

CULTURAL CONTINUA

6 5 4 3 2 1 0 1 2 3 4 5 6
Concrete experience **Abstract conceptualization**

Concrete experience

Concrete experience-oriented people believe experience forms the basis of truth. They see truth in the context of concrete experiences and situations. Truth is communicated through practical illustrations, shared concrete experiences and real-life examples. Truth exists whether or not it can be explained. It is often measured by who says it or one's own experience: "If he or she said it, it must be true" or "I have experienced it, so it must be true."

Abstract conceptualization

Those oriented toward abstract conceptualization enjoy concepts, principles, theories, models, diagrams, and proofs. They believe truth can be conceptualized separate from experience. To them, truth is logical, therefore, logic is the measure of truth. They say, "If it isn't logical, it can't be true." Truth is truth no matter who says it. Truth is communicated through logical arguments.

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Contextual logic **Linear logic**

Contextual logic

Those oriented toward contextual logic learn by being exposed to what was appropriate in a variety of contexts or concrete experiences, their own or others. This exposure may come through personal experience, observation of others, or information through historical accounts, stories, or parables. They then are supposed to be able to know what to do in other similar situations. Wisdom is seen more as a result of experience than intelligence. Modeling and mentoring are effective teaching methods among these people.

Linear logic

People having a bent toward abstract conceptualization also tend to have an orientation toward a form of logic often referred to as linear or Aristotelian logic. This form of logic lines up facts, observations and assumptions in a related order leading to a natural conclusion. The phrase "line of reasoning" reflects such a reliance upon this form of reasoning and is also typified by such words as "thus" and "therefore." Linear thinkers often think of contextual thinkers as illogical or scatter-brained. The opinion of contextual thinkers of linear thinkers is that they are insensitive, simple-minded, and unsophisticated.