

# *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