



Says

What have we heard them say?  
What can we imagine them saying?



Thinks

What are their wants, needs, hopes, and dreams?  
What other thoughts might influence their behavior?

I want something reliable

Need more clarity

Ask Reflective questions

I was expecting something different

Need more practical experiences

What else am i missing?



Enthusiastic about new model of learning

Discuss and make Decisions

Nervous about making decisions

Excited to learn

More research and check websites

Listout pros/cons



Does

What behavior have we observed?  
What can we imagine them doing?



Feels

What are their fears, frustrations, and anxieties?  
What other feelings might influence their behavior?