

Work Card No.2: Learning style training strategies

1. Read the description of the situation below.

2. Working in a group, try to answer the following questions.

You are a new trainer at the "Institute of Banking and Finance" tasked with training a new group of bankers in letters of credit. The topics you are responsible for are "Letters of credit, trade finance, and uniform documentary letter of credit customs and practice." In your first class, three students are Ola, Stefan and Ania.

Ola is the first to enter the classroom, greet you, and then walk to the window and look at the workers repairing the building across the street. He asks what he can do to help you prepare for class. During the interview, she says that she feels that she will do well in class because she had good experience in this field during her time at another bank. The next person will be Stefan. He has a warehouse under his arm. After shaking hands, he changes seats several times before choosing it definitively. She sits down and starts looking at the photos in the attendee guide on her desk. You ask him if he has any experience on this subject before. He says no, but he would like to see how well he does in class.

Ania walks in and doesn't even notice that you're standing at the door. She seems to know Stefan and immediately starts talking to him. She is angry because of the price she had to pay for a ticket to the theater. "Look, you need to hear what happened to me!" she says, "I went to the theater last week. I bought the tickets a month earlier and they were very expensive. As it turned out, a larger group of people did not make it to the play and people who bought a ticket for 10 zlotys without a fixed seat had even better seats than me. Ania talks a lot about the incident and then asks Stefan if he has ever seen this play.

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What is Ola's learning style?

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What training strategies would you use in Ola's case?

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What is Stefan's learning style?

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What training strategies would you use with Stefan?

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What is Ania's learning style?

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What training strategies would you use in Ania's case?

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