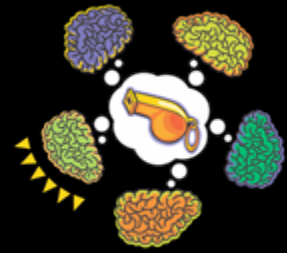


Use Language that Encourages Learning



Did you know that certain words and phrases trigger a block in the subconscious, and that you may inadvertently be inhibiting learning?

Consider this: *"You need to pay attention and do what I tell you."*

That didn't sit too well, did it? Let's try another approach. Following are some tips to help you help your learners stay open and receptive:

☀ **Speak in Positives**

Avoid these negative triggers:

Don't ... You can't... But... Never...

Suggestions:

I Agree... Good question... That will work... Good point...

☀ **Ask the learners to do things they might want to do anyway, showing you respect their desire for choice:**

"I'd like to ask you to break in to groups of four..."

"Would you please refer to the graph on the next slide..."

☀ **Speak from the "I"**

Avoid: "You need to complete the project by the 8th"

"You did that wrong"

"You aren't listening"

Use: "I need the project done by the 8th"

"I'd suggest it be done this way"

"Let me explain this in another way"

☀ **Speak to the Situation rather than the Person**

Avoid: "You should have had the paperwork done"

"What's your problem?"

Use: "The paperwork should have been done"

"What's the problem?"

Thank You!

For caring about your learners enough to invest your time in some fun research.

Here are a few tips on increasing attention and retention. Some may be familiar & some new.

Feel free contact me to discuss this or any other Training and Presentation topics further.

Enjoy!
Laura

meta: **logia**

801 815.1992

Laura@MetaLogia.com

www.MetaLogia.com