



THE SCIENCES OF ADULT LEARNING (ANDRAGOGY)

Decision-Making and Related Cognitive Skills, Disciplines & Models

There are essential differences between the learning styles and methods that will work for children (PEDAGOGY) and those that are proven effective in training and developing competencies in adults (ANDRAGOGY). The following outlines many of the methods, principles and related cognitive disciplines found in sales.org Inc. enabled competency programs and tools:

- ACT (declarative, procedural and working memory)
- Adult Learning
- Algo Heuristic
- Anchored Instruction
- Aptitude Treatment Interaction
- Associative Learning
- Behaviourism
- Bloom's Taxonomy
- Characteristics of Adult Learners
- Cognitive Dissonance
- Cognitive Flexibility
- Component Display
- Conditional Learning
- Connectionism
- Constructivist
- Contiguity
- Conversation
- Criterion Reference
- Double Loop Learning
- Drive Reduction
- Dual Coding
- Elaboration
- Environments
- Experiential
- Functional Context
- Genetic Epistemology
- Gestalt
- GOMS (Goals; Operators; Methods; Selection)
- General Problem Solver
- Heuristics
- Individualized Learning
- Inference Schema
- Information Mapping
- Information Pickup
- Information Processing
- Mathematical Learning
- Mathematical Problem Solving
- Mental Models
- Metalinguistics
- Mimicry
- Minimalism
- Modeling
- Modes of Learning
- Multiple Intelligences
- Neuro-Linguistic Programming (NLP)
- Operant Conditioning
- Originality
- Pattern Recognition
- Phenomenonography
- Phenomonology
- Repair
- Scrip
- Self-Efficacy
- Sign
- Situated Learning.
- Soar
- Social Development
- Social Cognitive (Social Learning)
- Stimulus Sampling.
- Structural Learning
- Structure of Intellect
- Subsumption
- Symbol Systems
- Triarchic

KEY QUESTIONS, NOTES & CONCEPTS FOR FOLLOW-UP:
