In your handout, give several answers to:

What learning challenges are there to effective performance in your organization today?
The Six Trumps™

Share your top barrier with a person near you and answer:

What would you do/use to break down that barrier?
Is Stand-and-Deliver really working?
All too common

“Information Purification Directives”
Copyright Garr Reynolds, PresentationZen.com
What are we talking about?
What are we talking about?
What are we talking about?

Communication

Presenting

Training
What are we talking about?
What are we talking about?
What are we talking about?

- Presenting
- Neuroscience
- Training
- Coaching
- Communication
- Collaboration
The Six Trumps™

a.k.a. Meet the DIMWiTS™
The Six Trumps™

Created by Sharon Bowman, author of “Training from the BACK of the Room”
Agile Team Coaching and Facilitation
Agile Adoption Coaching and Facilitation
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Open Space Facilitation

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Dave Meier  
The Accelerated Learning Handbook

John Medina  
brain rules

Sharon Bowman  
Training from the BACK of the Room  
Using Brain Science To Make Training Stick
Definition: **trump**

A playing card of the suit chosen to rank above the others, which can win a trick where a different suit has been led.
Definition: **trump**
a playing card of the suit chosen to rank above the others, which can **win** a trick where a card of a different suit has been led.

Definition: **trump**
To “**win**” with principles that help students **learn** better and **remember** more.
Definition: **trump**

A playing card of the suit chosen to rank above the others, which can **win** a trick where a card of a different suit has been led.

Definition: **trump**

To **“win”** with principles that help students **learn** better and **remember** more.

*In other words...*
The DIMWiTS™
Images

trump words
“Vision trumps all other senses.”

“The more visual input becomes, the more likely it is to be recognized and recalled.”

John Medina
Brain Rules
The point?

Use images to teach content.

Images are anything visual!
This is our image, create your own Image
The DIMWiTS™
Shorter trumps longer
“Before the first quarter-hour is over in a typical presentation, people have usually checked out. What happens at the ten-minute mark to cause such trouble?”

John Medina
Brain Rules
The point?

They need to do something: write, talk, stand, stretch, teach, draw, ask, answer, etc.

Engage learners every 10 – 20 minutes.
Pick a **number** between 1 and 15

Pop up and name something where **SHORTER** is **better** within **30 seconds**
HOW TO MAKE FIRE
1 OF 20
TODAY FIRE THEORY

Shorter trumps longer
The DIMWiTS™
Talking trumps listening
“We humans exist in networks. Learning is social. We learn from, by, and with other people.”

Jay Cross

Informal learning
The point?

The person **doing the most talking** about the subject is **doing the most learning** about the subject.

Have students **teach each other** what they have learned from you.
Teach another person one lesson you've learned thus far
Talking trumps listening
The DIMWiTS™
Movement trumps sitting.
“Exercise boosts brain power.”
John Medina
Brain Rules
In order to learn better, the brain needs oxygen.

The best way to get oxygen to the brain is to move.

Students need to move often in order to learn better.
In groups, pick a collaborative **Movement** to silently **demonstrate**
The DIMWiTS™
Different trumps same
“Any stimuli introduced into our immediate environment which are new (novel) or of sufficiently strong emotional intensity (high contrast), will immediately gain our attention.”

Eric Jensen
Brain-Based Learning
The point?

The brain quickly **ignores** anything that is routine, repetitive, or boring.

Use novelty, contrast, meaning, and emotion to get, and keep, students’ attention.
At each table, sort the cards by Myths or Facts.
Different trumps same
The DIMWiTS™
Writing
trumps
reading
“Writing and thinking are strongly linked. Writing serves as a tool for refining thinking.”

Patricia Wolfe
Brain Matters
The point?

Students will remember what *they* write longer than what *you* write.

Have students write to remember.
D_________ trumps _______
Different trumps same
I_________ trump _________
Different trumps same
Images trump words
M_________ trumps ________
Different trumps same
Images trump words
Movement trumps sitting
W_________ trumps _________
Different trumps same
Images trump words
Movement trumps sitting
Writing trumps reading
T__________ trumps ________
Different trumps same
Images trump words
Movement trumps sitting
Writing trumps reading
Talking trumps listening
S___________ trumps __________
Different trumps same
Images trump words
Movement trumps sitting
Writing trumps reading
Talking trumps listening
Shorter trumps longer
Writing
trumps
reading
Different trumps same
Images trump words
Movement trumps sitting
Writing trumps reading
Talking trumps listening
Shorter trumps longer
Walk and Talk with a person and answer:

What are you going to do differently tomorrow?
The Six Trumps™

In your handout, reflect and log:

Your aha moment and your action just discussed
Celebration
Celebration
Celebration
Celebration
Celebration
Celebration
Celebration