

The Cone of Learning

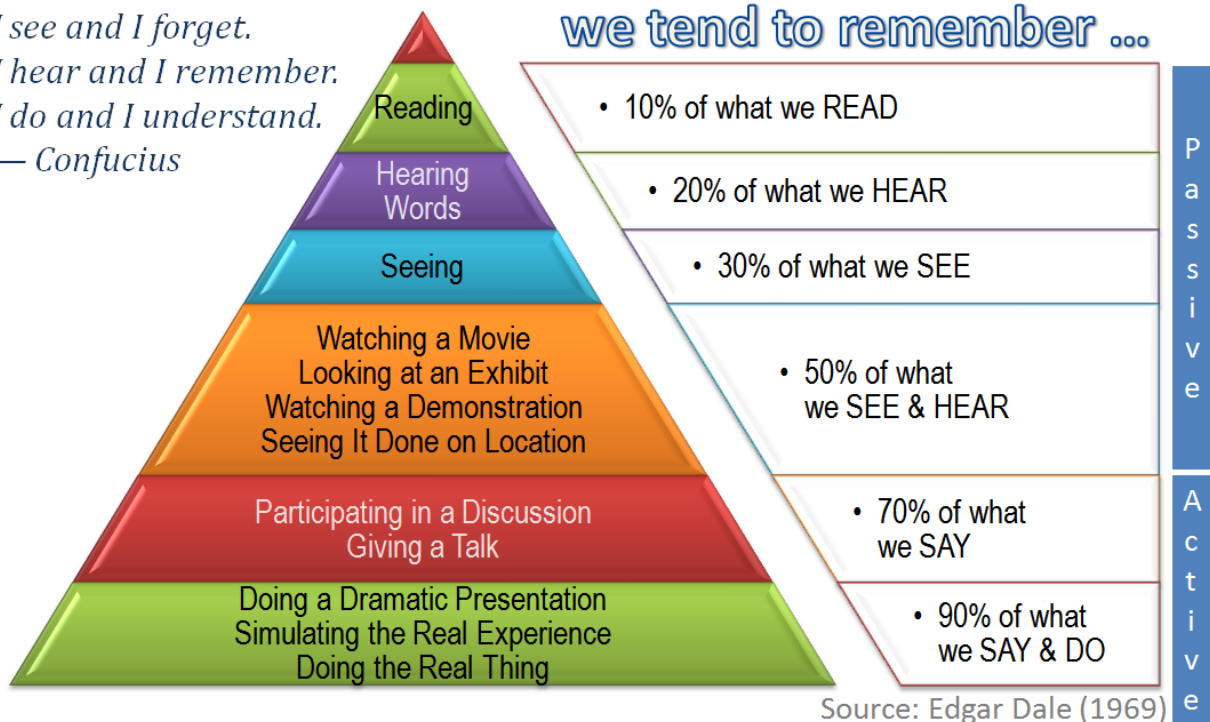
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I see and I forget.

I hear and I remember.

I do and I understand.

— Confucius



- How we act is based on what we believe (our attitude). What we believe is based on what we know or have learned. If we want to change people's actions we need to begin by having them acquire new learnings.
- A new "learning" needs to be done for at least 20 straight days in order for it to become a habit.
- Practice of habits and skills should be a regular part of each day.
- Learning should be constantly assessed to see if there is progress toward the goals proposed for the participants.