

---

## Solution-Oriented Learners

These people gather data abstractly and process it actively. They start with a concept or idea, and then try it out and see if it works, integrating theory and practice. Their danger is that they leave the “ivory tower” too soon, not having thought everything through sufficiently. They enjoy finding practical solutions to problems. They value common sense and pragmatism. They are oriented to support the school, company or organization. They are reliable people to whom duty and service are important. Their favorite question is: “How does this work?” Their focus is on results.

**When learning:** They like structure and clear instructions concerning what is expected of them. They feel at home in the traditional classroom and seek to please the teacher. They try to do all set work but are not so happy with unsupervised projects. These students usually enjoy school. They like learning facts but are uneasy when required to exercise ingenuity and imagination.

**Recognition:** The teacher is respected by solution-oriented learners and therefore the teacher’s comments are taken seriously. If criticized, they respond with more effort. These students, more than any other type, respond to evaluations.

**When teaching others:** Their aims are utilitarian; to give the training needed to do the job or to prepare the students for life. Their focus is on the end product. They expect productivity and hard work from their students. These teachers are the closest to the traditional teaching model, particularly in classroom management. There may be plenty of practical, hands-on activity, providing this fits the subject matter. They will back up the information they present by showing it works rather than by extensive theoretical proof.

People with this learning preference are often found among engineers, applied scientists such as metallurgists, zoologists, botanists, environmental scientists, and food technologists, and other practical technicians.