

**WE LEARN**



**10% of What  
We Read.**

**WE LEARN**



**20% of What  
We Hear.**

# WE LEARN



**30% of What  
We See.**

# **WE LEARN**



**50% of What  
We See & Hear.**

# **WE LEARN**



## **70% of What We Discuss.**

**WE LEARN**



**80% of What  
We Experience.**

# WE LEARN



## 95% of What We Teach Others.



**By William  
Glasser**