

## Garnder In a Nutshell

### **Contents of the Mind** (Ideas), Chpt. 1

- Concepts
- Stories
- Theories
- Skills

### **The Seven "Levers of Mind Change:** (his framework for the book, Chpt. 1, p. 15-18)

- Reason (logic, analogy, analysis, argumentation)
- Research (data, formally collected or from experience)
- Resonance ("it feels right")
- Representational Redescriptions (words, numbers, tables, pictures, graphics, sounds..)
- Resources & Rewards (for one behavior vs. another)
- Real World Events (societal events, health or personal crisis, etc.)
- Resistances (natural resistance to change, power of childhood theories)

**QUESTION: Think back to the "mind change event" you wrote about at the beginning of term. Analyze your own event- which factors came into play?**

### **The Power of Childhood Theories,** Chpt. 3

Based on evidence of the senses - they are validated from time to time.

By living in and observing the world, children build powerful theories about matter, life, mind, and human relationships. See p. 55 for the big childhood theories.

These childhood theories are strongly engraved in our minds. They are very enduring and difficult to alter. Many of these theories are simply wrong.

**QUESTION: How best to change a flawed childhood theory?**