

Dr. Patricia Cardner

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To learn more about how to perform at your best, visit her at:

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Gareth "Gazellig" James has been a tournament poker coach since 2012, and he has taught numerous students the strategies to be successful at multi-table tournaments both live and online. He has worked with all manner of players, from those getting their feet wet in the wonderful world of tournament poker for the first time right up to the high stakes cash game players wanting a tournament poker primer before one of the biggest tournaments of the year. Prior to becoming a poker professional, Gareth was a fully qualified music teacher.

Dr. Patricia Cardner and Gareth James

PURPOSEFUL PRACTICE FOR POKER

THE MODERN APPROACH
TO STUDYING POKER



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Chapter One

Have a Compelling Vision

In pretty much any area of human endeavor, people have tremendous capacity to improve their performance, as long as they train in the right way. – K. Anders Ericsson

Imagine that you have decided that you want to become a professional athlete in your favorite sport and so you hire a coach to help you turn pro. But at your first meeting, you tell your new coach that you really don't have much time for practice. You've got way too much going on! You're busy with work, school, a family and the like. You tell your coach that you plan to get better with "on the job" training. That is, your plan for improvement is just to show up for the games and play and maybe after each game get the coach to give you a few pointers and tips. What do you suppose would be the response that you would get from said coach?

Obviously such an idea would be considered preposterous in areas like music, sports or chess. These are fields where professionals expect to put in many thousands of hours of practice beyond the time they spend performing. There is an acceptance in those circles that playing time is not the same as practice time. Poker, however, is quite a different matter. There are scores of players who may do a bit of study to learn the basics but that is the extent of their preparation. The rest of their time is spent playing. Poker is one of the few fields where this is the case, and this

might just account for the fact that most poker players are actually losing players. Many recreational golfers and tennis players make the same mistake by assuming that time on the course or court will inevitably lead to improved performance. Sadly, it does not. If you want to dramatically improve your poker skill, you'll need to employ a different strategy. One that is more like what experts in other disciplines use to get better. There is no doubt that the greatest poker players of all time have engaged in tremendous amounts of effective practice, and using effective practice strategies is the number one differentiator between the elite and everyone else.

To develop professional level poker skills (or even just to become better than average), you need a plan of action. Specifically, we think that you will gain the best results in the most efficient manner if you devise and stick to a regimen known as purposeful practice – just like the pros. In this chapter, we will explain what purposeful practice is and how to use it for the greatest effect. But first, let's take a detour into a bit of research so you can see why purposeful practice is so effective no matter the domain. Then we will explain how to implement it most efficiently for poker.

You might have never heard the name K. Anders Ericsson, but most of what we know about the effects of practice on expertise development comes from his research. You may have heard about the 10,000 hour rule, though. We've talked about it more than a few times on our podcast *Poker On The Mind.* This rule states that, generally speaking, it takes 10,000 hours of practice to become an expert in any given field. Malcolm Gladwell popularized the "rule," but Dr. Ericsson is the person who originated the idea. Well, kind of...

In the early 1990s, Ericsson co-wrote a paper where he described the results of a study with music students who attended an elite music academy in Berlin, Germany. The findings indicated that the most accomplished students had practiced for an average of 10,000 hours before they were 20 years old. This paper elicited little excitement or even interest outside of the academic world, but that all changed when Gladwell proclaimed it the 10,000 hour rule in his 2008 book *Outliers*.

Ericsson himself has noted that there are issues with the 10,000 hour rule. He argues that in most fields 10,000 hours is the bare minimum to be considered an expert and it usually takes significantly more than that to become a true professional, although in some areas it takes decidedly less. Most of the musicians in his study did not fully develop their talent until their early 30s, so by his math they had actually accrued 25,000 or 30,000 hours of purposeful practice by that time. Ericsson contends that we shouldn't just count hours spent on an activity to determine if we are true experts. Instead, we should consider the quality of our practice because that's what makes all the difference.

To hear Ericsson tell it, his career as an expert on expert performance actually began in the 1970s when he undertook an experiment to test the hypothesis that the brain is limited to storing 7–9 pieces of data at a time in its short-term memory. At the time, scientists were adamant that there was no way that any human could exceed this memory cap. You couldn't practice your way to a better memory. If you happened to have more memory ability than this, it was because you were a born genius.

Ericsson had the idea that memory capacity was not fixed like your shoe size. He believed that it could be expanded by using a specific kind of practice that he called deliberate practice. This was radical because at the time scientists believed that the ability to memorize was strictly limited by neural structures and that no amount of practice could increase the limit. Ericsson was convinced that with the proper training it would be possible to lift that cap.

To test out his theory, he recruited a poor schmuck named Steve Faloon and challenged him to practice memorizing long lists of random numbers to see if it was possible for him to train his brain to memorize more than a nine-digit string. As you can imagine, this was a pretty boring task, but by all accounts Steve was up to the challenge. It probably didn't hurt that Steve, a broke college student, was being paid to be in the study and that he was an athlete who considered himself to be very competitive.

When Steve started the study, his memory was exactly average; he could memorize precisely seven digits and occasionally eight if he really

tried. Ericsson believed that with enough of the right type of practice, Faloon could improve – at least a little bit. And after two years of weekly sessions where he experienced incremental improvement each week, Faloon was able to do the unthinkable – he memorized a string of 82 random digits where each digit was read off to him at one second intervals, and he was able to repeat back the entire string with no errors.

The results of this one seemingly unimportant experiment would set off decades of further research by Ericsson and his colleagues. and we now have a much better idea of what it takes to improve across a variety of domains. It also spawned the 10,000 hour rule. Today we see many people who are capable of seemingly amazing feats. Chess grandmasters can play dozens of games simultaneously while blindfolded, memory champions can memorize thousands of digits, and amateur and professional athletes set more impressive records by the year. If you read any of Ericsson's work, you will see that he argues that he has yet to meet a born prodigy. He says he has never encountered anyone who was born with the prerequisite skills for expert performance in any field, and yet, like Faloon, each of these expert performers has found a way to break through. According to Dr. Ericsson the explanation for their breakthrough performances, the one thing that sets them apart, is their use of a very specific performance enhancement technique: purposeful practice.

Naïve Versus Purposeful Practice

The usual approach that many of us take when learning poker (or any new skill) falls under the category of naïve practice. Most of the time we start off with a general interest that leads us to get some instruction from a book, a website, a forum, and/or a coach. We then take our newfound knowledge for a spin at the tables until we achieve what we consider to be an acceptable level of playing skill. From then on, we tend to run on autopilot – making the same plays (as well as errors) over and over again. Most of us believe that the experience of playing will make us expert players. However, research has shown unequivocally that once a person reaches a level of automatic, acceptable performance, additional years of

playing experience produce no discernable improvements.

Simply putting in more playing time is considered a form of naïve practice and this is what most poker players do. We go through the motions, repeating what we normally do without challenging ourselves or having any set goals for improvement. We naïvely stumble along and have only marginal results. The reason for this is usually because, when we are playing, we don't have a specific target for improvement. Sure, we might be trying to win hands and money and take the highest EV lines possible, but often we are making lots of mistakes in the process. We often think that we play all of our winning hands perfectly and that our losing hands are due to bad luck. Another issue with only using playing time as practice is that there is no way for us to repeat and refine actions in-game so that we can ensure that we improve a particular aspect.

Some (and maybe it is even most) poker players convince themselves that they are putting in the hours of study required to become an expert by passively consuming poker content, but Ericsson's work shows that effective practice and learning is active – something we'll discuss extensively as we go through the book.

As Ericsson advises,

"people often misunderstand this because they assume that continued... playing... is a form of practice and that if they keep doing it they are bound to get better at it, slowly perhaps, but better nonetheless... But no. Research has shown that, generally speaking, once a person reaches that level of "acceptable" performance and automaticity, the additional years of "practice" don't lead to improvement."

Ouch! So if simply playing more and consuming content passively are not useful routes to improvement, then what is? All practice is not equal. You want to avoid naïve practice at all costs and don't worry about the 10,000 hour rule. It might take you more than that or it might take less. If

you've found yourself stuck in a plateau where your game is not improving, then it's time to try something new and different, like purposeful practice, which has been shown time and time again to be effective for improving performance. It's important to note that you can do a version of purposeful practice while playing if you set goals and targets for improvement in-game. To count as purposeful practice, you've got to set goals and have a plan for improvement.

Purposeful Practice

It is a given that in order to improve your poker performance, you must engage in effective training and, according to Ericsson, effective training comes in the form of a specific type of practice known as purposeful practice.

Purposeful practice has a number of components that make it superior to naïve practice and it is the exact path that Steve Faloon took to enhance his ability to memorize long strings of numbers.

The good news is that we can use these components to design effective poker practice and we don't even have to bore ourselves with memorizing long lists of random numbers – although we might need to knuckle down and learn those ranges!

Purposeful practice is a highly structured activity that requires intense effort and focus. It is not, according to Ericsson,

"the mere execution or repetition of already attained skills, but repeated attempts to reach beyond one's current level which is associated with frequent failures."

Your mission for each study session is to improve in some tangible way. Every time you practice you need to be thinking about how you can do a certain thing better. To do this, you must isolate a specific component of a skill that you want to get better at. You then find or construct training activities that you can do that will ultimately cause you to improve.

As you can see, it's not about just putting in a certain number of hours – so forget about the 10,000 hour rule for now. The only thing you need to remember is that in general a huge volume of practice over a long period of time is required to achieve peak poker performance. What is critical is that you design your practice so that it gets you to a higher level of performance. It entails sustained efforts to do something that you can't currently do (or if you can, you don't do it as well as you would like). It requires that you constantly push yourself to get better.

To make sure you're engaging in purposeful practice, make sure each study session has the following components:

- ◆ You need to set a goal to work on one specific skill or technique at a time and forget about setting vague goals like "improve my game" as those will not get the results you want. Your mission is to establish an attainable, specific goal for each study session.
- ◆ You must be maximally focused during your study session. You want your sessions to be fairly intense, distraction free and repetitive so you get the skill or concept down. We'll offer many study/practice strategies throughout the book that you can experiment with, and our hope is that by using our examples you'll be able to come up with your own practice strategies.
- ♠ It is critical that you receive immediate feedback on how you are performing. If you don't have a way to see where you are making errors, you'll be hard pressed to improve. Use this feedback to design more practice activities to fix your identified weaknesses. Finding ways to eliminate mistakes and errors is the only way to progress to higher levels of proficiency.

♠ When working on your game, you simply must get out of your comfort zone. According to Ericsson, all adaptation comes from stress and the only way to feel the stress that will trigger change is to make errors. Most folks don't like making mistakes and so they avoid getting out of their comfort zone, but that is a recipe for mediocrity. Failure is your friend because it acts as an indicator of what you need the most work on.

Following the above strategies to the letter is the secret to getting really good at poker – or really getting good at anything! It is the linchpin of success when studying. You must identify a weakness (i.e. find your leaks), set a goal to remove each weakness (only focus on one at a time for best results), ask for feedback on how you're doing (or find a way to track it and measure it for yourself), and design new practice activities to make continuous improvements in areas of weakness. You keep following this cycle and eventually, you'll be a bona fide poker expert.

To reiterate, when you follow a purposeful practice strategy, you carefully craft practice routines where you isolate the skills you need to improve and work on them individually. There is a tendency to want to work on everything at once, but that usually leads to experiencing feelings of overwhelm which typically results in complacency. A better tactic is to take the skills you need to improve one at a time and give each micro-skill your full focus and concentration until you master it. Only then should you move on to the next one. In an upcoming chapter, we will lay out the exact steps you should take to design your own learning projects that meet the purposeful practice standard, but for now we want to share some general tips for engaging in purposeful practice.

General Tips for Designing a Purposeful Practice Protocol

Because learning how to engage in purposeful practice is so important to your development as a poker player, we're going to go over the process in more detail now. Our long-term goal is for you to be able to design purposeful practice strategies for yourself.

Learning Project Four

Playing Versus C-bets Out of Position

This learning project focuses on having a better understanding of playing versus continuation bets out of position (OOP) after defending the big blind. The same ideas in this project can be used for playing in position as the preflop caller too, but your range will be very different and your opponent's strategies for c-betting are likely to be different as well. Once again, it's important to focus on one area of study, which is why we've chosen out of position after defending the big blind rather than in position. Our ranges will be wider so we should learn more about how to continue versus continuation bets as we think about hands we want to call, raise or jam and how certain hands do better at realizing their equity out of position than others.

Step 1: Diagnosing the Leak(s)

Here is an example from Charlie who filled in the diagnostic for playing better versus c-bets OOP after defending the big blind. You can download this diagnostic from purposeful practice for poker.com.

Confidence scale (1 = Very little confidence, 10 = Extremely confident)

	1	2	3	4	5	6	7	8	9	10
Knowing which hands to call versus a c-bet						X				

What do you need to do, improve or change?

Study and practice. Filter for hands facing a c-bet. Feel ok in understanding the theory and concepts, but lacking in execution.

	1	2	3	4	5	6	7	8	9	10
Knowing which hands to raise versus a c-bet				Х						

What do you need to do, improve or change?

Same as above – need to apply what I've learned about textures and ranges in action.

	1	2	3	4	5	6	7	8	9	10
Being sensitive to different c-bet sizings and how they affect your strategy				х						

What do you need to do, improve or change?

Study different flop types and c-bet sizings to see the extent of the correction.

	1	2	3	4	5	6	7	8	9	10
Knowing how strategies change based on the effective stack size				х						

What do you need to do, improve or change?

Compare and contrast the strategies of two different stack sizes, so different ranges, but same board.

	1	2	3	4	5	6	7	8	9	10
Recognizing how the stage of the tournament affects your strategy			Х							

What do you need to do, improve or change?

Study postflop ICM using a solver.

	1	2	3	4	5	6	7	8	9	10
Adjusting your strategy based on your knowledge of your opponent(s)						Х				

What do you need to do, improve or change?

Improve my note-taking, and using pop-ups when I have sufficient data.

	1	2	3	4	5	6	7	8	9	10
Adjusting your strategy based on playing multiway pots rather than heads-up			х							

What do you need to do, improve or change?

Compare the different strategies for heads-up vs multiway pots.

	1	2	3	4	5	6	7	8	9	10
Interpreting HUD stats to make better decisions when facing a c-bet						х				

What do you need to do, improve or change?

Study the important stats and how I can use the information to exploit my opponent(s).

	1	2	3	4	5	6	7	8	9	10
Visualizing the different hand strengths or categories on any given flop					Х					

What do you need to do, improve or change?

Drill a number of flop types to be sure I can instantly visualize different hand strengths and how my range interacts with them.

From this diagnostic it's clear that Charlie needs to develop a more solid understanding of postflop strategy when facing a c-bet. He could focus on his weakest area of playing multiway pots or adjusting his strategies for final table play, but he can build a better foundation by getting back to basics first.

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If you don't have an idea of where you are on the diagnostic, here are some activities that will give you a better indication of your current confidence level:

- ♠ Choose any hand that you played recently where you defended the big blind and faced a continuation bet and analyze it. Are you focusing on your exact hand or your range? What hands should you call? What hands should you raise? Are there any hands that you can do both?
- ◆ Does the bet size affect your thought process? Did you think about what you know about your opponent either through history or their HUD?
- ♦ When completing that analysis, write down which hands you would call, raise and fold and then compare to a postflop solver, noting down any differences or mistakes.
- ♠ Generate 5 random flops (you can use the Random card generator discussed in an earlier project) and write down all the possible hand strengths or categories, e.g. flush, set, top pair, King high, flush draw, 8 out straight draw, etc.
- ◆ Share your analysis with friends, study partners/group or your coach and ask for feedback.
- ♠ Analyze your 'fold to c-bet' statistic from the Big Blind specifically in your database and compare to known good players. You can also compare with your friends or study group or ask for feedback from your coach.
- ◆ Watch a stream or video and take notes on how the Hero responds to c-bets. Compare with your current understanding of the same spots. Does it differ? Why are they calling, folding or raising hands where you would do something different?

- ♠ Record your online play and look for situations where you should have or could have adjusted your strategy based on the tendencies of the opener, the stage of the tournament, any table dynamics or metagame or the size of the c-bet.
- ♠ Play a live session and note down how often you catch yourself playing without thinking about adjusting your strategy based on the tendencies of the opener, the stage of the tournament, any table dynamics, metagame or the size of the c-bet.
- ♠ During review, notice inconsistencies in your responses to c-bets.

Step 2: Setting Clear Goals, Objectives and Outcomes

For our example, we're going to look at the common leak of folding too much versus c-bets. Charlie constructed and completed a project that helped him develop a better understanding of which hands to call, raise, jam and fold when facing a c-bet after defending from the Big Blind. Given how often we defend our big blind (now that we've completed the defending the big blind project, especially when facing late position opens) this is a crucial topic. It will also give you an insight into how good players will respond versus your own continuation bets so you can make better decisions as the preflop raiser in position too.

The flop is the one postflop street where the pot and the bets are generally the smallest and your strategy at this juncture is what sets you up for profitable decision–making on the turn and the river. If you fold too much versus c-bets, your opponents are making easy money on their flop c-bets. There's a chance they're less likely to bluff you on the turn and river, too, because your flop continuing range is actually stronger than it should be. Similarly, if you continue too often versus c-bets, then you're getting to the turn with too many weak hands that will struggle to take the heat of a second barrel.

Once again, as with all of the leaks that we're trying to fix, it's a leak because you're leaking EV. You want to fix the leak to improve your EV and create a bigger edge between you and your weaker opponents or

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close the gap between you and your better opponents. Here are Charlie's goals, objectives and outcomes:

Goal:	Get better at playing versus continuation bets (out of position) after defending the big blind.
Specific:	Learn and apply optimal continuing ranges versus different sized c-bets, focusing on which hands to call, raise, shove or fold.
Measurable:	Track and measure progress through consistent and regular assessment and statistics review. Keep a record of hands where I defend the big blind and face a c-bet. I can also compare my current fold to c-bet % to the same statistic in a month/2 months' time.
Attainable:	Yes, I have the necessary prerequisite knowledge, time, effort and resources to achieve this goal. I'm going to focus on just 40bb stack sizes, versus just the Button and one flop texture at a time, e.g. BB vs BTN 40bb on monotone boards.
Relevant:	The diagnostic showed that I'm not confident in which hands I should be calling and raising on different flop types or textures. Now that I have a better understanding of population opening ranges and what ranges I should be defending in the Big Blind, I feel this is a good next step as it's the most common thing that can happen.

Time-bound:	I can complete the project in seven weeks. I will assign one week to different types of flop: A high boards, monotone boards, paired boards, low boards, 2 Broadways and 1 low card boards, 1 high Broadway and 2 low card boards, and 1 low Broadway and 2 low card boards. I will need a week to explore the differences in these flop types since, for example, paired boards can be A-A-2 or 3-3-7 and the strategies have a chance that they will be very different (my prediction!).
Objectives:	Using a postflop solver, I will analyze and explore 40bb BB vs BTN flop strategies on the seven major flop types. I will focus on one flop type at a time and learn which hands to call, raise, jam and fold versus different sized c-bets (small or large). I will track my progress on each flop type. I will also learn through practice, experimentation and hands-on experience, applying my understanding at the table.
Outcomes:	I will be able to demonstrate an understanding of playing versus c-bets (OOP) after defending the big blind in real-time by thinking about the different hands I call, raise, shove and fold. My fold to c-bet stat will be in line with my target frequency.

Goal, SMART goal, objectives and outcomes form

Step 3: Selecting the Best Learning Materials

As far as we know, there's no 'chart' that you can find on the Internet or in a book that can tell you what you should be doing with different hands facing a c-bet. This is a topic you're going to have to explore yourself using a mixture of solver and software analysis, watching and taking notes on training videos, reading and taking notes from books, articles and podcast episodes, discussion with friends, your study group or coach, and consistent review. Once again we have decided to discuss the various resources available, which we believe will help you to fill in your own resource list.

Solvers and Other Software

Postflop GTO solvers like PIOSolver can give you incredible insight into how to play your range on different flop types. Other software suites like Equilab have a hand strength distribution tool to show you the different category of hands, to help you visualize your range on different flop types. These tools should be your go to for this project.

Online Courses, Membership Sites and Live Streams

If you've signed up for an online course or have a membership with an online training site, there will be videos and lessons available on this exact topic. You can also find free videos on playing postflop on YouTube, and there are live streams available where you can watch the streamer play scores of flops every single day. Remember, when you start the learning process you need to take an active approach and make sure you're focused on just what the instructors and streamers are doing postflop after defending the big blind. Write down your own thoughts on the logical reasoning they use to come up with a decision and then filter for spots in your own database (or search through hands you've played live) and work on applying these ideas and concepts.

Books, Articles and Podcasts

During your search for learning materials, you may find chapters in books, strategy articles and podcast episodes that hit on this topic. Make a note of the chapters, bookmark the articles and download the podcast episodes so they're ready to go. Again, think about how you're going to approach learning from these resources in an active way and set up your study habits before you start the project.

Hand Analysis with Friends, a Study Group or Your Coach

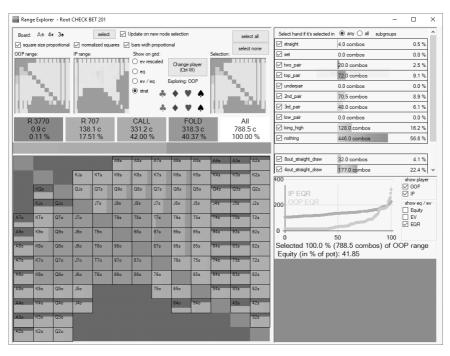
As you're doing solver analysis, watching videos or reading through a chapter on facing a c-bet, you should be thinking about how the concepts you're learning apply to your own game through consistent hand analysis. You can do this on your own or with a friend, study group or coach.

Remember to fill in the learning materials form so you have a list of re-

sources ready to go for this learning project, which you can download from purposefulpracticeforpoker.com.



For this example project, we decided to go down the GTO solver and hand analysis approach.



PIOSolver can give you incredible insight into how to play your range

Initial Assessment

The initial assessment for this project will show us right now how well we can interpret different flop types and what our strategies should be with different hands and hand strengths.

Flop:	A -4 +-3	Flop type:	A high				
Hand strength	Possible?	Example	√or X	Call	Raise	Fold	√or X
Royal flush	No	-	\	-	-	-	✓
Str. flush	No	-	✓	-	-	-	✓
Quads	No	-	✓	-	-	. 1	✓
Full house	No	-	✓	-	-	-	✓

Flush	No	-	✓	-	-	-	✓
Straight	Yes	5♠-2♠	✓		√		✓
Set*	Yes	3-3	?		√		?
Trips*	No	-	✓	-	1	-	✓
Two pair	Yes	A . -4♥	✓		√		✓
Overpair	No	-	✓	-	1	-	✓
Top pair	Yes	A ∀ -9♦	✓	√	√		✓
Under pair	Yes	6♣-6♦	?	√			?
2nd pair	Yes	K ♥ -4 ♥	✓	√			✓
3rd pair	Yes	J * -3 *	✓			√	?
Low pair	Yes	2♠-2♦	?			✓	?
A high	No	-	✓	-	-	-	✓
K high	Yes	K ♠ -10♦	✓			✓	1/2
Combo draw	No	-	√	-	-	-	√
Flush draw	No	-	✓	-	-	_	✓
8 out SD**	Yes	6♦-5♥	✓	√			1/2
4 out SD**	Yes	10♠-2♠	✓			√	?
			18/21	_			15/21

^{*} A set is defined as making three of a kind with a pocket pair.

Trips is making three of a kind on a paired board.

** Straight draw

Notice how this student thought they could have sets and underpairs, but when marking they realized that there were no pairs in their range –

all of these hands were either 3-bet or jammed preflop. Not all top pairs are played the same, too, so it's important to recognize that sometimes we raise and sometimes we call. Similarly, for a lot of the hands we don't just take one line – we might raise sometimes and call others. This is known as a mixed strategy. At this stage you're just trying to get a general idea or overview on how to play your range, and the different hand strengths, on lots of different flop types.

The marking system in the right-hand column of this example (where Charlie scored 15/21) is such that if the whole line is correct you receive a tick (or one point), if the whole line is wrong you get no points, and if you just selected one action (call, raise, fold) when you should pick two (or you picked two when you should have picked one) then you score $\frac{1}{2}$ point. There are 21 possible points for this assessment given there are 21 different hand strength categories.

The marking system in the middle column (where Charlie scored 18/21) is a way of assessing how well you can visualize and understand how your range interacts with that particular flop. You should quickly improve this score, if you didn't score 21 straight away, as you work with the range for a whole week on each flop type.

If you play online and have access to a database of your hands, you should also take note of your fold to c-bet statistic and record it:

	Fold to c-bet
Target	45%
Initial assessment	55%

While you could filter for 40bb, an overview of this statistic will be much more helpful since you will begin to see a marked improvement across the board, as a lot of the principles will be the same. The general goal, though, was to fold less often to c-bets. The extra assessment and work that follows simply enhances the learning and should give you a better understanding of this spot.