# "I Opt" Learning Snowflake

## Selected Characteristics of Strategic Patterns

**REACTIVE STIMULATOR (RS)**

**CHANGER**

**PERFORMER**

**RELATIONAL INNOVATOR (RI)**

**LOGICAL PROCESSOR (LP)**

Uses Associative Reasoning <e.g., X is like Y> (1)
Judges Value by Emotional Commitment (2)
Wants Change Relevant Learning (3)
Wants Fast Paced Learning (4)
Inclined toward Interaction (5)
Attention will be Uneven (6)
Motivated by Novelty (7)
Uneven Retention (8)
Variable Horizon (9)
Avoids Detail (10)

Judges value by "Hands-On" Experience (2)
Wants Steadily Paced Learning (4)
Wants Practical Results Focus (3)
Motivated by Practical Results (7)
Uses Explicit How Reasoning (1)
Likely Attention is Intense (6)
Accepts Needed Detail (5)
Accepts Interaction (10)
Moderate Retention (8)
Short Term Horizon (9)

Tolerates Detail (10)
Long-Term Horizon (9)
Willing but Reserved Interaction (6)
Wants Complete Understanding (5)
Retains Relationship Knowledge (3)
Accepts Fast and Methodical Pace (8)
Motivated by Knowledge Expansion (4)
Uses System Reasoning <What & Why> (7)
Judges value by Fit with Larger Whole (1)
Judges value by Fit with Larger Whole (2)
Attention is Reasonable and Sustained (6)

Detail Demanding (10)
Mid-Term Horizon (9)
Near Complete Retention (8)
Cautious in their Interaction (5)
Wants High Certainty of Outcome (3)
Judges value by Logical Integrity (2)
Explicit How and Why Reasoning (1)
Intense and Unwavering Attention (6)
Wants Learning Methodically Paced (4)
Motivated by Precision and Predictability (7)

**PERFECTOR**

**CONSERVATOR**

**HYPOTHETICAL ANALYZER (HA)**