

Representation System Test

For each of the following statements, please place a number next to every phrase. Use the following system to indicate your preference:

4 = Closest to describing you

3 = Next best description

2 = Next best

1 = Least descriptive of you

I make important decisions based on:

- Gut level feelings
- Which way sounds the best
- What looks best to me
- Precise review and study of the issue

During an argument, I am most likely to be influenced by:

- The other person's tone of voice
- Whether or not I can see the other person's point of view
- The logic of the other person's argument
- Whether or not I am in touch with the other person's true feelings

I most easily communicate what is going on with me by:

- The way I dress and look
- The feelings I share
- The words I choose
- My tone of voice

It is easiest for me to

- Find the ideal volume and tuning on a stereo system
- Select the most intellectually relevant point in an interesting subject
- Select the most comfortable furniture
- Select rich, attractive colour combinations

In general,

- I am very attuned to the sounds of my surroundings
- I am very adept at making sense of new facts and data
- I am very sensitive to the way articles of clothing feel on my body
- I have a strong response to colours and to the way a rooms looks

Representational System Test

Results Key

Copy answers from previous page

- | | | | | |
|--------|--------|--------|--------|--------|
| 1. | 2. | 3. | 4. | 5. |
| ___ K | ___ A | ___ V | ___ A | ___ A |
| ___ A | ___ V | ___ K | ___ Ad | ___ Ad |
| ___ V | ___ Ad | ___ Ad | ___ K | ___ K |
| ___ Ad | ___ K | ___ A | ___ V | ___ V |

Add the numbers associated with each letter:

	V	A	K	Ad
1				
2				
3				
4				
5				
TOTALS				

Characteristics

V: Visual Processors

- Tend to be neat and well groomed
- Use visualization for memory and decision making
- Wants things to LOOK good
- Speaks faster than general population
- Prefer face-to-face communication
- May seem to talk about disjointed topics (they can see the big picture)
- Remembers faces more easily than names

A: Auditory Processors

- More aware of the subtle change in your tone
- More responsive to certain tones of voice
- Needs things to SOUND good
- Learn by listening and asking questions
- Prefers to communicate through spoken word
- Need to be heard
- Easily distracted by noise

K: Kinesthetic

- Speak slower than general population
- Respond to physical rewards and touching
- Learn by doing, moving or touching
- Dress and groom themselves for comfort
- Make decisions based on their feelings
- Stand closer to people than other rep systems (need to feel other person's energy)

Ad. Auditory Digital

- Digital is devoid of the senses
- Have a need to make sense of the world
- Seeks to understand, figure things out
- Talk to themselves a LOT – will often say they remember discussing something with you (and they did – just not out loud!)
- Learn by working things out, like to think things through
- Logic plays a major role in decisions
- Memorize by steps, procedures, sequences

Intonation Patterns

In the English language

The arrows indicate the tone of voice used in the sentence

W \Rightarrow W  W = Question

W \Rightarrow W \Rightarrow W = Statement

W \Rightarrow W  W. = Command

By far, the most powerful syntax in the English Language is a Questioning Syntax and a Command Tonality