Do you have five minutes (or two, or ten, or twenty minutes whatever your arc is? I need to think something out loud," allows others to buy in and hang in with you. When others don't know for how long we're going to talk, it can feel endless. Setting an accurate expectation enlists them in our support.

Want More?

1. Longer Narrative Report

    - Greater detail and information about how you and others experience your preferences.

2. Individual Consultation (one hour)

    - Anchor your understanding in the context of your work and most important relationships
    - Improve self-knowledge and self-effectiveness
    - Expand your universe of effective actions.
    - Move valuable and actionable knowledge from your mind the people we're trying to influence, work with, manage, or love.
    - Follow-on consultation
    - Develop a customized plan to improve your cognitive effectiveness during the second call
    - Follow and adjust your plan through short and intermittent phone and email contacts
    - Bring this to your organization

3. Bring this to your organization (seminar)

    - Cognitive Preference Surveys for each participant
    - Individual consultation for each team member
    - Four-hour on-site session
    - Preview call with team leader—approximately one hour
    - Survey comparison template
    - Session presentation slides
    - Session recording

4. Bring this to your organization (Webinar)

- Cognitive Preference Surveys for each participant
- Two ninety-minute webinars
- Preview call with team leader—approximately one hour
- Survey comparison template
- Webinar presentation slides
- Webinar recording

5. Purchase more surveys

Call: 1-877-719-1804   Email:
                        info@openbooklearning.com

End of Report

OpenBook Learning has designed this survey to provide you with some useful insight into your cognitive preferences. For information on how OpenBook Learning can help you get the most out of your distinctive preferences, contact us at info@openbooklearning.com.

Your full report is now available at:
http://www.openbooklearning.net/cgi-bin/ls/report.cgi?id=4ce3cc2ad033e6b5495ffe897ee51888
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