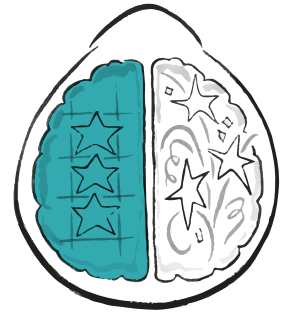




## The LEFT mode

### Characteristics

- Operates with analysis, examines cause and effect
- Honors words
- Breaks things down into parts, examines and categorizes
- Seeks and uses language and symbols. Needs to know what things are  
(The structure of the English language promotes and reinforces left-mode strategies.)
- Abstracts experience for comprehension, generates theory, creates models
- Is sequential, works in time (Time is the quintessential characteristic of the left mode.)



### Some key LEFT-mode words to remember:

Comprehension, Parts, Categories, Cause and effect, Linearity, Grids, Sequence, Reason, Words, Next.  
The left mode is interested in knowing those things we can describe with precision, classifying, discriminating, and naming.

### The LEFT mode it is...

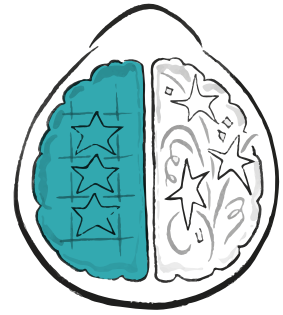
- A great technical text
- When the statistics confirm
- The best verbal directions
- Hearing exactly what was said
- Edges
- Time
- Reason
- Nouns
- Processing through analysis to construct detailed representations
- Text (as opposed to context)





## Knowing - LEFT mode

- Is the seat of logical thought
- Knows the world through symbols
- Is rational
- Has a drive to explain, to create interpretations and conclusions based on selected details without relational meanings
- Looks at the parts
- Is field independent
- Thinks first
- Uses linear time, sequence
- Analyzes
- Controlled, systematic experiments
- If-then thinking, invented the idea of "next"
- Tends to singular focus
- Breaks down to the discrete
- Folds new information into pre-existing world view
- Produces coherence, shuts out threatening facts
- Ignores discrepancies that don't fit



## Learning strategy preferences

### Those who favor the LEFT mode

- Prefer verbal instructions
- Like controlled, systematic experiments
- Prefer problem solving with logic
- Find differences
- Like structured climates
- Prefer established information
- Rely heavily on the verbal
- Like discrete information recall
- Control feelings



## The RIGHT mode

### Characteristics

- Operates out of being, intuitively feeling states
- Understands and honors wordlessness
- Sees wholes, forms images, mental combinations
- Seeks and uses patterns, relationships, discrepancies, connections
- Functions visuo-spatially-manipulating forms, distances, space
- Is simultaneous



### Some key RIGHT-mode words to remember:

Apprehension, Wholes, Images, Patterns, Relationships, Discrepancies, Simultaneity, Insights, Subjectivity, Nonverbal. It perceives the world, how it is, using a bottom-up perspective. The right mode knows more than it can tell, filling gaps, thinking aside, imaging.

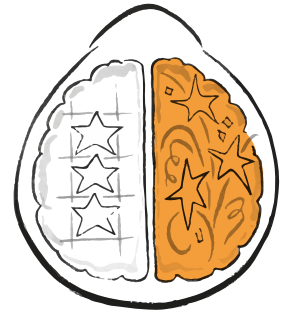
### The RIGHT mode it is...

- A great storyteller
- A consummate musical moment
- Elegant and simple diagrams of how something works
- Reading body language and tone of voice
- The centers, nubs
- "In the zone," street sense
- Poetry, painting with words
- Verbs
- Processing through synthesis to assess gestalt
- Context rather than text



## Knowing - RIGHT mode

- Is the seat of feeling integration
- Knows the world through images
- Has intuitive insights
- Sees things as they are with little alteration, creates a context representation uses a bottom-up perspective
- Sees the whole, the gestalt
- Is field sensitive
- Is more spontaneous
- Is simultaneous
- Synthesizes
- Open-ended, random experiments
- Networks the whole as it relates
- Tends to focus on multiples at the same time
- Assembles parts together
- More attracted to paradigm shifts
- Questions the way things are
- Monitors discrepancies



## Learning strategy preferences

### Those who favor the RIGHT mode

- Prefer demonstrated instructions
- Like open-ended experiments
- Prefer problem solving with hunching
- Find similarities
- Like fluid and spontaneous climates
- Prefer elusive, ambiguous information
- Rely on the nonverbal
- Like narratives
- Are free with feelings
- Need experiences
- Excel in poetic, metaphoric language
- Draw on unbounded qualitative patterns, clustering around images

