

The Six Professors You Meet in College

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Course: *UNIV 100*
Title: *Freshman Seminar* (3 units)

“Leaders are their own best teachers. They accept responsibility and gain from their own experience and that of others.”
--Warren Bennis (1925-)

Preface

Students will need to complete at least 120 units to graduate. Each class is approximately 3 units, and in general, it is unusual for a student to take the same professor twice. So students will need to understand, and perhaps predict, the behaviors and interactions of 40 ($120 \div 3$) distinct professors. With respect to *extrinsic* motivation on the part of students, students want to communicate with professors well, if only to earn strong grades. With respect to *intrinsic* motivation on the part of students, students want to interact with professors well, if only to have to have a satisfying college experience. Students will likely come to know their own learning and communication styles over time, but students may have some difficulty discerning the learning and communication styles of their professors. Therefore, developing an understanding of various communication styles is a productive exercise for students.

Acknowledgements

The *title* of this document is inspired by a popular book—Albom, M. (2004), *The Five People You Meet in Heaven*, Hyperion.

The *purpose* of this document is drawn from a popular article—Gabbrro, J. (1993), “Managing Your Boss”, *Harvard Business Review*, May/June, 71(3), Harvard Business Publishing.

The *details* of this document are excerpted and adapted from a book—Pauley, J. A., and Pauley, J. F. (2009), *Communication: The Key to Effective Leadership*, ASQ Quality Press: Milwaukee, WI.

<i>Successful Communication Techniques</i>	Mr. Workaholic	Prof. Persister	Ms. Reactor	Dr. Dreamer	Miss Rebel	Mr. Promoter
<i>How does this individual often perceive the world?</i>	Thoughts	Opinions	Emotions (feelings)	Inactions (reflections)	Reactions (likes and dislikes)	Actions
<i>What motivates this individual?</i>	Recognition for work and time structures	Recognition for work and conviction	Recognition of person	Values solitude; needs clear directions	Playful contact; engaging discussions	Values incidence and purposeful action
<i>What might be a good interaction style?</i>	Democratic (shared norms/participation)	Democratic (shared norms/participation)	Benevolent (everyone is nurtured individually)	Autocratic (the student initiates the conversation)	<i>Laissez Faire</i> (minimum of direction)	Autocratic (student is clear about her or his goals)
<i>What are good approaches to use?</i>	Be concise and don't be repetitious	Ask or give information clearly	Use soothing tones and gentleness	Manage expectations; don't criticize	Tone is upbeat, energetic, and enthusiastic	Say things in a "matter-of-fact" way
<i>What might be examples of successful communication? (e.g., books)</i>	"Professor, how do you make time to read all of the books in your office?"	"Professor, how did you collect all these important books on this subject?"	"Professor, I am impressed by the selection and variety of books in your office."	"Professor, I'd like to learn more on this subject. What book would you recommend?"	"Professor, I really liked that book. I thought I was the only one who liked it!"	"Professor, can you tell me when the next campus book fair will be?"