When I Have a Use First Pattern

	How I think	How I do things	How I feel	What I might say
Sequential	▪ I organize information ▪ I mentally categorize data ▪ I break tasks down into steps	▪ I make lists ▪ I organize ▪ I plan first, *then* act	▪ I thrive on consistency and dependability ▪ I need things to be tidy and organized ▪ I feel frustrated when the game plan keeps changing ▪ I feel frustrated when I'm rushed	▪ Could I see an example? ▪ I need more time to double-check my work ▪ Could we review those directions? ▪ A place for everything and everything in its place ▪ What are my priorities?
Precise	▪ I research information ▪ I ask *lots* of questions ▪ I always want to know more	▪ I challenge statements and ideas that I doubt ▪ I prove I am right ▪ I document my research and findings ▪ I write things down ▪ I write long e-mail messages and leave long voice mail messages	▪ I thrive on knowledge ▪ I feel good when I am correct ▪ I feel frustrated when incorrect information is accepted as valid ▪ I feel frustrated when people do not share information with me	▪ I need more information ▪ Let me write up the answer to that ▪ Wanna play trivia? ▪ I'm currently reading three different books ▪ Did you get my e-mail on that? ▪ Did you know that…. ▪ Actually…
Technical	▪ I seek concrete relevance – what does this mean in the real world? ▪ I only want as much information as I need – nothing extraneous	▪ I get my hands on ▪ I tinker ▪ I solve the problem ▪ I *do*	▪ I enjoy knowing how things work ▪ I feel good that I am self sufficient ▪ I feel frustrated when the task has no real world relevance ▪ I enjoy knowing things, but I do not feel the need to share that knowledge	▪ I can do it myself ▪ Let me show you how… ▪ I don't want to read a book about it, I want to *do* it ▪ How will I ever use this in the real world? ▪ How can I *fix* this? ▪ I could use a little space…
Confluent	▪ I read between the lines ▪ I think outside the box ▪ I brainstorm ▪ I make obscure connections between things that are seemingly unrelated	▪ I take risks ▪ I am not afraid to fail ▪ I talk about things – a lot ▪ I might start things and not finish them ▪ I will start a task first – *then* ask for directions	▪ I enjoy improvisation ▪ I feel comfortable with failure ▪ I do not enjoy having my ideas criticized ▪ I feel frustrated by people who are not open to new ideas ▪ I enjoy a challenge ▪ I feel frustrated by repeating a task over and over	▪ What do you mean, "that's the way we've always done it"?! ▪ The rules don't apply to me ▪ Let me tell you about…. ▪ I have an idea……. ▪ I have another idea……..

When I Avoid a Pattern

	How I think	How I do things	How I feel	What I might say
Sequential	▪ These directions make no sense! ▪ I did this before. Why repeat it? ▪ Why can't I just jump in?	▪ Avoid direction; avoid practice ▪ Can't get the pieces in order ▪ Ignore table of contents, indexes, and syllabi ▪ Leave the task incomplete	▪ Jumbled ▪ Scattered ▪ Out of synch ▪ Untethered/Unfettered ▪ Unanchored	▪ Do I have to do it again? ▪ Why do I have to follow directions? ▪ Does it matter what we do first? ▪ Has anybody seen…?
Precise	▪ Do I have to read all of this? ▪ How am I going to remember all of this? ▪ Who cares about all this 'stuff'?	▪ Don't have specific answers ▪ Avoid debate ▪ Skim instead of read ▪ Take few notes	▪ Overwhelmed when confronted with details ▪ Fearful of looking stupid ▪ Angry at not having the 'one right answer'!	▪ Don't expect me to know names and dates! ▪ Stop asking me so many questions! ▪ Does it matter? ▪ I'm not stupid!
Technical	▪ Why should I care how this works? ▪ Somebody has to help me figure this out! ▪ Why do I have to make something; why can't I just talk or write about it?	▪ Avoid using tools or instruments. ▪ Talk about it instead of doing it. ▪ Rely on the directions to lead me to the solution.	▪ Inept ▪ Fearful of breaking the object, tool, or instrument. ▪ Uncomfortable with tools; very comfortable with my words and thoughts	▪ If it is broken, throw it away! ▪ I'm an educated person; I should be able to do this! ▪ I don't care *how* it runs; I just want it *to run*!
Confluent	▪ Where is this headed? ▪ Where is the focus? ▪ What do you mean, imagine?	▪ Don't take social risks ▪ Complete one task at a time ▪ Avoid improvising ▪ Seek parameters	▪ Unsettled ▪ Chaotic ▪ No more change or surprises, please!	▪ Let's stay focused! ▪ Where did that idea come from? ▪ Now what? ▪ This is out of control!