

LEARN HOW IN 20 HOURS OR LESS

# ACHIEVE

COLLEGE SUCCESS

Brief 5th Edition



RAYMOND GERSON

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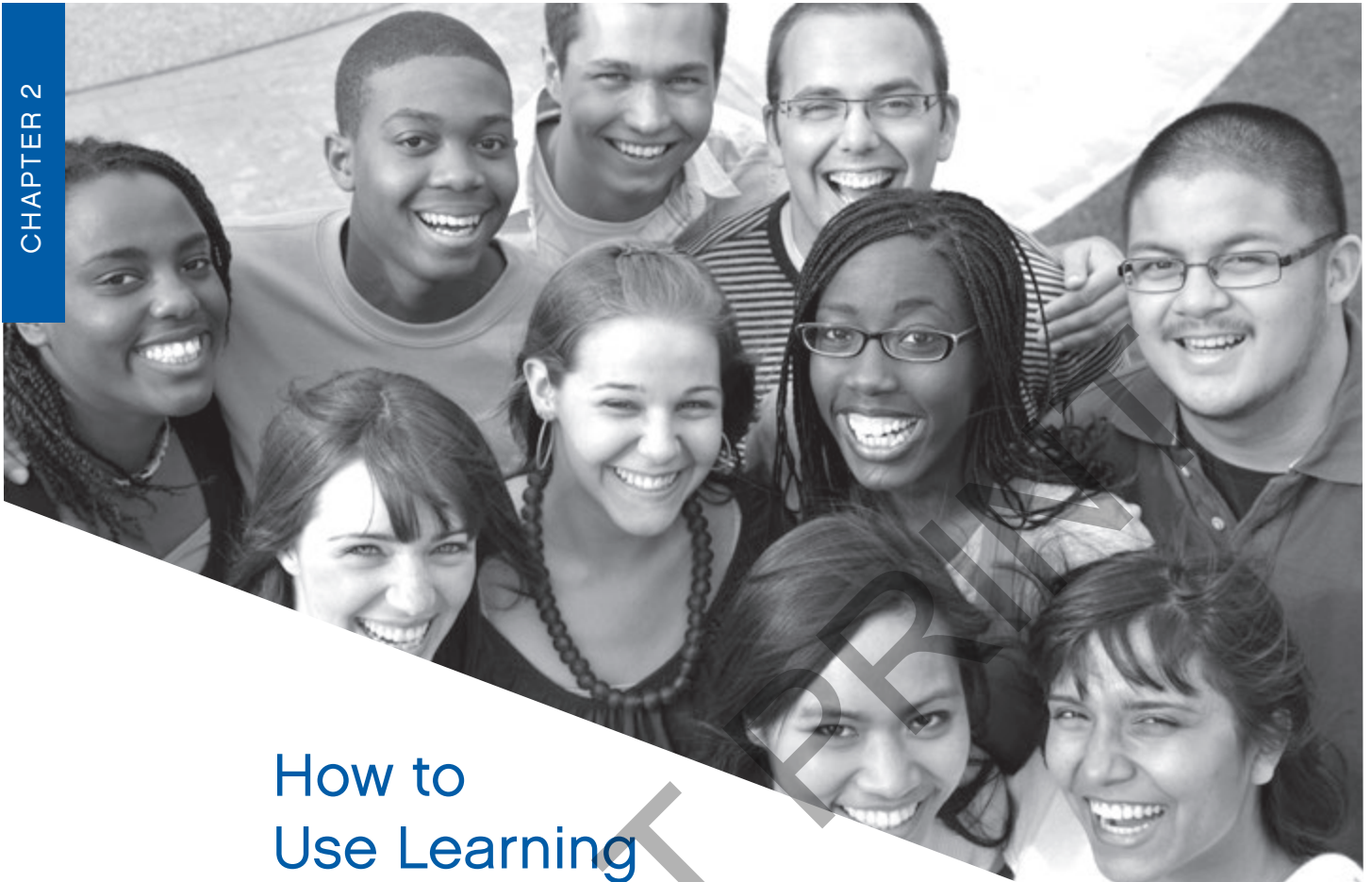
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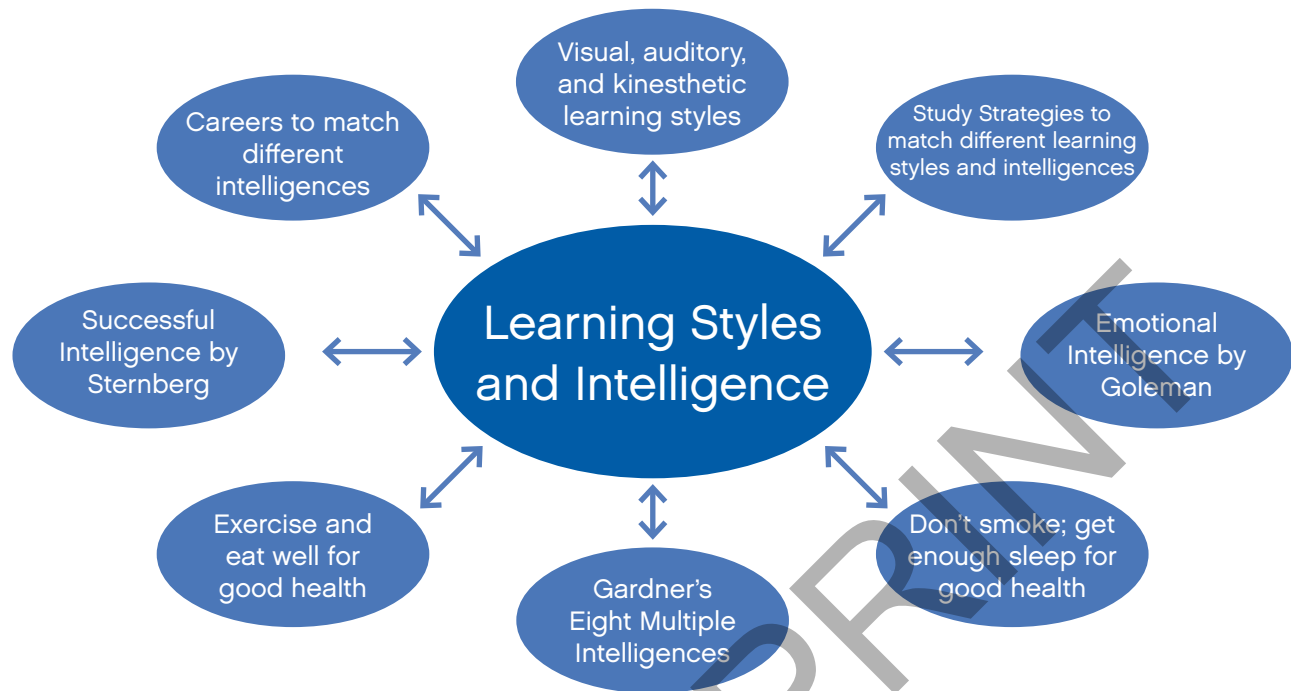
## How to Use Learning Styles and Types of Intelligences to Perform at Your Best

There is great news regarding learning styles and intelligence. People have different styles of learning, which influences how they learn best. When you identify and understand your preferred learning style(s), you will learn more easily. You will be able to use your favorite learning style to make up for the ones which are not as natural. You will also be able to use your less preferred learning styles when needed. This knowledge will help you, even when one of your instructors teaches in a style that is different from the one you prefer to use.

Not only are there different learning styles, but there are also different types of intelligence. People are smart in different ways. Everyone is not the same. This chapter will help you to identify and more easily use your best types of intelligence. As you will learn in this chapter, an IQ test is not the only measure of intelligence, but instead, it indicates two particular types of intelligence, mathematical and linguistic.

Your intelligences are not fixed at birth. You can actually increase your intelligence throughout your life.

When you become aware of your preferred learning style or styles and your strongest types of intelligence, your self-confidence will grow, and school will become easier and more enjoyable. Now let's take a look at some additional benefits you will gain from this knowledge.



“Having intelligence is not as important as knowing when to use it, just as having a hoe is not as important as knowing when to plant.” — Chinese Proverb

## Benefits of Knowing and Using Your Preferred Learning Style and Types of Intelligences

- Allows you to be your best and most natural self
- Increases your ability to learn
- Increases your self-confidence
- Shows you how to overcome your weaknesses
- Makes learning easier and more enjoyable
- Helps you to not only succeed in school, but also in your career and life
- Gives you an edge over your competition
- Helps you to learn more easily from instructors who use teaching styles that are different from your preferred learning styles
- Improves your self-image

## ACTIVITY 2.1

Now you will have an opportunity to take an assessment to determine your preferred learning style or styles.

Your Name \_\_\_\_\_



## LEARNING STYLE QUESTIONNAIRE

Circle either A, B, or C for each of the 15 statements according to your top choice or preference.

**1 I learn best when I:**

- A. Picture the lesson in my mind.
- B. Listen to the lecture.
- C. Go on a class field trip.

**2 I enjoy it most when I:**

- A. Use charts, maps, and pictures to help me remember a lesson.
- B. Receive a verbal explanation.
- C. Move around the room while learning.

**3 It helps me when an instructor:**

- A. Shows me a DVD or PowerPoint presentation.
- B. Explains and discusses the lesson.
- C. Gives a hands-on demonstration.

**4 I remember best by:**

- A. Reading instructions.
- B. Hearing and discussing instructions.
- C. Trying out and practicing the instructions.

**5 I am best at:**

- A. Turning words into pictures.
- B. Turning pictures into words.
- C. Role-playing with words and ideas.

**6 I am best at:**

- A. Putting puzzles together.
- B. Explaining my ideas.
- C. Working with my hands to make and fix things.

**7 I learn best when I:**

- A. Write things down so I can see it.
- B. Teach a lesson to others.
- C. Am in a lab where I can learn hands-on.

**8 When I take a test:**

- A. I can see answers from the textbook in my mind.
- B. I hear answers in my mind.
- C. It helps to trace answers with my finger.

- 9 I would rather learn a lesson by:
- A. Reading the book.
  - B. Listening to the book on tape.
  - C. Participating in a skit.
- 10 I like teaching others by:
- A. Showing them pictures and then explaining the information.
  - B. Explaining and discussing the information.
  - C. Acting out the ideas.
- 11 I learn to spell best by:
- A. Seeing the words over and over in my mind.
  - B. Saying the words over and over in my mind.
  - C. Tracing the words with my fingers and saying the words while moving around.
- 12 I like to:
- A. See the teacher's facial expressions while hearing a lecture.
  - B. Hear stories and examples while learning.
  - C. Fidget while hearing a lecture.
- 13 When a friend gives me directions, I prefer to:
- A. Receive them by e-mail with a map.
  - B. Hear an explanation of the directions over the phone.
  - C. Be taken there and shown the way by my friend ahead of time.
- 14 I prefer a teacher who uses:
- A. Slides.
  - B. Discussions.
  - C. Demonstrations.
- 15 You purchased a new computer and before setting it up, you prefer to:
- A. Look at the pictures in the manual.
  - B. Get verbal instructions from a friend who has the same computer.
  - C. Try to put it together first on your own.

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*Source:* Questions developed by Raymond Gerson based on many theories of sensory learning styles.

**Scoring:** Add up your choices for each letter and write your totals on the lines below:

Total A's circled \_\_\_\_\_ **Visual**

Total B's circled \_\_\_\_\_ **Auditory**

Total C's circled \_\_\_\_\_ **Kinesthetic**



## Determining Your Primary Learning Preference

Determine the differences between your highest and other two scores. If the difference is three points or more, your highest score represents your primary or main learning preference. If the differences are two points or less, you probably have more than one dominant learning preference. Some people do not strongly favor one over the others and use two or even all three learning models equally well.

No questionnaire is totally reliable in determining your preferred learning style. If you think this assessment was inaccurate, then use your best judgment to decide which is your preferred dominant learning style—after you read an explanation of three learning models in the next section.

“This chapter taught me how to improve my study and learning skills. It also taught me how to help others figure out how they prefer to learn and how to use this knowledge.”

— JESSICA LOZANO

### Sensory Learning Styles

Learning styles are preferred ways of learning. They are how you prefer to take in and process information.

There are many different learning styles. In this section, we will be looking at three learning styles which rely on different senses.

The three primary sensory learning models are: **visual** (eyes or seeing), **auditory** (ears or hearing), and **kinesthetic** (hands or touch). Some schools of thought identify four sensory learning styles by dividing the visual learning style into two segments: a preference for pictures and a preference for seeing and writing words.

**Visual learners prefer and learn best by seeing.** They learn best by turning words into pictures and by seeing visual presentations. Visual learners prefer slides, videos, DVDs, movies, charts, maps, graphs, diagrams, and lots of handouts.

**Auditory learners prefer and learn through listening.** They learn best through class discussions, lectures, teaching others, books on tapes or CDs, and from reading lessons from the book out loud.

**Kinesthetic learners prefer and learn best by hands-on opportunities and demonstrations.** For example, a chart or diagram of how to fix something may not make sense or appeal to kinesthetic learners until they first try fixing it with their hands. It is difficult for kinesthetic learners to sit still and listen to lectures because they like to move around.

### All Three Learning Styles Are Important

Even though most people prefer one learning style over the others, it is of great value to be able to use all three when needed. You can also use your strongest learning style to excel and make up for your less developed styles.

Try to find ways to use your preferred style as much as possible. While reading a textbook, if you are a visual learner, you can draw pictures to give meaning to the words. If you're an auditory learner, you can read out loud and discuss the lessons with others. If you're a kinesthetic learner, you can read while moving about or create a skit and act it out to make the lesson come alive and be understood.



The following section will provide you with additional information about the three sensory styles of learning.



## Tips to Effectively Use Visual, Auditory, and Kinesthetic Learning Styles

### 1. VISUAL

- Use images: photos, colors, maps, charts, and graphs
- Use DVDs, radios, and films
- Create mind or idea maps (these will be explained in Chapter 4) and time-line charts as study aids
- Highlight, circle, and underline the text and your notes
- Read the text before lectures
- Create your own symbols and drawings to illustrate key points
- Create study cards to learn terms and definitions
- Ask your instructors to use more visuals
- Color code to organize notes

### 2. AUDITORY

- Read the text out loud
- Tape lectures and listen to audios
- Participate in study groups to reinforce lessons
- Sit where you can easily hear the lecture
- Avoid studying with disturbing noises in background
- Talk problems through
- Teach yourself lessons in your own words out loud
- Use jingles and rhymes to memorize information

### 3. KINESTHETIC

- Read the text and your notes while walking around the room
- Trace words with your index finger or with a 3 by 5 card while reading
- Study for short periods followed by brief exercise breaks
- Take courses which have labs and field trips
- Study with others
- Get your hands on what you are learning
- Participate in role playing exercises
- Use study cards while moving around
- Use a computer to rewrite your notes
- Read and highlight to create movement and hands-on activity

## DISCOVER YOUR STRONGEST TYPES OF INTELLIGENCES

Our schools value IQ tests, which measure linguistic and logical-mathematical intelligence. Students who are gifted with numerical and reasoning ability and who are good with words and language usually do well in school because much of the learning requires these skills.

“The main benefit of this chapter for me was understanding that even though you may struggle in classes it doesn’t mean you are ‘dumb.’ Learning other methods of intelligence and learning styles can make anybody a genius.”  
— DUSTIN HALL

“So why are multiple intelligences important?”

**Multiple Intelligences are eight different ways to demonstrate intellectual ability.** The theory of Multiple Intelligences was presented by Howard Gardner in his book, *Frames of Mind: The Theory of Multiple Intelligences*.

Dr. Gardner believes that it is important for schools and teachers to recognize and teach in a way that will benefit you by presenting lessons in a variety of ways, if you are gifted with other forms of intelligence.

A student who might be considered to be an underachiever can shine when teachers use a variety of teaching methods such as music, games, role plays, self-reflection exercises, and creative cooperative group activities. For example, a student might have the potential to become an excellent musician, artist, carpenter, or business owner.

So, it is valuable for you to develop and use many of the eight types of intelligences, but you will usually be strongest in one to three of them.

Here are Dr. Gardner’s eight Multiple Intelligences with brief descriptions of each:

Verbal	Ability to use written and spoken language to express oneself and communicate well. Excellent with words.
Logical-Mathematical	Ability to detect patterns and think logically. Problem solving and reasoning ability in math and science. Excellent with numbers.
Visual-Spatial	Ability to create images and understand spatial relationships. This is not limited to visual sight, but is seen within the mind’s eye. Excellent with pictures, graphs, and charts.
Bodily-Kinesthetic	Ability to use the body with skill. Ability to use one’s mind to control bodily movements such as with athletes and dancers. Excellent control of one’s body.
Interpersonal	Ability to understand other’s feelings and intentions. Ability to relate well to others. Often referred to as “people skills.” Excellent with people.
Intrapersonal	Ability to be self-aware and to understand one’s own feelings, thoughts, goals, and actions. Excellent self-knowledge.
Musical	Ability to understand and create musical sounds and recognize musical patterns. Excellent with music, sound, and rhythm.
Naturalistic	Attraction to and understanding of nature and the environment. Attuned to and excellent understanding of nature.

## ACTIVITY 2.2

Now is your turn to determine your multiple intelligences

Your Name \_\_\_\_\_

**MULTIPLE INTELLIGENCES QUESTIONNAIRE**

Rate yourself on the following questionnaire. Check the statements that you strongly agree with. Remember that no questionnaire is totally accurate. You can also get a feel for which Multiple Intelligences are your strongest by reviewing the descriptions and doing some self-reflection.

**1 VERBAL-LINGUISTIC**

- When I share a story from my life, it flows with ease.  
 I love to read.  
 I enjoy writing.  
 It is easy for me to remember poems and quotations.  
 I can easily persuade others or sell them something.  
 I remember a lot of what I read or hear.  
 I express myself well.

\_\_\_\_\_ Total

**2 LOGICAL-MATHEMATICAL**

- Adding, subtracting, multiplying, and dividing are easy for me.  
 I can add up numbers fast without using a calculator.  
 Puzzles are fun and easy for me.  
 I am good at problem solving and enjoy math and science.  
 It is easy for me to remember telephone numbers.  
 I like to investigate things to understand how they work.  
 I prefer making decisions based on logic instead of feelings.

\_\_\_\_\_ Total

**3 BODILY-KINESTHETIC**

- Dancing comes easy, and I am good at it.  
 I am good at sports.  
 I am well coordinated.  
 It is difficult for me to sit still in class, and I fidget a lot.  
 I learn best by doing instead of by watching or hearing.  
 When I study, I like to get up often and move around.  
 Scary rides at a carnival and dare devil challenges appeal to me.

\_\_\_\_\_ Total

**4 VISUAL-SPATIAL**

- I easily understand maps, charts, graphs, and pictures.  
 If I go somewhere once, I can always find my way back.  
 I can easily picture images in my mind.  
 I like drawing and doodling.  
 I prefer a map instead of written directions.  
 I easily turn words into pictures.  
 When I explain something to someone, I like to draw them a picture.

\_\_\_\_\_ Total



**5 INTERPERSONAL**

- I am very social and relate easily to people.
- I am sensitive to how and what people are feeling.
- I like to share and teach others something I just learned.
- People feel comfortable telling me their personal troubles.
- I can easily make people feel comfortable and at ease.
- I really like helping others.
- I like listening to other people tell their life story.

\_\_\_\_\_ Total

**6 INTRAPERSONAL**

- I need time alone to self-reflect.
- I am in touch with my feelings.
- I like keeping a journal or diary of my thoughts and feelings.
- Spending time alone recharges and energizes me.
- I have goals and know what I want.
- I am a deep thinker and think often about what is important to me.
- Self-improvement is very important to me.

\_\_\_\_\_ Total

**6 MUSICAL**

- I learned to play a musical instrument without difficulty.
- I like to sing and often have a song in my mind.
- Music is a very important part of my life.
- I have excellent rhythm.
- If I hear a song once, I remember much of it.
- I like to study with music in the background.
- I listen to a lot of music each week.

\_\_\_\_\_ Total

**7 NATURALISTIC**

- The environment is very important to me.
- I love being outdoors and in nature.
- I have special feelings for plants and animals.
- I like being outside as much as possible.
- I can recognize different types of plants and trees.
- I believe strongly in recycling.
- Environmental pollution and issues concern me, and I take an interest in them.

\_\_\_\_\_ Total

---

*Source:* Developed by Raymond Gerson. Based on Howard Gardner's *Frames of Mind: The Theory of Multiple Intelligences*. New York. Harper Collins, 1993.

## Name your three strongest intelligences in order of preference below.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

Using your multiple intelligence results, you can identify your best study strategies.

## Study Strategies for Each Type of Intelligence



- 1** Linguistic

  - Read the textbook and write down main points in your own words.
  - Teach what you are learning to others.
  - Rewrite class notes.
- 2** Logical-Mathematical

  - Create an outline of the text and organize information into a logical sequence.
  - Create practice quizzes with problems that may be on the test and solve them.
  - View and treat class projects like a scientific experiment.
- 3** Visual-Spatial

  - Create graphs, charts, and pictures.
  - Create pictures to show relationships between concepts and ideas.
  - Review your class notes and draw pictures to remember the words and ideas.
- 4** Bodily-Kinesthetic

  - Pace and move around when you read.
  - Turn a lesson into a skit.
  - Take short exercise breaks when studying.
- 5** Interpersonal

  - Study with and listen to others.
  - Teach the lessons to others.
  - Write papers that contain stories about people.
- 6** Intrapersonal

  - Keep a journal reflecting your thoughts.
  - Make some time to study alone.
  - Set many small goals for what you want to achieve in your classes.

- 7 Musical
  - Memorize by putting words to jingles and music.
  - Play soft music in the background while you study.
  - Listen to pleasant music to relax before going to take exams.
  
- 8 Naturalistic
  - Study outside when possible.
  - When studying inside, surround yourself with pictures of nature or with natural plants.
  - Take breaks from studying and walk around outside.

### Some Career Examples that Match Types of Intelligence

Linguistic	Teachers, writers, and lawyers.
Logical-Mathematical	Scientists, engineers, and computer programmers.
Visual-Spatial	Artists, architects, and inventors.
Bodily-Kinesthetic	Dancers, athletes, and firefighters.
Interpersonal	Counselors, salespersons, and nurses.
Intrapersonal	Writers, psychologists, and inventors.
Musical	Singers, composers, and musicians.
Naturalistic	Environmental scientists, gardeners, and geologists.

### “Successful Intelligence” to Achieve Your Goals

Robert Sternberg, a psychologist and professor at Yale University uses the term, “Successful Intelligence” to identify the type of intelligence needed to accomplish goals. In his book, *Successful Intelligence: How Practical and Creative Intelligence Determine Success in Life*, Sternberg explains the three parts of successful intelligence. It consists of the following three abilities:

- 1 Analytical thinking is needed to analyze and evaluate information. It plays a big role in school success.
- 2 Creative thinking has to do with the ability to come up with new ideas or different ways to solve problems.
- 3 Practical thinking involves putting the first two into action. It helps you to get from where you are to where you want to go.

Let’s say you are trying to decide if a part-time job would be right for you.

Begin by brainstorming and determine several job possibilities that you would enjoy and do well. This process uses your creative thinking skills.

Then, use your analytical thinking ability to evaluate and weigh job options to decide which one is your best choice.

Finally, when you take action by contacting employers and scheduling job interviews, you are using your practical thinking process to get the job you want.

Sternberg was an underachiever in school and did poorly on standardized tests until a fourth grade teacher recognized his ability and potential. He began to believe in himself





and became a successful leader in the field of psychology. His work provides further evidence that IQ and standardized tests measure analytical and recall ability, but this ability alone does not necessarily result in success in a career or in relationships.

I have a friend who did not do well in college and dropped out after his first year. He had learning disabilities and ADHD, but only discovered this years later. Unfortunately, he did not get the right type of support because his learning disabilities were not identified at the time. However, he had strong creative and practical intelligence, and today he makes over one million dollars a year with his own Internet business.

Remember to use all three: analytical, creative, and practical thinking, which makes up Successful Intelligence, and this will help you to achieve success in school, career, and life.

“When you know what kind of learner you are it helps you to pinpoint exactly how to learn in better ways. After taking the self-evaluations I found out that my learning type was kinesthetic. This means I learn more from hands-on activities than I do from listening to a lecture. The stuff I learned from taking this course will help me make better decisions, know myself better, use better learning strategies, and much more.”

— KATE ELLIS

**ACTIVITY 2.3**

Use your creative thinking to brainstorm five ways (below) that you can use to be more successful in school:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_



**Analyze** the five ways you listed and decide on the best choice for you. Use your **practical thinking** to take action and use the method you selected to improve a grade on an upcoming test.

**Emotional Intelligence Can Increase Your Success**

Daniel Goleman wrote a groundbreaking book called, *Emotional Intelligence: Why It Can Matter More Than IQ*. Goleman discussed a form of intelligence in the book which he referred to as Emotional Intelligence (EI). EI is the ability to know, use, and manage your emotions.

A person with high Emotional Intelligence tends to be more successful in life than someone with low emotional intelligence, even if his or her IQ score is average. There have been people with high IQ scores who did not do well in their careers because of low EI.

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## Daniel Goleman's Five Components or Parts of EI

- 1 **Self-awareness** – Ability to understand your emotions and their effect on others. It also includes your ability to identify and monitor your emotions.
- 2 **Self-regulation** – Ability to control your impulse to act before thinking.
- 3 **Motivation** – Ability to pursue your goals and work for reasons that go beyond external rewards such as money and recognition.
- 4 **Empathy** – Ability to put yourself in another person's shoes and to understand what they are feeling.
- 5 **Social skills** – Ability for you to relate well to others and manage relationships effectively.

*Source:* Goleman, Daniel. *Emotional Intelligence: Why It Can Matter More Than IQ*. Bantam, 1997, p. 43–44.

Emotional Intelligence is especially important in today's workforce because of the need for teamwork among different types of people. Many projects are done in teams today, and it is important for you to be able to work well with many different types of people. EI is also very important for you if you want to become a manager or leader.

The good news about EI is that you can develop and increase it. By using many of the strategies in this book, you will automatically increase your Emotional Intelligence. You can purposely develop your self-awareness, ability to manage yourself, awareness of others, and your ability to relate to others.

### JOURNAL ASSIGNMENT

Think about your educational journey up to this time in your life. Recall a time in elementary, middle school, high school, or college in which you used one of the types of intelligence discussed in this chapter. Perhaps you surprised yourself or others by using an ability that you didn't know you had and it resulted in an achievement.

Write at least one page in your journal explaining what type of intelligence you used, how it made you feel, and what was the outcome or achievement.



### QUESTIONS TO ANSWER IN YOUR JOURNAL AND DISCUSS WITH OTHERS

- What is my preferred learning style and strongest type(s) of intelligence(s)?
- What are the three ways I plan to use my type(s) of intelligence(s) to succeed in college?
- What were my thoughts and feelings when I learned that there were different types of learners and intelligences?
- What are a couple of careers worth exploring and researching that might allow me to use my strongest types of intelligences?

**AUTHOR'S NOTE**

Many students do poorly in school or drop out, even though they are capable of succeeding. A student might think he is “dumb” or “a slow learner” when he is actually smart in his own way. Unfortunately, in some cases, neither the student nor teacher has recognized the student’s ability and how to use it in school. I have seen many students begin to excel in school when they discovered their preferred learning styles and strongest types of intelligence. I know you can do the same.

When I first heard about Dr. Gardner’s theory of Multiple Intelligences in the early 1980s, a light went on in my mind. I realized that this knowledge of Multiple Intelligences and how to use them was missing when I was in school, and that it would help many students just like you.

RAYMOND GERSON

**Student Success Story**

*In the following story, a student talks about how “dumb” he felt for years before finding out about his strongest forms of intelligence. He expresses his anger because no one taught him about multiple intelligences and learning styles until college, and his gratitude at finally getting this knowledge.*

**Smart After All**

By Rodney Richardson

For many years, I struggled in school and felt stupid. I compared myself to everyone else and they seemed to be smarter than me. I saw myself as a slow learner.

I was always restless in school, got bored easily, and it was hard for me to sit still and pay attention. My role was to be the class clown and make people laugh, which made me popular with the other students, but often in trouble with my teachers. I love talking with people and having fun.

I was diagnosed with ADHD a few years ago, which I guess explains why paying attention to the teachers was so hard for me. Accidentally, I discovered that I learn more when I read a book and dance around the room at the same time. I love music and play the guitar. I’m also a good dancer. So, when I would put on music and read while dancing around, it would help me remember more. Also, if I put anything to a jingle or rap it helps me to learn it better.

I didn’t know anything in middle school or high school about learning styles and multiple intelligences. When I took this course, I learned about these things. Now it makes sense why I learned better while dancing around the room. I see now that I have my own kind of intelligence and I am good at a lot of things. I have a gift for music, dancing, and relating to people. I am a kinesthetic learner which explains why I get restless when the teacher only gives lectures. Now I know that I learn best hands-on, during field trips, labs, performing skits, and things like that.

All those years of comparing my weaknesses to other people’s strengths was really dumb. I feel kind of angry that nobody taught me these things in school until now. Many kids drop out thinking they aren’t smart when they can do a lot of things well.

This information about learning styles and types of intelligence hit me like a bolt of lightning. Now I get how I am smart and somebody worthwhile. Even though I could have really used this information earlier in my life, I’m grateful to have it now. It’s already helping me to do better in my other classes.

Many teachers probably never expected me to go anywhere in life. I plan to prove them wrong. I now expect to be successful in college and to do something great with my life.

## ACTIVITY 2.4

## Goal for the week



In Chapter 1, you set a small goal for the week. In Chapters 2–8, you will have an opportunity to continue this process. Setting and achieving at least one small goal each week will increase your number of successes and build your self-confidence. Make the goal specific and measurable. An example follows:

**I will achieve the following goal:** Make a ninety or above on my math test this Friday.

**Three steps I will take to achieve my goal:**

- ① Study my class notes and math chapters for three hours this week.
- ② Get one hour of tutoring in math.
- ③ Create and take a practice math quiz before the actual test.

Now you try it.

**I will achieve the following goal this week:** \_\_\_\_\_

\_\_\_\_\_

**Three steps to achieve my goal:**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

## CHAPTER 2 MAIN POINTS

- There are many different learning styles and types of intelligence.
- You can increase your success in school by knowing and using your unique abilities.
- Your intelligence is not fixed at birth, and you can increase it throughout your life.
- Your IQ score only measures a couple of types of intelligence. A student with an average IQ score can excel in school, career, and life by using her preferred styles of learning and best types of intelligences.

In Chapter 3, you will be learning time management skills and strategies. These skills will help you to make the best use of your time and will provide you with another major key to the success you want.

COLLEGE SUCCESS CAN BE THE GATEWAY TO YOUR DREAMS

Want to have a career you love and do well?

THIS BOOK CAN HELP YOU

# ACHIEVE

## COLLEGE SUCCESS

You spend years studying different subjects in school, but not yourself. Self-knowledge is power and leads to wise choices. You need to know how to: study effectively, learn to learn, use your natural abilities and talents, identify majors and careers that are a good match for you and create a successful life. And this book can help.

Here is professional guidance to help you:

- Determine and accomplish your goals
- Discover and use your best learning styles and types of intelligence
- Make the best use of your time
- Study, learn, understand and succeed in school
- Take great notes and write excellent papers
- Develop memory and test taking strategies for great success
- Identify your college major, your skills and matching careers
- Create the life you want and make a positive difference

“This book and course changed my mindset and gave me the instruction to become a successful college student. I received my Associate Degree, I am gainfully employed and working on my BA.”

-**Alecia Wells**, Former Student at Austin Community College

“I have been using your book with my students. This book is life-changing. It not only teaches school success, but also life success.”

-**Kelly Holland**, Teacher, Irion County ISD



▶ **RAYMOND GERSON** has over 50 years of experience teaching personal and career development. For over ten years he has been teaching college success courses for Austin Community College in Austin, Texas. He wrote *Achieve College Success: Learn How in 20 Hours or Less* to help you succeed in college and achieve your dreams.



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