

# Multiple Intelligences in the Workplace



MIAPP-Seminar

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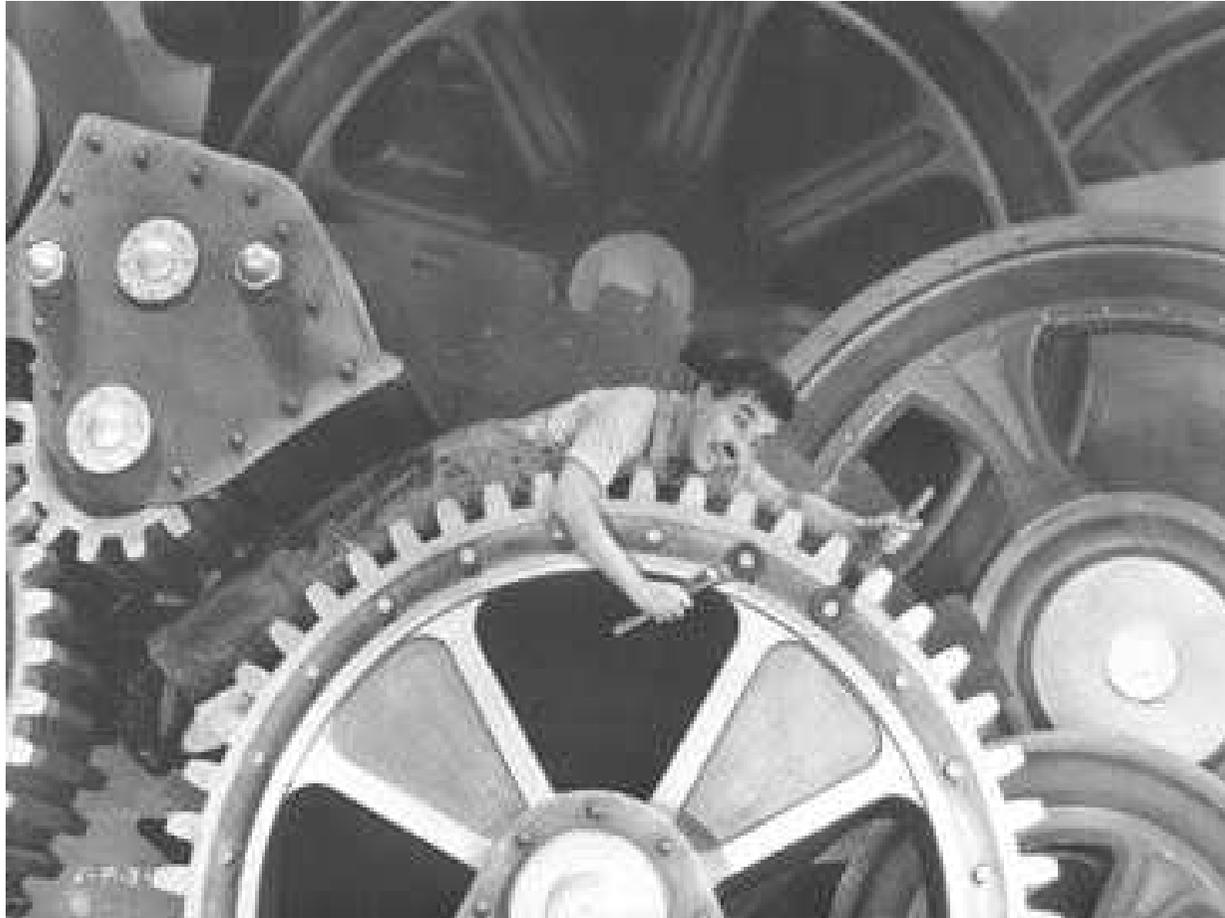
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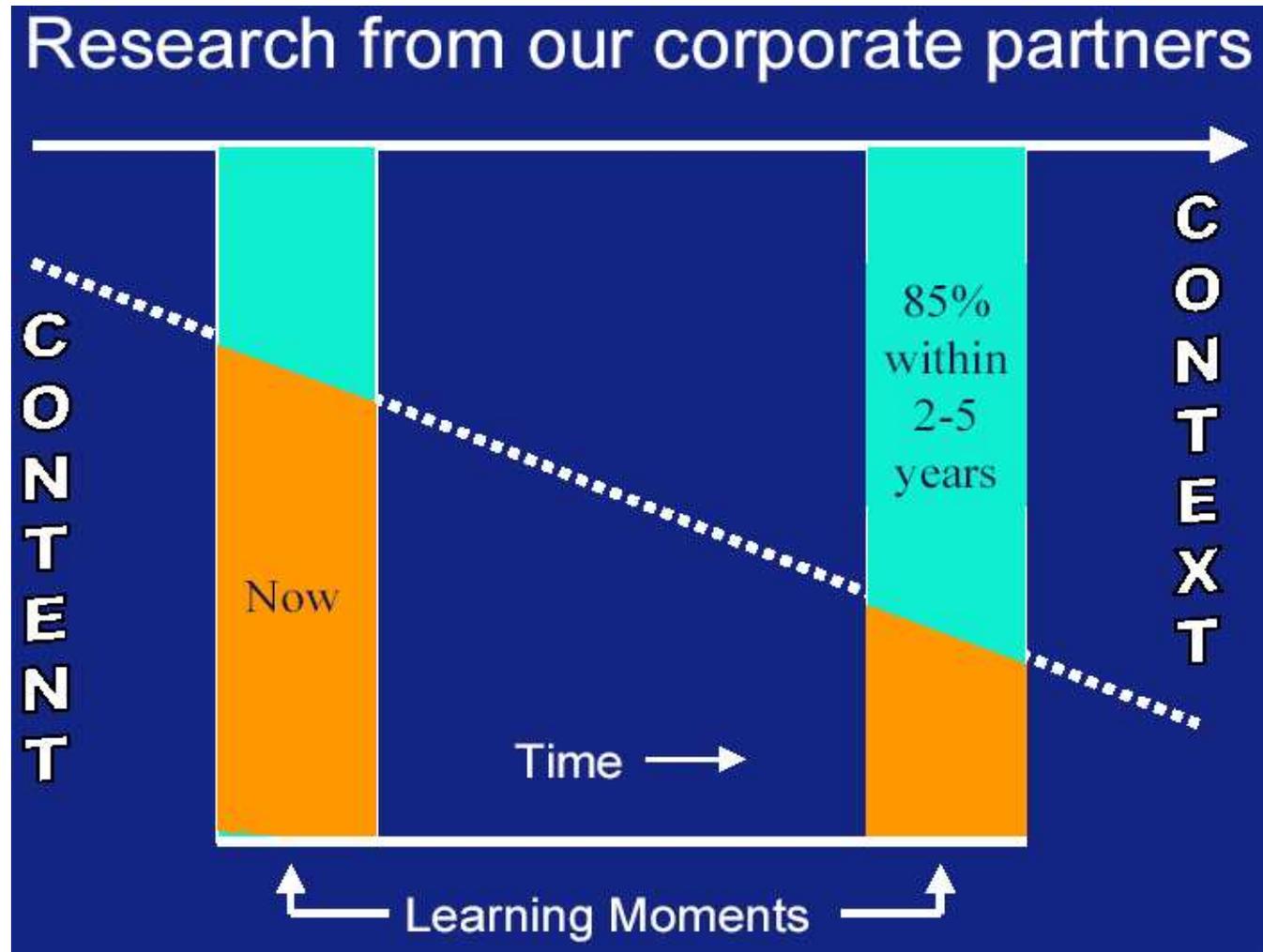
# Workplace



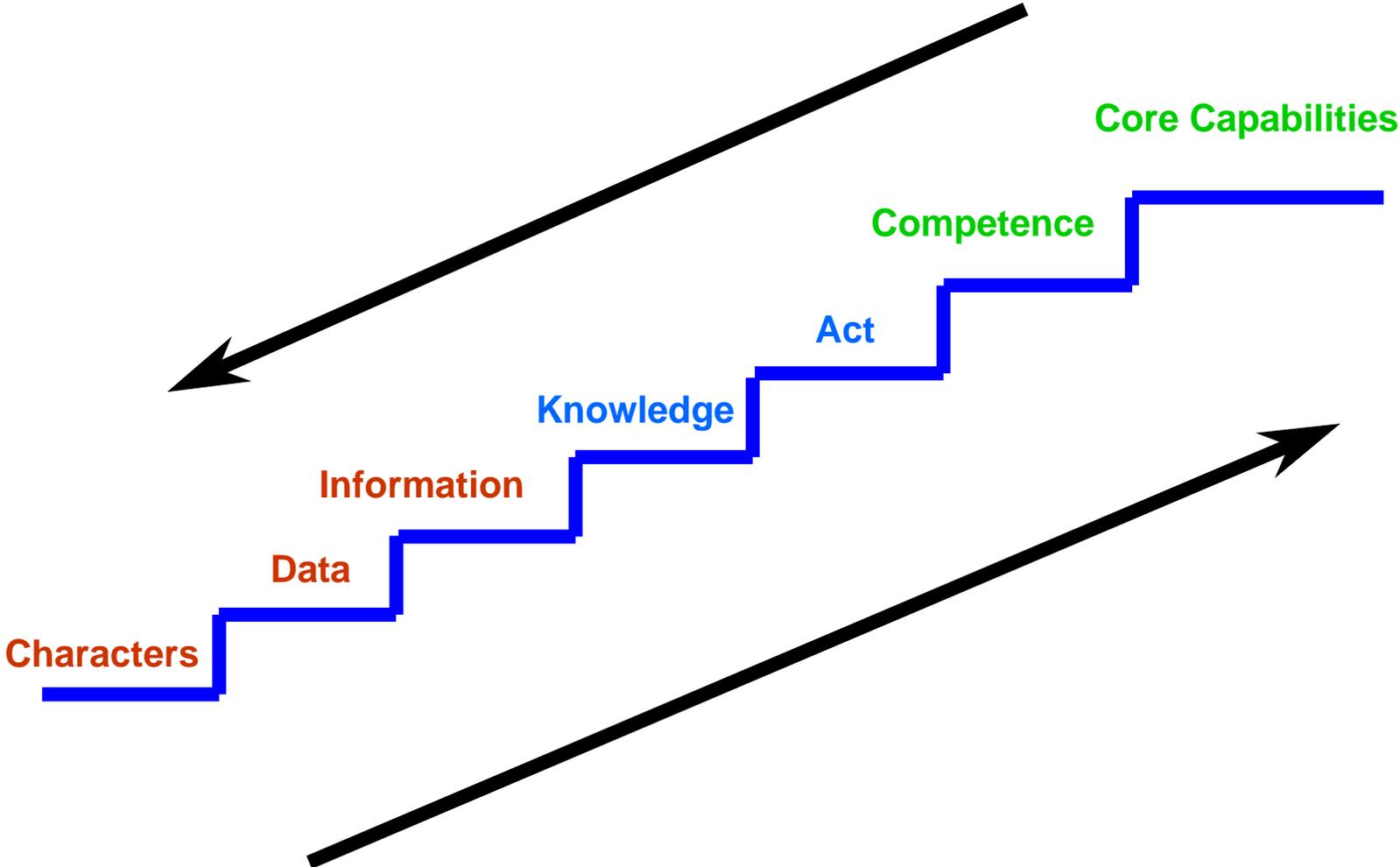
# Transformation of Information



# Content is king - Context trumps



Ethiraj et al. (2005): Where do capabilities come from and how do they matter?



# Complex Problem Solving

CPS occurs to overcome barriers between a given state and a desired goal state by means of behavioral and/or cognitive, multistep activities.

The given state, goal state, and barriers between given state and goal state are complex, change dynamically during problem solving, and are intransparent.

The exact properties of the given state, goal state, and barriers are unknown to the solver at the outset. CPS implies the efficient interaction between a solver and the situational requirements of the task, and involves a solver's cognitive, emotional, personal, and social abilities and knowledge.

CPS and SPS are qualitatively different. For example, whereas in SPS typically a single barrier needs to be overcome, in CPS a large number of barriers exists. Because there are multiple barriers, a single cognitive or behavioral activity may not be sufficient to reach the goal state.

# Intelligence (s) and CPS

It is very common, even for psychologists, to assume that a person's **intelligence** is closely related to the person's ability to solve **complex problems**.

The higher a person's intelligence, so the assumption, the better the person's problem-solving skills.

# Intelligence = IQ-Test



Alfred Binet

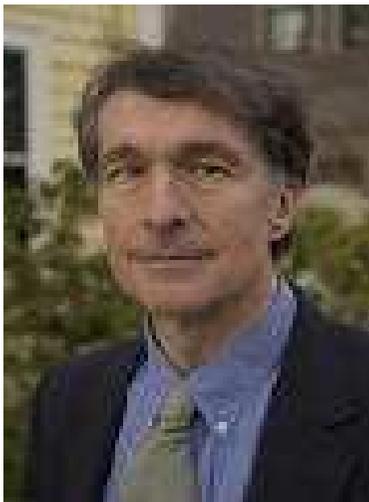
The test was soon used as the basis for the psychometric measurement of individuals' general capabilities or intelligence

Intelligence tests have defined how we define intelligence

# Multiple Intelligences



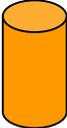
Intelligence is the biological potential to process information in certain ways that can be activated in a cultural setting to solve problems or make products that are valuable in a culture



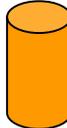
As human beings we have many different ways of representing meaning,  
**many kinds of intelligence**

Howard Gardner

# Multiple-Intelligences: Job-Profile

 Verbal/  
Linguistic

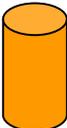
 Naturalistic

 Bodily/  
Kinesthetic

 Logical/  
Mathematical



 Visual/  
Spatial

 Musical/  
Rhythmic

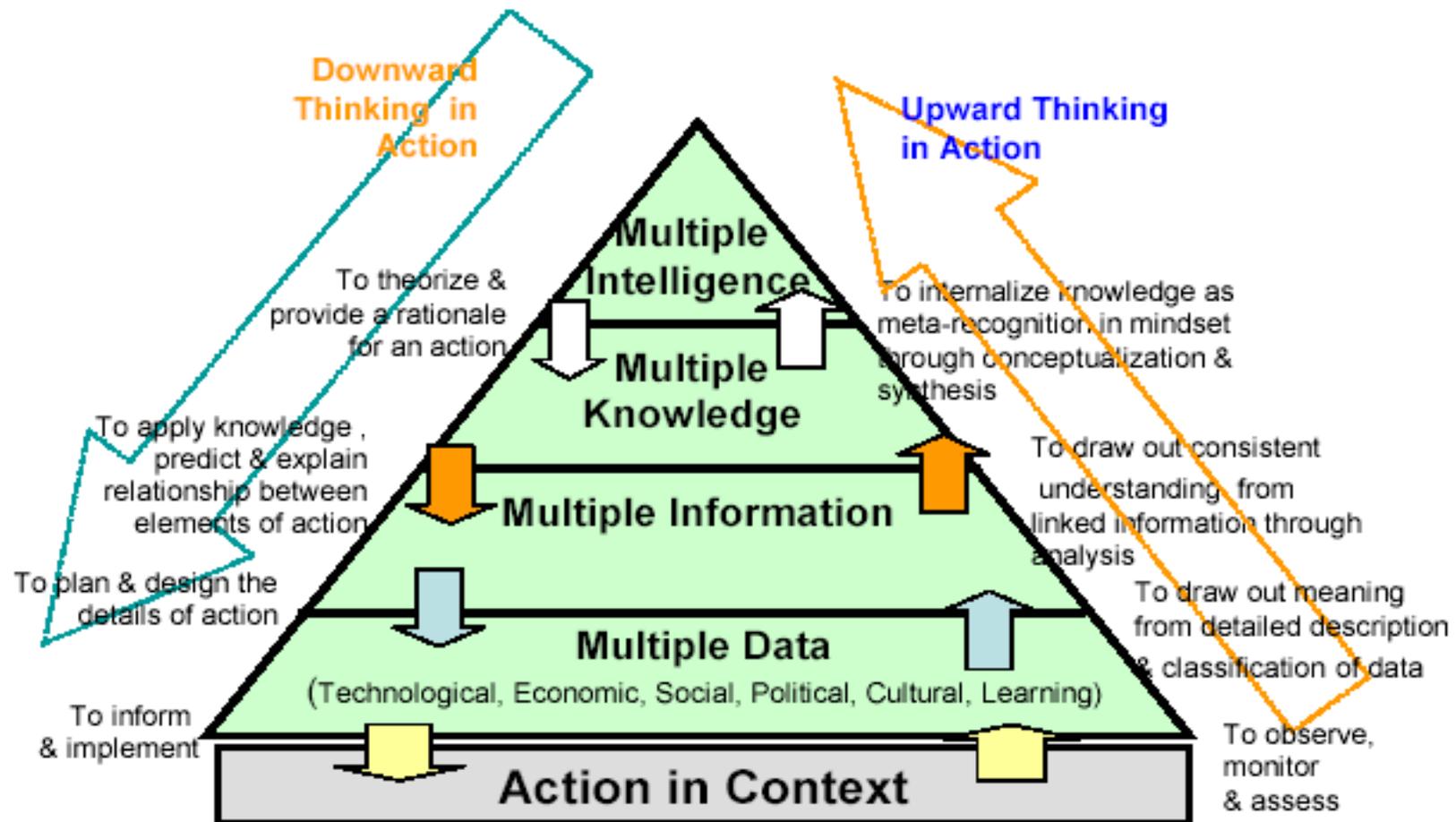
 Intrapersonal

 Interpersonal

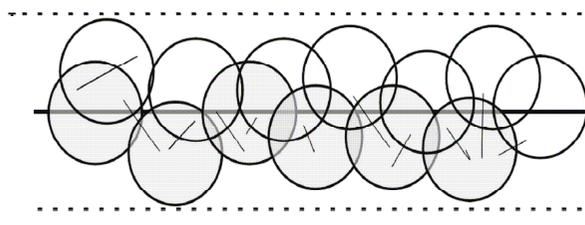
# Intelligences and Occupation

<b>Intelligence</b>	<b>Occupation</b>
Verbal / Linguistic	Archivist, attorney, author, call center operator, comedian , copywriter...
Logical / Mathematical	Accountant, actuary, analyst, astronomer, auditor, banker, biologist, bookkeeper ...
Musical / Rhythmic	audio-video technician, band member, choir or choral director, choreographer, conductor ...
Bodily / Kinesthetic	Acrobat, actor, actress, aerobics instructor, architect, artistic painter, assembler ...
Visual / Spatial	Advertiser, architect, artist, builder, carpenter, cartographer, chess player ...
Interpersonal	Administrator, anthropologist, bartender, businessperson, chess player...
Intrapersonal	Politician, psychiatrist, receptionist, salesperson, self employed person ...
Naturalistic	Agricultural engineer/worker, astronomer, beachcomber, biologist, botanist ...

# Levels of Thinking in Action Learning



**Rauner (2004)**  
Multiple Competences



**Gardner (2002)**  
Domainspecific  
Competences

**Gardner (1983)**  
Multiple Intelligences

**Krems (1995)**  
Expertise refers to  
the domain-specific  
problem-solving  
abilities of a person

**Garfinkel (1967)**  
Ethnomethodology

**Hopf (2003)**

**Erpenbeck (2001)**

**Dreyfus/Dreyfus (1987)**

**Schön (1983)**  
Practical competence and  
professional artistry

**Chomsky 1957, 1968, 1970**  
Competence and Performance

von Schlegel (1808)  
Bopp (1810)  
von Humboldt (1812)  
Grimm (1819)  
Schleicher (1848)  
Winkler (1876)  
Brugmann/Osthoff (1878)  
Paul (1898)  
Bally et al. (1916)

→ William Dwight Whitney  
Hegel (1830)  
Heyse (1856)  
Steinthal  
Gabeletz (1908)

→ **Saussures (1857-1913)**  
Langue and Parole

→ Weisgerber  
Bühler (1934)  
Prager Schule (1926-)  
Kopenhagener Schule  
Amerikanische behavioristische Linguistik  
Distributive Linguistik  
Skinner (1957)  
Coserin (1971)

# Intelligent Enterprise

**It's raison detre becomes the  
systematic coordination of knowledge and intellect  
through it's (often highly disaggregated) network  
to meet customer needs**

Quinn 1992:72

# Thank you!



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