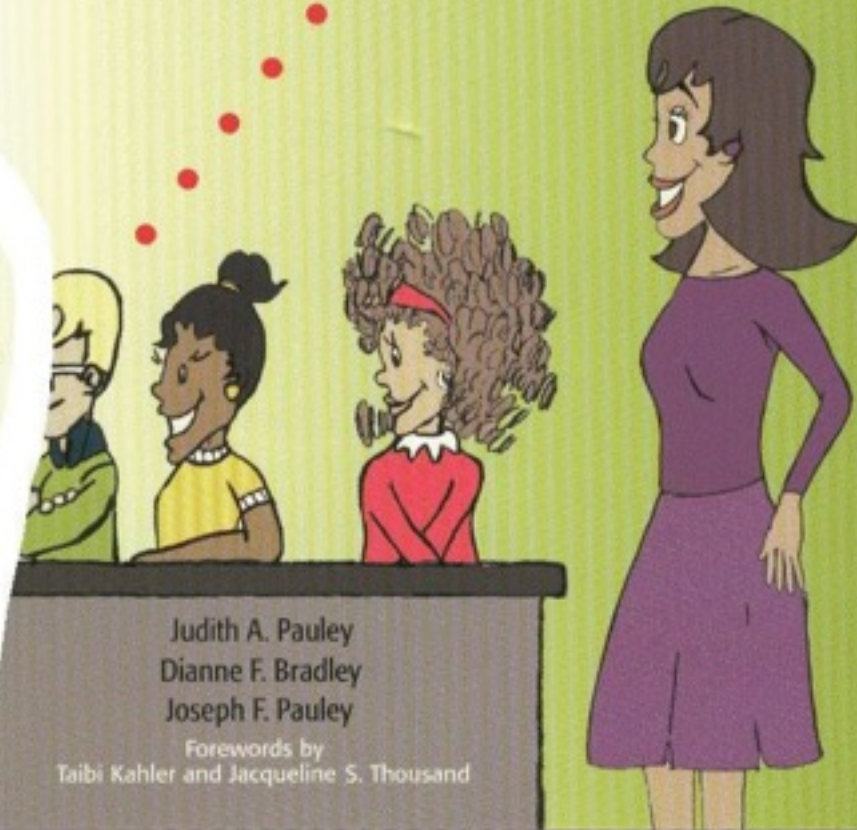


HERE'S HOW TO REACH ME

Matching Instruction to Personality
Types in Your Classroom



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Forewords by
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PCM in inner city Los Angeles High School

Control Group

- Pre and post motivation survey
- Taught class as usual

Experimental Group

- Pre and post motivation survey
- Categorized student by personality type
- Individualized motivation for all students
- SIP for each student

Results

Control Group

- Students not motivated
- Many discipline problems
- No improvement in student grades
- Teacher felt frustrated

Experimental Group

- Students more motivated
- No discipline problems
- All students physiology grades went up
- Teacher satisfaction increased

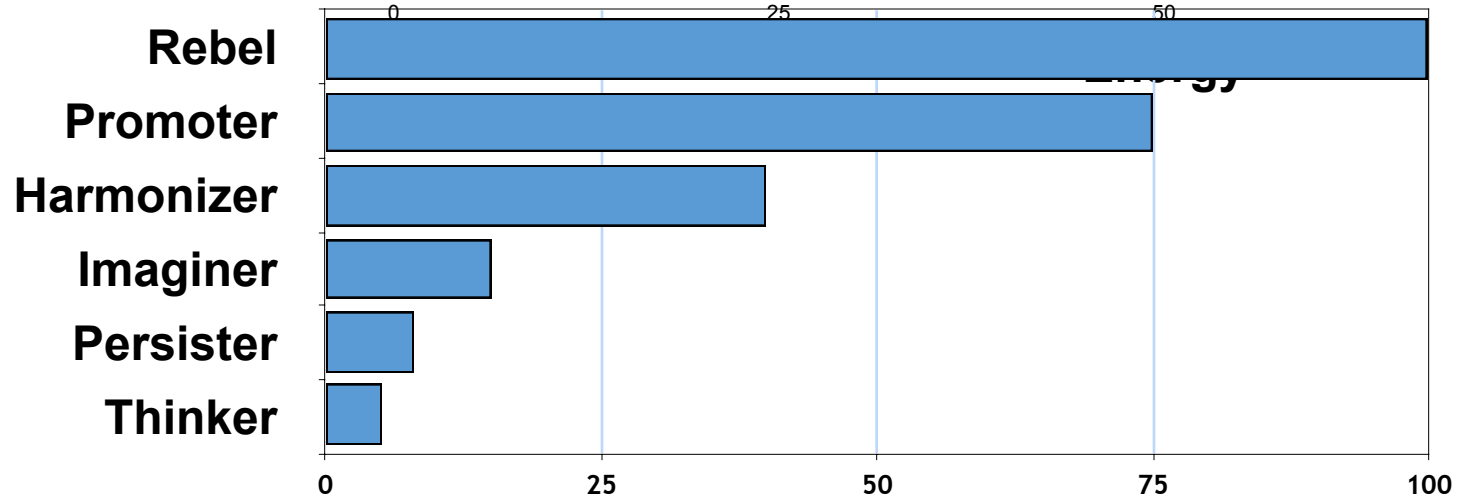
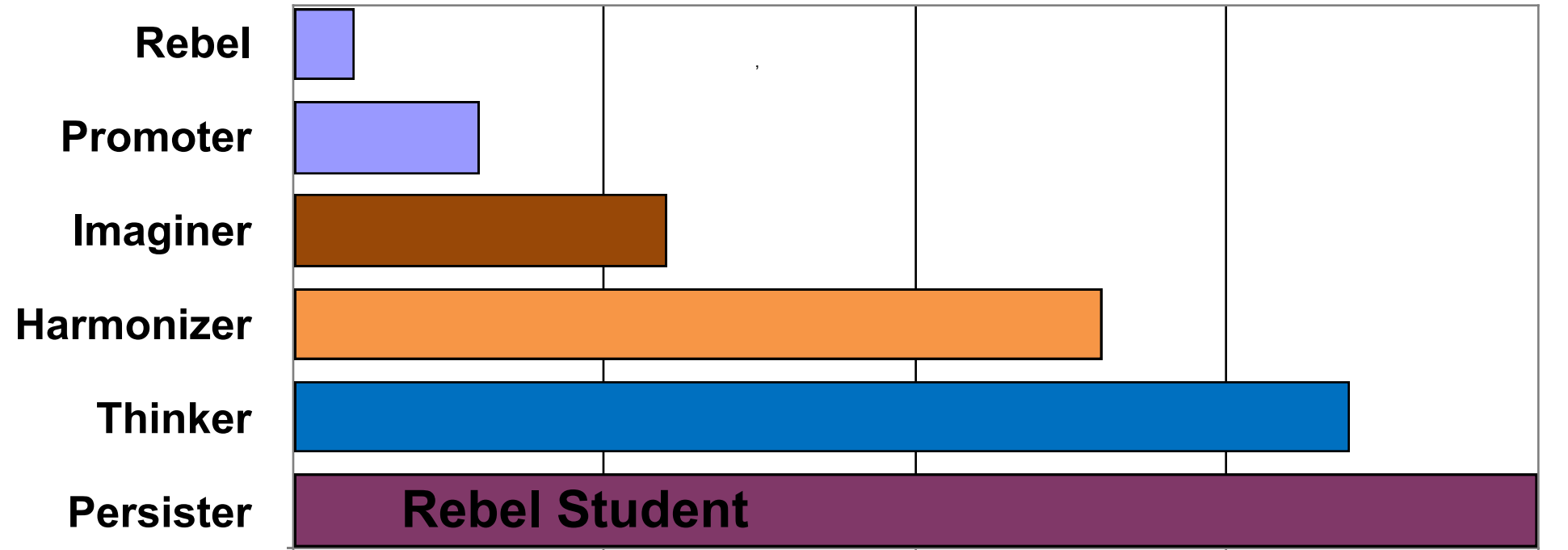
Alternative School 7th graders

- Teacher showed students the six types
- Students self-identified their type
- Teacher told students their needs
- Students wrote letters
- Students made video

Results

- 30 of 31 students showed either academic or behavioral turn around or both
- Student about to be expelled for 15 discipline incidents for fighting - stopped fighting
- 2 girls cutting themselves and contemplating suicide sought help

Typical Secondary Teacher



Energy

Personality Types

&

Character Strengths

Thinker	Responsible, Logical, Organized
Persister	Dedicated, Observant, Conscientious
Harmonizer	Compassionate, Sensitive, Warm
Imaginer	Reflective, Imaginative, Calm
Rebel	Spontaneous, Creative, Playful
Promoter	Persuasive, Adaptable, Charming

Rebel

- Spontaneous, creative, playful
- Playful contact
- Kinesthetic learner
- In distress - blame

Promoter

- Persuasive, adaptable, charming
- Incidence
- Kinesthetic learner
- In distress - manipulates

Harmonizer

- Compassionate, sensitive, warm
- Recognition of person, Sensory
- Visual learner
- In distress - makes mistakes

Thinker

- Responsible, logical, organized
- Recognition of work, Time structure
- Auditory learner
- In distress - overcontrols

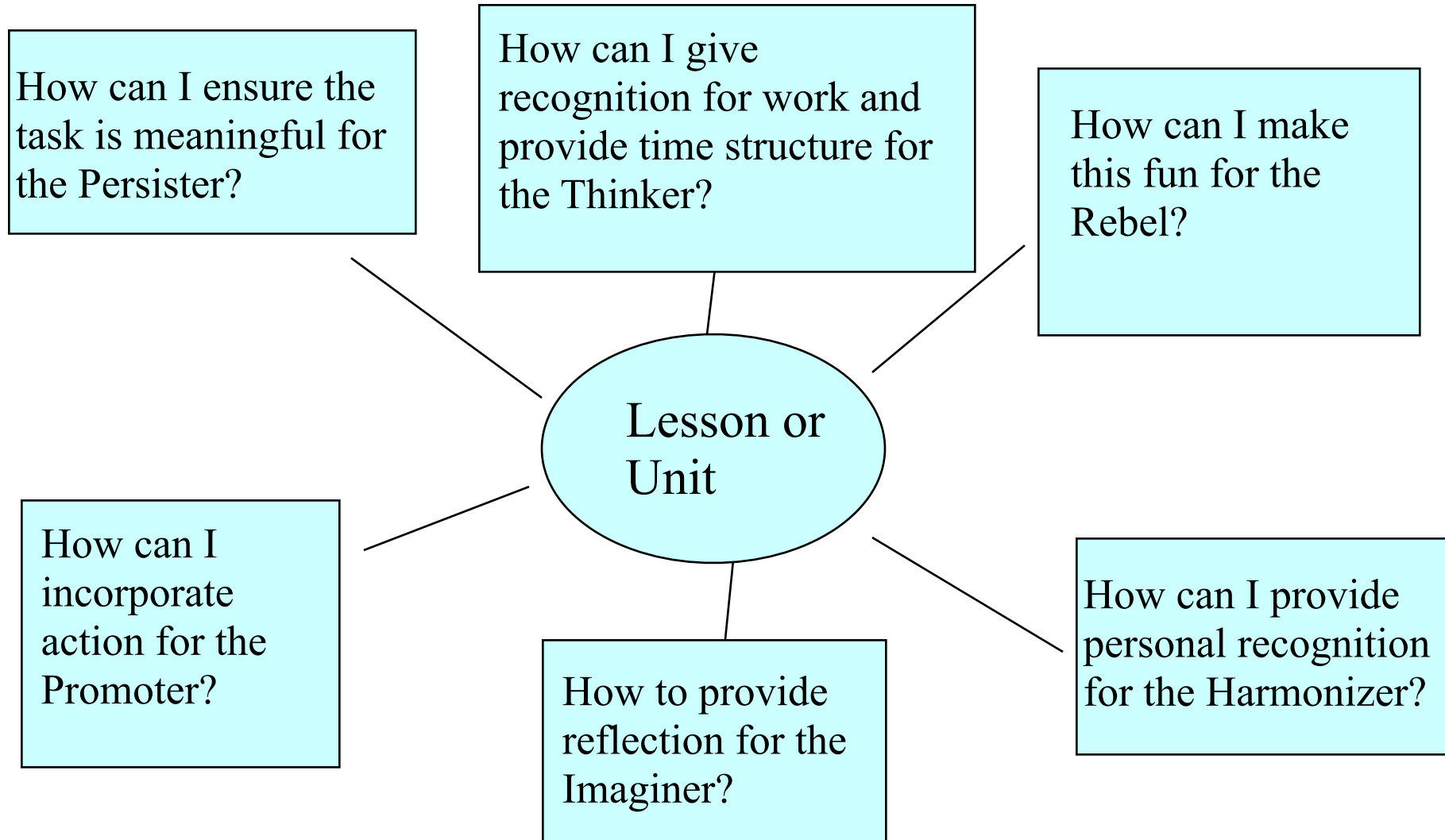
Persister

- Conscientious, dedicated, observant
- Recognition of work, conviction
- Auditory learner
- In distress - crusades

Imaginer

- Reflective, imaginative, calm, directable
- Directed solutide
- Tactile learner
- In distress - shuts down

Lesson Planning



How to Reach Rebels

- Rebels are motivated by having fun.
- Speak in an energetic and upbeat way
- Tell a joke
- Allow them to say what they like/don't like
- Periodically inject humor into class
- Solicit their creative ideas to get them onboard

How to Reach Promoters

- Promoters need action and excitement.
- Need to stand and move around.
- Provide challenges and make deals.
- Need to see how they can use information in real life.
- Take advantage of their leadership strengths
- Help them “look good”

How to Reach Harmonizers

- Harmonizers need Recognition of Person and Sensory stimulation.
- Prefer group work and cooperative learning.
- Make certain they know they belong.
- Many get anxious taking tests.
- Give a personal compliment.
- Greet them by name with a smile.

How to Reach Imaginers

- Imaginers need solitude and direction.
- Speak slowly and in short sentences.
- Struggle with multiple choice tests.
- Can only do 1 or 2 things at a time.
- Prefer to work alone.
- Need wait time.
- Encourage their imagination (poetry).

How to Reach Thinkers

- Thinkers need Recognition for Work and Time Structure.
- Recognize their good analytical skills.
- Compliment them on their ideas and grades.
- Thrive on data and achievement.
- Give rubrics and due dates.
- Give warning about schedule changes.

How to Reach Persisters

- Persisters need Recognition for Work and to be Respected.
- Significance and usefulness of subject matter.
- Ask their opinions.
- Put them in charge of a project they believe in. (Hovercraft/Telescope)
- Compliment them on their commitment and dedication.

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