

A WARM WELCOME TO ALL



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Often Parents only see the consequence of a problem and tend to look for solutions, rather looking for the cause of the problem. The child may be falling in his class as he lacks the ability to learn the form taught in class.

For e.g. a child is falling in History cause of his reading and writing skills not cause of the memory problem or a child weak in Chemistry can be actually the weak in Mathematics and due to the calculations in Chemistry is not achieving the desired results.

This report will help the parents to understand the innate characteristic and communication mode of their children and provide them the most appropriate learning habit from young age and improve learning ability effectively, also can help the parents to understand the development of multiple intelligence and potential discovery of their children and thus improving their weakness during learning process in order to achieve all round development.



TOPICS COVERED IN SESSION:1



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Dermatoglyphics

- **History**
- **Types of Fingerprints**

Multiple Intelligence

- **Types**
- **Best use of Multiple Intelligences**

Learning Styles

- **Visual**
- **Kinesthetic**
- **Auditory**

Benefit of DMIT

- **Children**
- **Corporates**
- **Adults**

DISC Profile

- **Dominance * Steady**
- **Influential * Compliance**

HISTORY



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DR. HAROLD CUMMINS

Doctor Harold Cummins is universally acknowledged as the *Father of Dermatoglyphics*. Harold studied all aspects of Fingerprint analysis from anthropology to genetics, from embryology to the study of malformed hands with from two to seven fingers. He wrote a book named *Fingerprints palms and soles*, which is called the *Bible of Dermatoglyphics*.



SIR FRANCIS GALTON - 1888



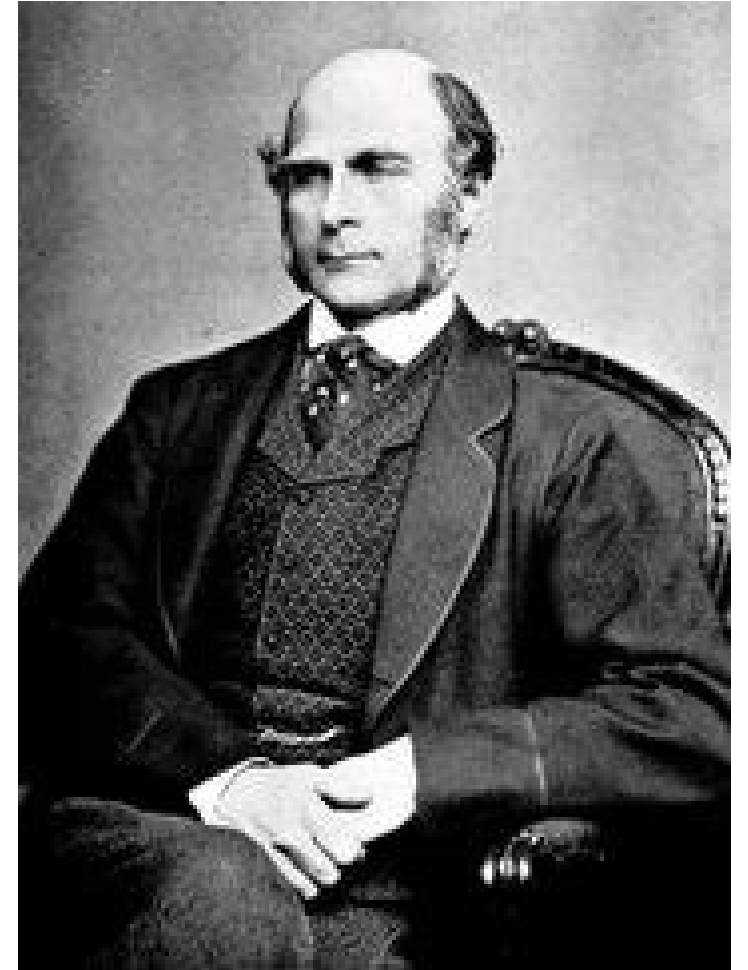
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Sir Francis Galton, a British anthropologist and a cousin of Charles Darwin, began his observations of fingerprints as a means of identification in the 1880's.

In 1892, he published his book, "*Fingerprints*", establishing the individuality and permanence of fingerprints. The book included the *first classification system for fingerprints*.



WILL & WILLIAM WEST



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1903 Will West incident

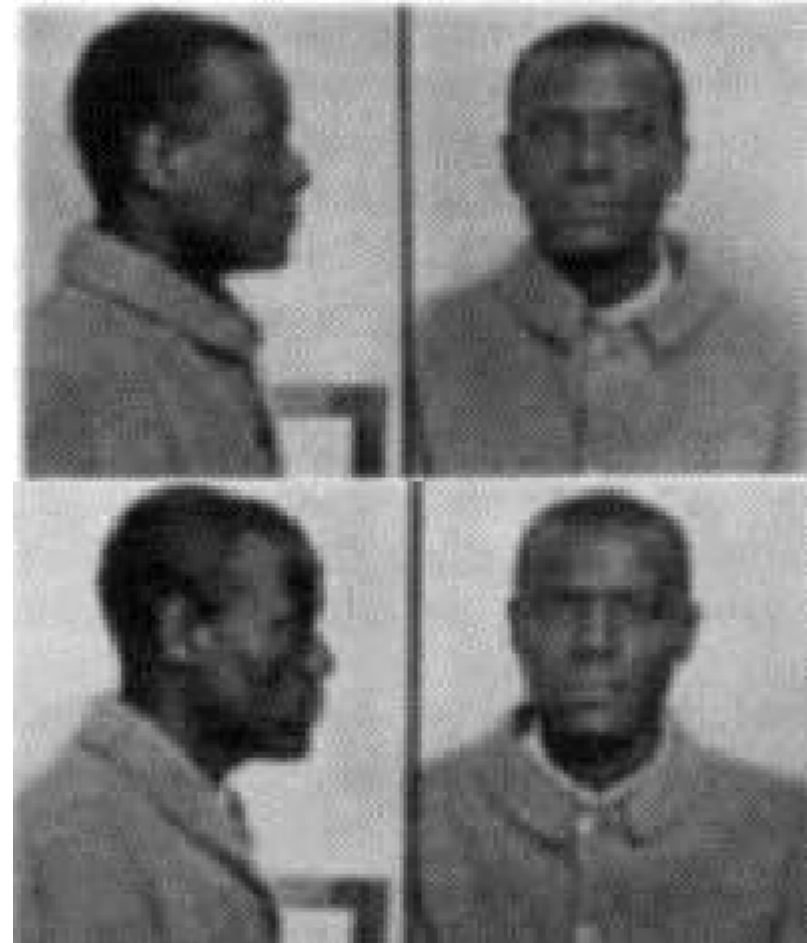
- Fort Leavenworth prison

- New prisoner Will West
couldn't be distinguished from
unrelated inmate with same

- name by anthropometry

- Discovered that their

fingerprints differed



DERMATOGLYPHICS

Dermatoglyphics refers to the branch of science which studies the patterns of skins (dermal) ridges present on the fingers, toes and the soles of human. Its reveals the congenital links between our fingers and our intrinsic qualities and talents.

Dermatoglyphics has absolute scientific basis, with 200 years of research. It is analyzed and proven with evidence in anthropology, genetics, medicine and statistics.



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HOW FINGERPRINTS ARE FORMED?



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FINGERPRINTS



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A fingerprint is an ***INDIVIDUAL CHARACTERISTIC***

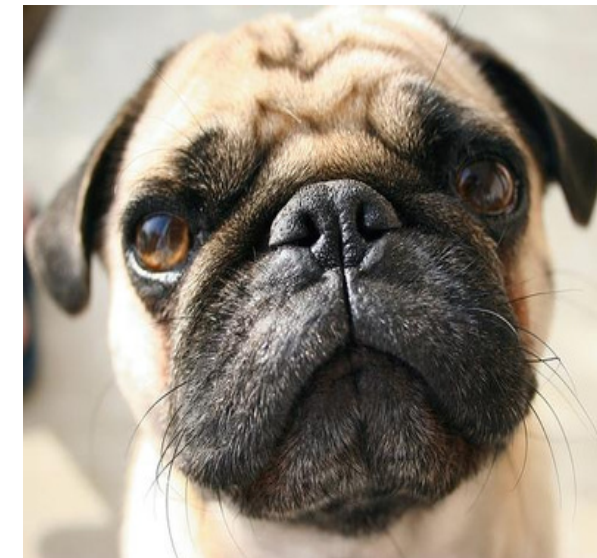
No two are alike and no two have yet been found to possess identical ridge characteristics.

When a woman is expecting fingerprints start developing from 13th week and end by 19th week.

Fingerprints are the product of your genes as well as the environment of the womb through nutrition, blood pressure and contact with the womb.

Once developed, fingerprints do not change over the course of your life, although they may be altered or scarred.

A dog's paw print may look pretty generic but their nose print is actually as unique as a human fingerprint.





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TYPES OF FINGER PRINTS





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TYPES OF PRINTS

FINGERPRINTS HAVE GENERAL RIDGE PATTERNS FOR CLASSIFICATION:

Divided into three classes:

- LOOP
- WHORL

- ARCH

**60-65% OF THE POPULATION HAS
LOOPS 30-35% WHORLS
AND 5% ARCHES**



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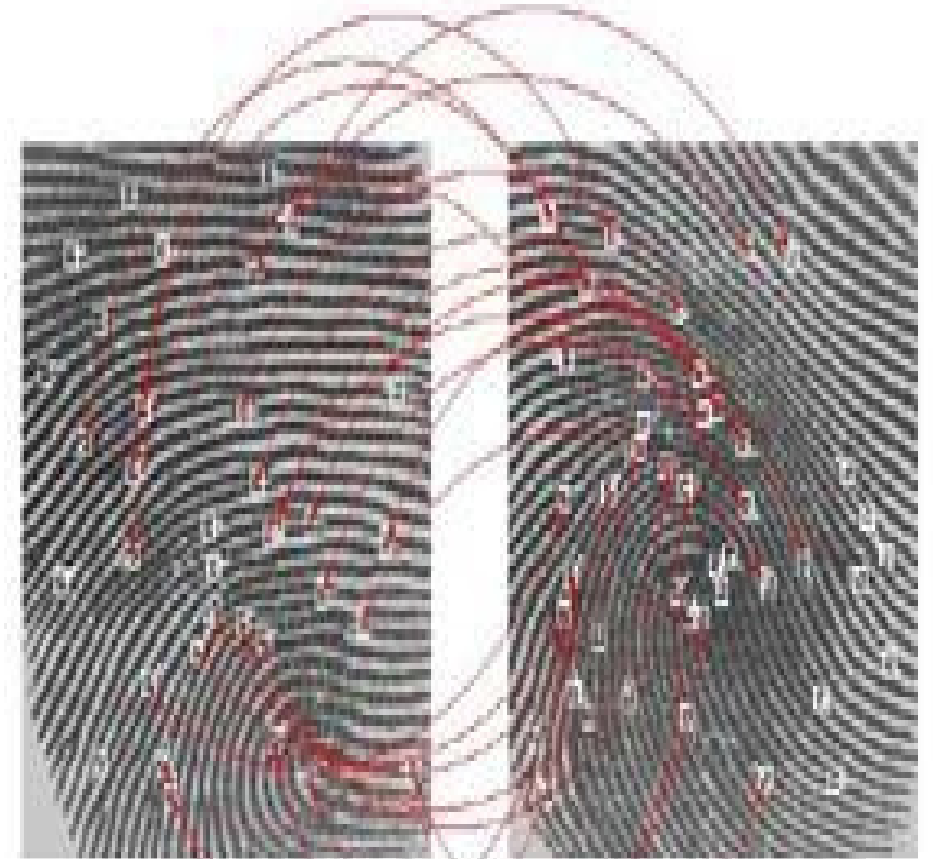
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ALSO....

Individuality is not determined by general shape or pattern but by a careful study of its **Ridge characteristics**

Identity- number- and relative location of features that impart individuality.

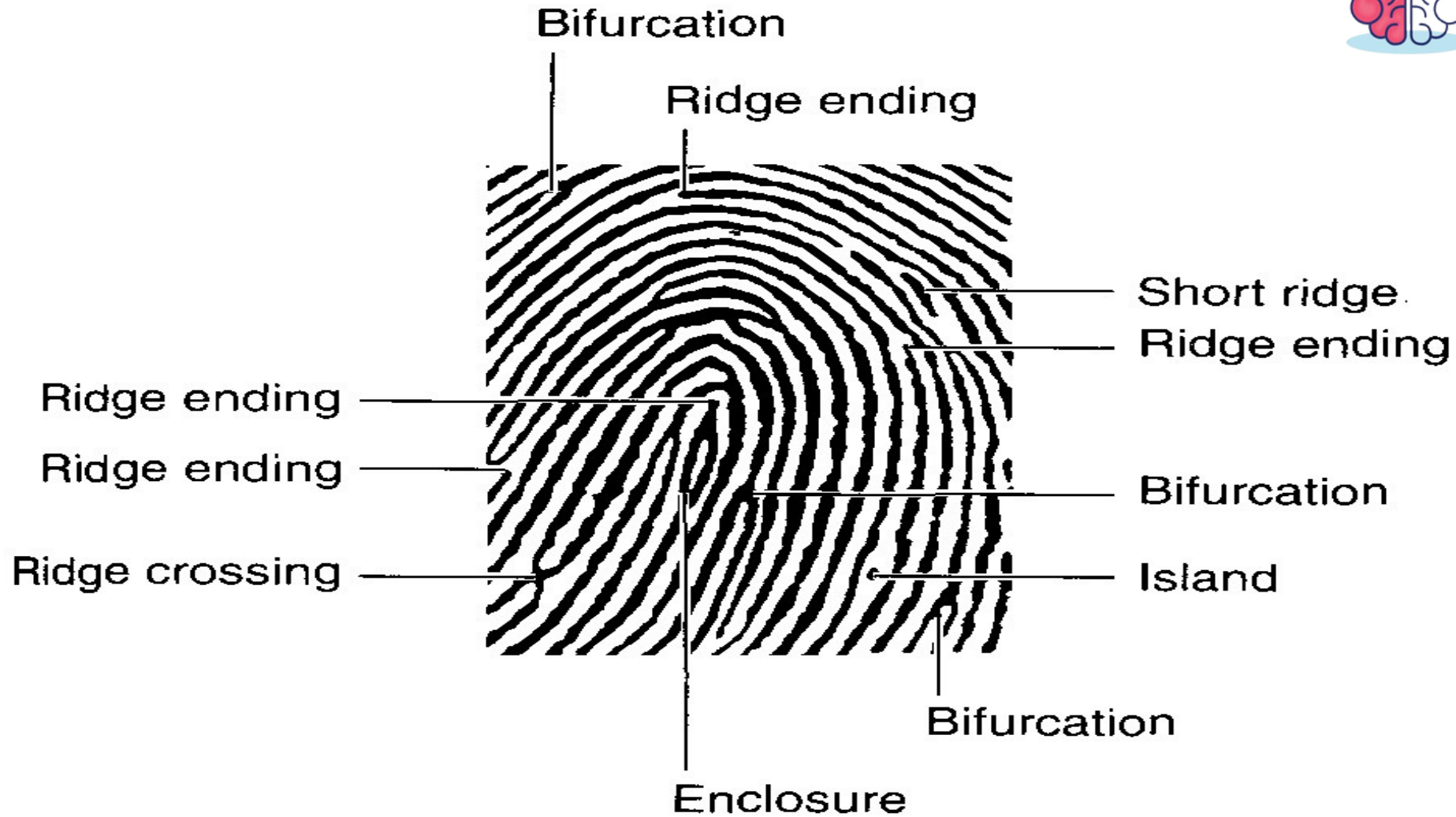




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DR HOWARD GARDNER

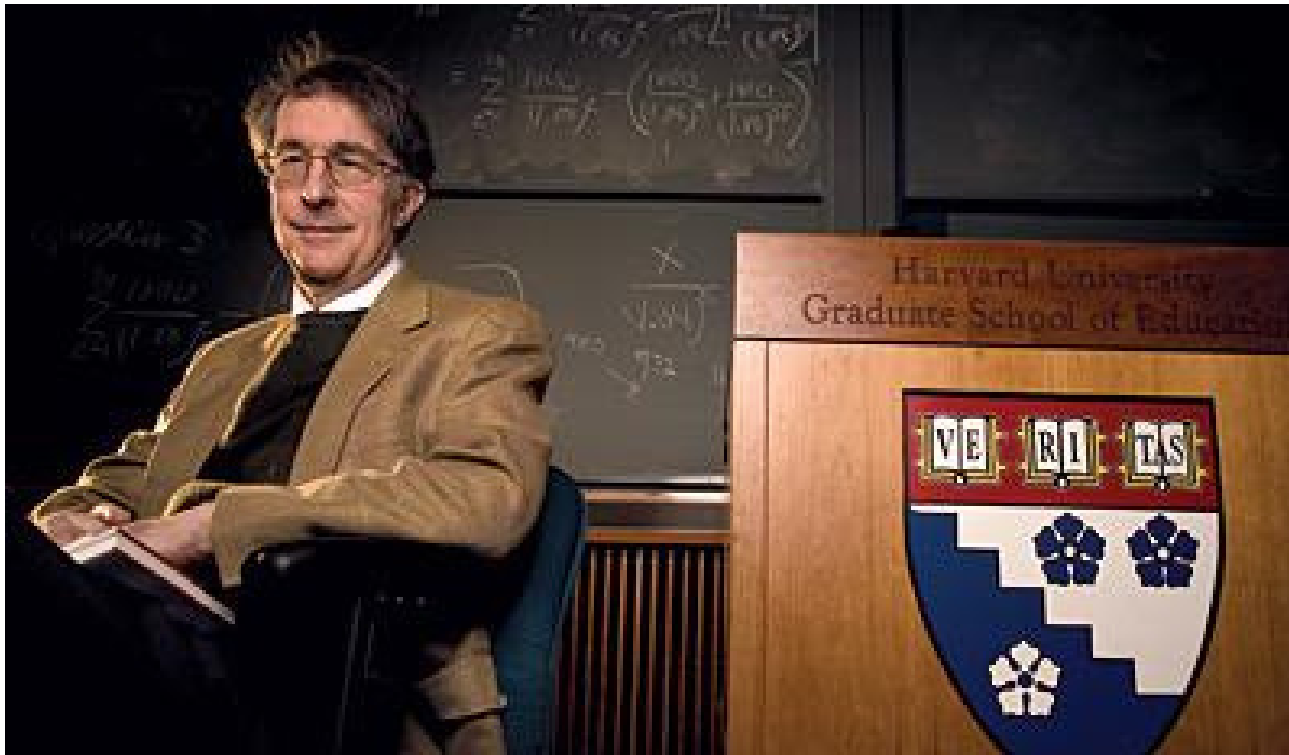


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MULTIPLE INTELLIGENCE THEORY!



CAN WE FIND THE SOLUTION?



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**Is the life really fair?
Does the life give us second
chance? Can we covert our into
weakness strength?
Why other people are getting eas
success?**

y

**LET'S FIND THE ANSWERS WITH
THESE REAL LIFE EXAMPLES**



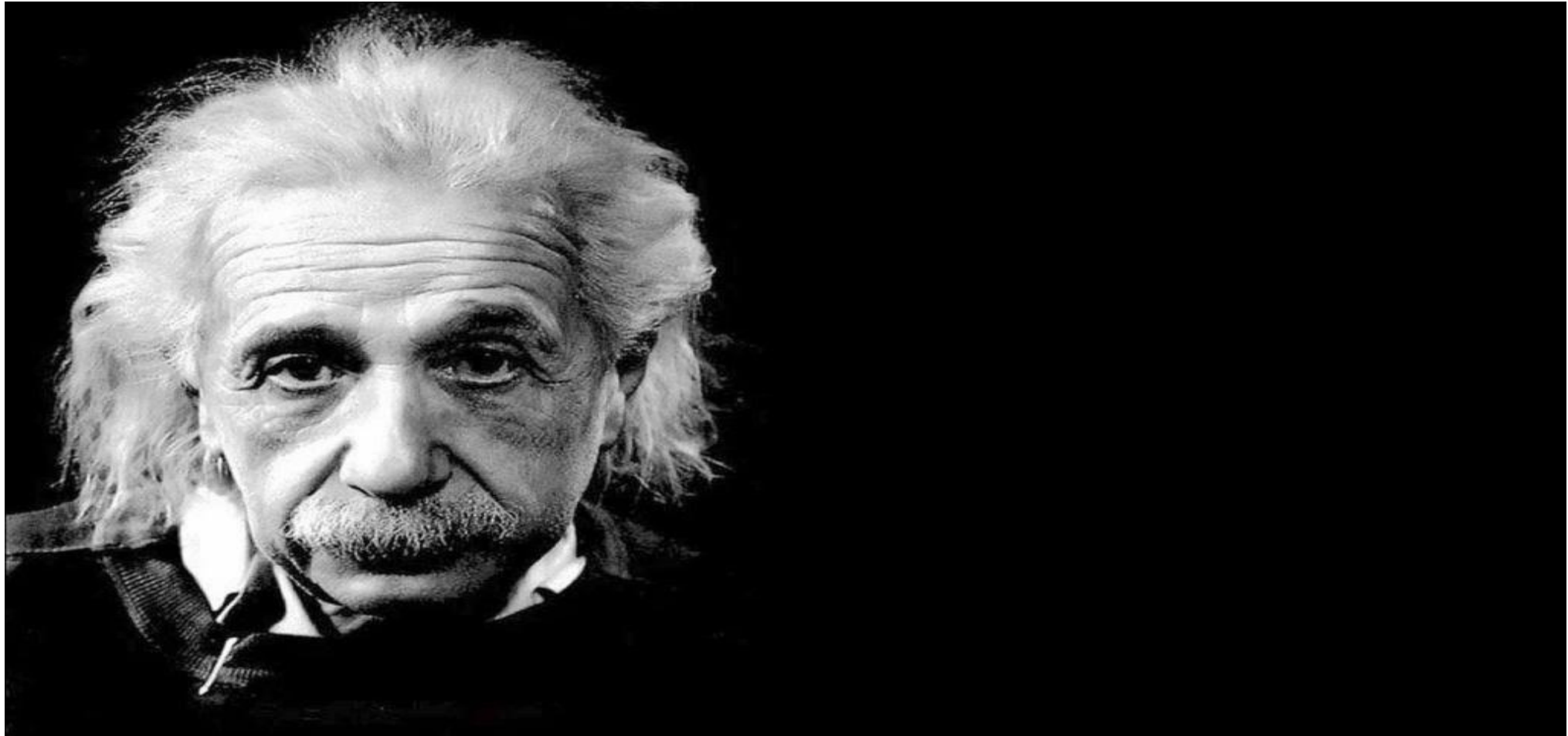
ARE WE ALL AS SMART AS THIS GUY?



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WE JUST NEED TO DISCOVER THIS SECRET



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Derek Paravicini was an extraordinary pianist, despite being **blind** and having severe learning difficulties.



Derek was born 25 weeks premature, and weighed barely over half a kilogram.

As a result of the oxygen therapy Derek required, he lost his sight and grew up with a severe learning disability.

By the age of four, he had taught himself to play piano by ear. He played his first major concert at the *age of nine.*

**Pretty
Impressive!**



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SIR ALONZO CLEMONS

Alonzo Clemons suffered brain damage as a result of a fall when he was a child. Although his IQ is only between 40-50, Alonzo has a photographic memory and creates amazingly realistic sculptures after just glimpsing at an animal.





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After Detailed study and Research Dr Harvard Gardner developed Theory of Multiple Intelligences.



We've probably all heard someone say something like, *"I'm a math person."* This person is identifying the type of intelligence at which they're strongest



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So are non-math people
unable to succeed in
mathematical subjects?

Absolutely not!



MUSICIANS



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ARCHITECTS



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NATURALISTS



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ARTISTS



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DESIGNERS



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DANCERS



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ARTISANS



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This theory proves that there are different Multiple Intelligences in all of us just proportion varies.

THE DEGREE OR PROPORTION OF MULTIPLE INTELLIGENCES VARIES BETWEEN EACH TYPE OF INTELLIGENCE IN EVERY INDIVIDUAL



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MULTIPLE INTELLIGENCES

Linguistic = Word smart

Logical-mathematical = Reasoning/Number
smart

Spatial = Picture smart

Bodily-Kinesthetic = Body smart

Musical = Music smart

Interpersonal = People smart

Intrapersonal = Self smart

Naturalist = Nature smart

LINGUISTIC -WORD SMART



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Word smarts (or linguistic intelligence) is the ability to use language effectively, whether orally or in writing. This includes the ability to manipulate the structure or syntax of language, the sounds of language, the meanings of words, and the practical uses of language



Foreign language teaching, natural language processing, speech recognition, speech synthesis, language data analyst, Editor (for a publishing house, working with government or educational documents), Content writer, translator/editor, interpreter, speech pathologist/therapist, accent coach, audiologist, college/university professor, lawyer, librarian, civil service employee, foreign relief worker, computer programmer, writer/editor, marketing specialist.



LOGICAL-MATHEMATICAL - REASONING/ NUMBER SMART



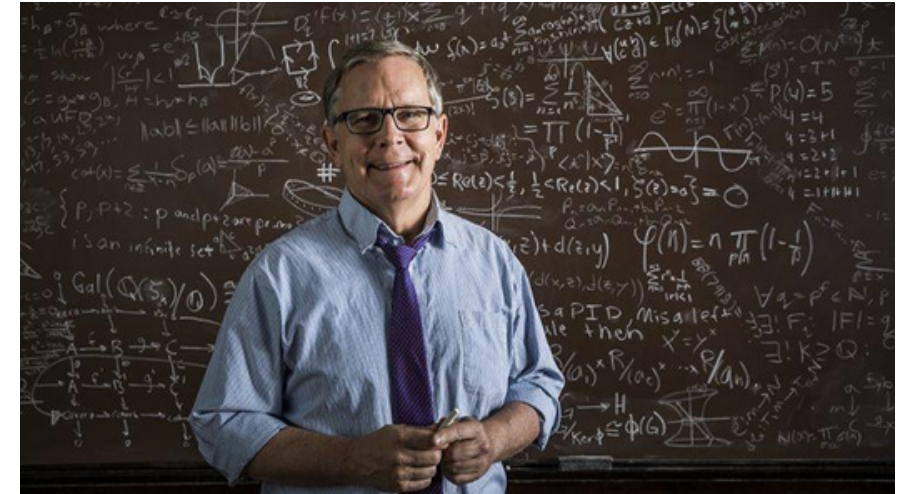
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Logic smarts (**logical** - mathematical **intelligence**) is the capacity to work with numbers and to reason well. This includes discerning **logical** patterns or relationships and efficiently categorizing, classifying, and calculating information and data.

Accountant, Computer analyst, Computer technician, Computer programmer, Database designer, Economist, Engineer, Lawyer, Mathematician, Network analyst, Pharmacist, Physician, Physicist, Researcher, Statistician etc.



SPATIAL -PICTURE SMART



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visual-spatial ability is the ability to mentally manipulate 2-dimensional and 3-dimensional figures. It is typically measured with simple cognitive tests and is predictive of user performance with some kinds of user interfaces.

Recognizing patterns and relationships in space is easy for these learners.

Sketching, painting, and multimedia activities keep them interested and involved.

Artist, Architect, Graphic Designer, Event Manager, Fashion Designer, Interior Decorator, Photographer, Pilot, Sculptor Artist, Strategic planner, Surveyor, Truck driver, Urban planner, Photographer, Sketch artist, Painter etc.



BODILY-KINESTHETIC -BODY SMART



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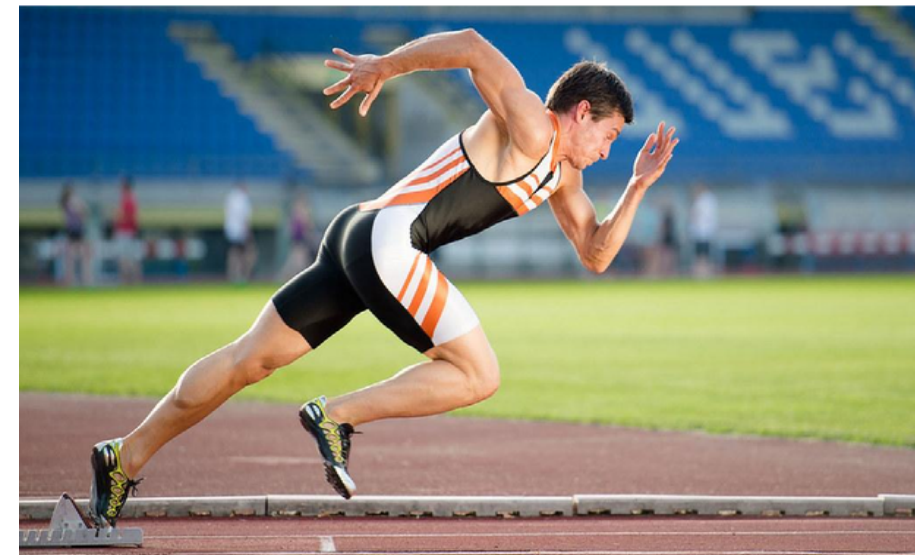
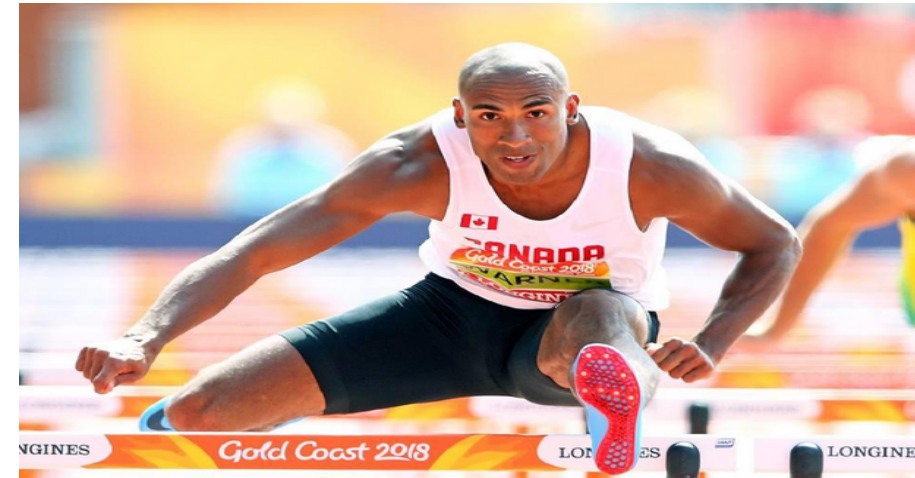
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People with Kinesthetic intelligence learn through movement and experimentation. They enjoy sports and activities that require physical exertion and mastery. Some Kinesthetic people enjoy the artistic side of movement such as dance or any kind of creative movement. These artistic types enjoy acting and performing in front of an audience.

People with Kinesthetic intelligence enjoy building things and figuring out how things work. They like to use their hands and are very active. They have excellent motor skills and coordination. They are very physical and are keenly aware of their bodies. Bodily/Kinesthetic is one of several Multiple Intelligences.

Athlete, Dancer, Mechanic, Actor / Actress, Performer, Physical Education Instructor, Craftsman, Physical Therapist, Farmer, Carpenter, Builder, Park Ranger, Firefighter, Paramedic, Army man, Gym Instructor, Stuntman, Hikers.



MUSICAL -MUSIC SMART



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Music smarts (or musical intelligence) is the ability to perceive, discriminate, transform, and express musical forms. This includes being sensitive to rhythm, pitch, melody, and timbre of music. In other words, people who have highly developed music smarts tend to love music and rhythmic sounds.

They interact with their environment through sound and vibration. Because various sounds have a heightened effect on them, they are good at any occupation that requires sensitivity to rhythm, pitch, and melody

Audiologist, Choir director, Music conductor, Music critic, Music publisher, Music promoter, Music retailer, Music teacher, Music therapist, Piano tuner, Recording engineer, Songwriter, Sound editor, Speech pathologist.



INTERPERSONAL -PEOPLE SMART



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Interpersonal intelligence is the ability to understand and interact effectively with others. It involves effective verbal and nonverbal communication, the ability to note distinctions among others, sensitivity to the moods and temperaments of others, and the ability to entertain multiple perspectives.

People matter!

Interpersonal intelligence helps people work well with one another because they have the ability to relate and understand others.

Leader, Manager, Politician, Clergy, Social Worker, Receptionist, Sales Representative, Counselor, Child Care, Coach, Psychologist, Actors, Team leader, Teacher, HR Manager etc.



INTRAPERSONAL -SELF SMART



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The word **intrapersonal** means “within the self”—so, “**intrapersonal intelligence**” is another term for self-awareness or introspection. People who have high **intrapersonal intelligence** are aware of their emotions, motivations, beliefs, and goals.

They had the ability to understand themselves, appreciate their own feelings, fears and motivations. People with **intrapersonal intelligence** are skilled at self-reflection and know themselves very well. They are in touch with themselves, who they are, what they need and what they can accomplish.

Writer, Theologian, Career counselor, Consultant, Criminologist, Energy healer, Personal counselor, Philosopher, Program planner, Back hand support, Technician, Data Analyst, Stock broker, Wealth Planner, Finance manager, Analyst ETC.



NATURALIST -NATURE SMART



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Nature smarts (or naturalistic intelligence) is the ability to know about and relate well to one's natural surroundings. This includes having a greater sensitivity to nature and one's place within it, being able to nurture and grow things, and easily caring for and interacting with animals.

It may also include being able to discern changes in weather or fluctuations in the natural surroundings. In other words, people with highly developed nature smarts tend to understand the natural world of plants and animals. They enjoy exploring and working outdoors.

Tour Guide, River Rafting Guide, Geoscientist, Landscape Architect, Forester, Archaeologist, Surveyor, Camp Counselor, Geographer, zoologist, Botanist, Agricultural science, Garden designer, Ayurveda Science, Bioregional guide.





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OUR NEXT SEGMENT IS DIFFERENT TYPES OF LEARNING STYLES

LEARNING STYLES

- Learning styles are various approaches or ways of learning.
- They involve educating methods, particular to an individual that are presumed to allow that individual to learn best. Most people favor some particular method of interacting with, and processing information.
- The 3 main learning styles are :
 1. Visual
 2. Auditory
 3. Kinesthetic



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See it

Visual



Say it

Auditory



Do it

Kinesthetic



V A K



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	Visual	Auditory	Kinesthetic
To Teach something	Write instructions	Explain verbally	Demonstrate
Tend to say	I see what you mean	I hear what you are saying	I know how you feel
Tend to say	Show me	Tell me	Let me try
Learning a new skill	Watch what the teacher is doing	Talk through with the teacher	Like to give it a try and work it out
Find it easiest to remember	Faces	Names	Things done
When meeting with an old friend	Say "it's great to see you!"	Say "it's great to hear your voice!"	Give them a hug or a handshake



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HOW DERMATOGLYPHICS AND MULTIPLE INTELLIGENCE IS CONNECTED?

In recent years, Dr. Chen Yi Mou focused on developing the combination of the relationship of skin grains, genes, psychology, and development of mind along with educational, medical and science experts such as “Multi-wisdom” theory published by Dr. Howard Gardner of University of Harvard, aiming to provide tailor made education for every individual with special potential so as to donate to the society.

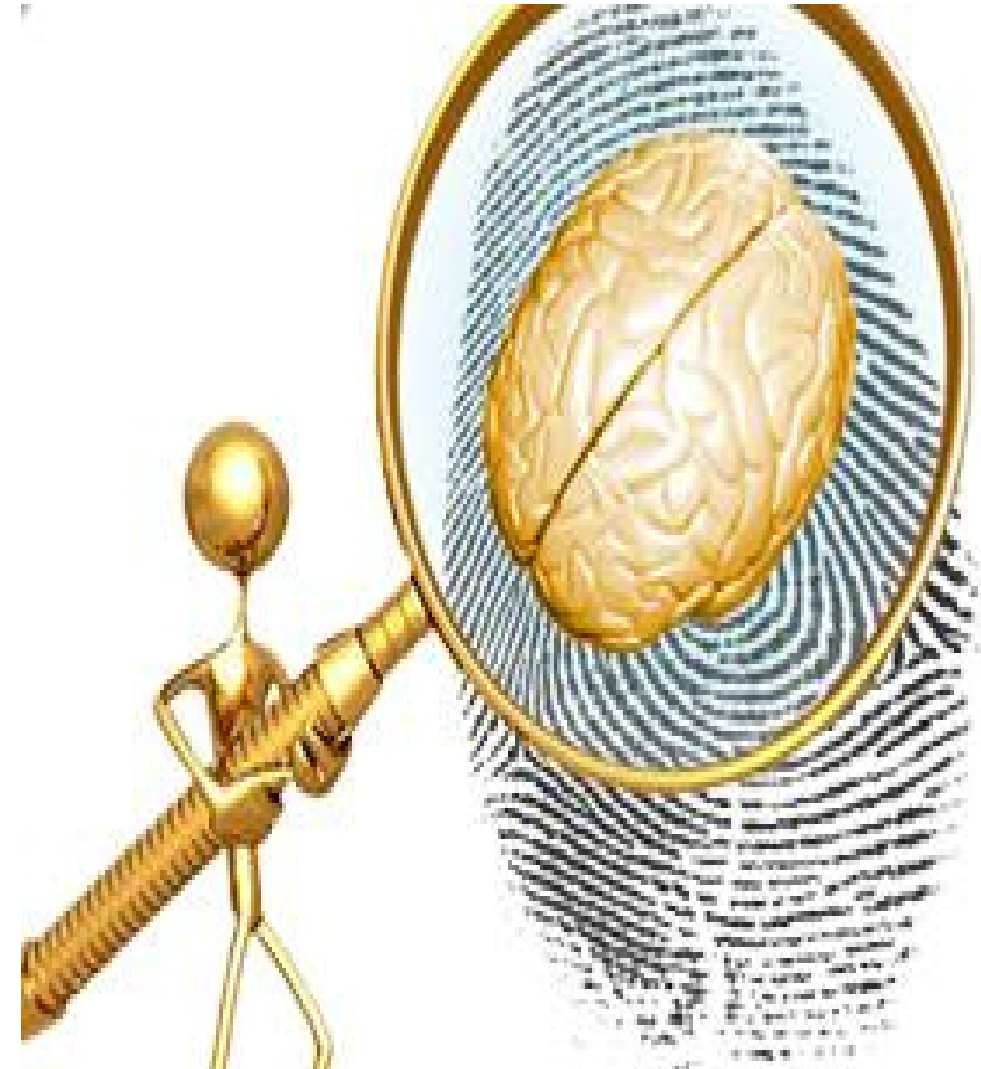
Many scientists and medical doctorate found that the born number of brain cells (learning potential) can be checked from the skin grains of one’s limbs after long observatory, recordings, comparison and inductions.



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NEED OF DMIT



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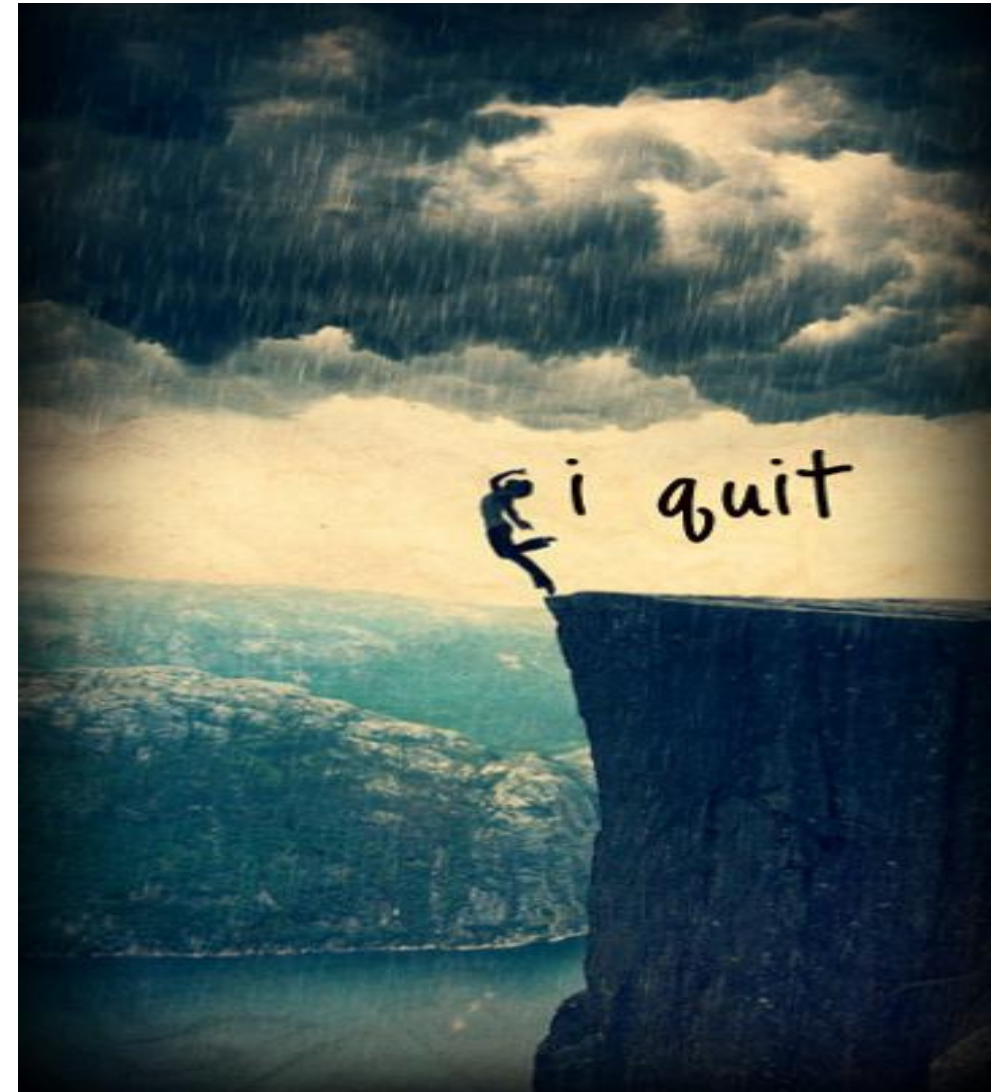
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12000+ students commit suicides every year due to exam related stress .

We have been noticing a rising suicidal trend since some years.

Parental and peer pressure are prime causes for such high number of suicides.

DMIT can provide crucial inputs for student counseling and guidance



BENEFITS OF DMIT FOR CHILDREN



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Reduce time, money, effort wasted over irrelevant course & classes

Improve the relationship between parents and children

Develop children's confidence

A stress-free childhood for children



NEED OF DMIT FOR INDIVIDUALS



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- Discover your own abilities and choose right career path.
- Identify and develop your core competencies.
- Identify the most suitable learning and leadership styles.
- Improve your relationship with your loved one.



- Rekindle your passion for living and revive dreams from the past
- Invest wisely in suitable self-development programmes
- Assess your EQ, IQ, AQ, CQ
- Plan ahead to achieve your goals and live your dreams

NEED OF DMIT FOR CORPORATES



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- Find the right person for the right job.
- Pre-employment screening.
- Entrust your employee who has the most potential.
- Discover employees' potentials, maximizing efficiency and effectiveness.



- Create an all-star workforce
- Reorganize your workforce for better performance
- HR training and development
- Evaluate your managers' performances and core competencies

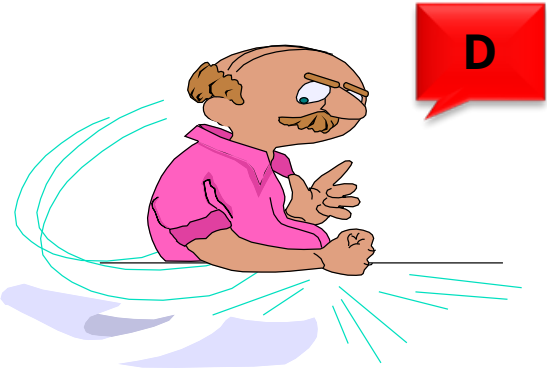
DISC DIMENSIONS OF BEHAVIOUR



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DOMINANCE



INFLUENCING



STEADINESS



COMPLIANCE

The DISC model of human behavior was first published in the 1920's by **Moulton Marston**.

DISC Dimensions of Behavior is a personality profile system.

It is one of the most successful and widely used personal and professional development instruments ever created.

It has been used by over 30 million people around the world and has an acceptance rate of over 95%.

It is a powerful tool that is easy to understand and helps simplify the complexity of human behavior.

As an early pioneer in the field of psychology, he studied the affect of will and power on personality and behavior.



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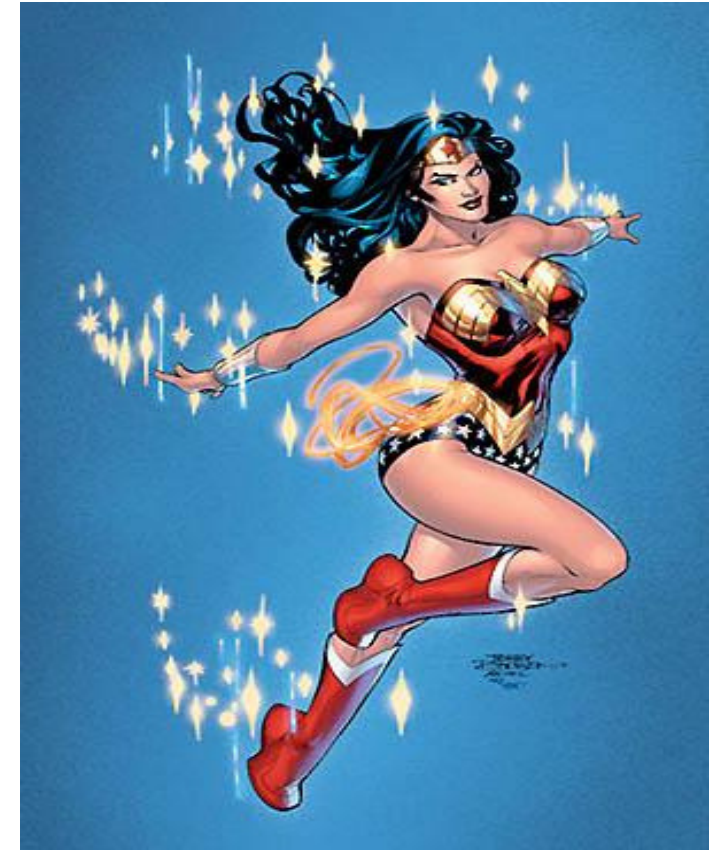
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Marston's research led to a number of modern theories, but he is best known for:

- **Assisting Universal Studios transition from silent to talking movies.**
- **Serving as an advocate for women's rights.**
- **Creating the comic book heroine *Wonder Woman***
- **Developing the original **DISC**theory model**





DOMINANCE



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STRENGTHS

Getting immediate results

Causing action and gets things done

Accepting challenges

Make quick decisions

Take authority, works hard and manage troubles

Solve problems

Self-reliant

Persistent

WEAKNESS

Insensitive towards others

Overlooks risks and cautions

Takes on too much

Too demanding on others

Impatient

Inflexible and unyielding

Inattentive to details

Resents restrictions



INFLUENCING



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STRENGTHS

Contacting people and is articulate

Making a favorable impression

Entertaining

Enthusiastic

Outgoing and friendly

Participate in a

group Persuasive

Optimistic

WEAKNESS

Lacks follow-through

Talks too much

Over-commits

Misjudges capabilities

Overestimates results

Jumps to conclusions

Needs time management



STEADINESS



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STRENGTHS

- Perform in consistent, predictable manner**
- Demonstrates patience**
- Build relationship; service-oriented**
- Desire to help others; supportive Be a good listener**
- Shows loyalty; reliable**
- Create stable, harmonious work environment**

WEAKNESS

- Resists quick change**
- Overly tolerant**
- Procrastinates**
- Avoids conflict**
- Not a strong initiator**
- Take longer time to decide**



COMPLIANCE



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STRENGTHS

**Pay attention to key directives,
standards and concentrates on key details**

Think analytically, weighs pros and cons

Diplomatic with people

Competent and self-disciplined

Check for accuracy and analyses performance

critically Thorough, precise and orderly

Committed to quality

WEAKNESS

Overly cautious

Too rigid

Sensitive to criticisms

Too-detailed oriented

Fault-finding

Suspicious

Pessimistic



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What's in the mind of the ' D ' ?

- My ideal world is one where I have ***control***
- I want to do it ***my way***
- I like to ***changethings***
- My greatest fear is ***losing control*** or not having a ***challenge***



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What's in the mind of the 'I' ?

- My ideal world is one where I have *fun* _____
- I want to do it the *exciting* way
- I like to *dream* things
- My greatest fear is *losing face* or not having *social approval* _____



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What's in the mind of the 'S' ?

- My ideal world is one where I have peace
- I want to do it the easyway
- I like to watchthings
- My greatest fear is losing stability or losing a relationship



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What's in the mind of the 'C' ?

- My ideal world is one where I have excellence
- I want to do it the rightway
- I like to researchthings
- My greatest fear is being wrongor being criticised



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THANK YOU FOR YOUR KIND
ATTENTION