

REPRESENTATIONAL SYSTEM

PREFERENCE TEST

Instructions:

For each of the following statements, please assign a number to every phrase. Use the following system to indicate your preferences:

1. Least descriptive of you.
2. Next best description.
3. Next best description.
4. Best description of you.

If you have trouble deciding between two phases, go with the first thought that comes to mind.

1. When vacationing at the beach, the first thing that makes me glad to be there is:

- a ___ The feel of the cool sand, the warm sun or the fresh breeze on my face.
- b ___ The roar of the waves, the whistling wind or the sound of birds in the distance.
- c ___ This is the type of vacation that makes sense or the cost is reasonable.
- d ___ The scenery, the bright sun, and the blue water.

2. When I feel overwhelmed, I find it helps if:

- a ___ I can see the big picture.
- b ___ I can talk or listen to another person.
- c ___ I can get in touch with what is happening.
- d ___ I make sense of things in my head.

3. When given an assignment at work, it is easier to carry out if:

- a ___ I can picture what is required
- b ___ I have a feeling for what is required.
- c ___ I have an understanding of what is required.
- d ___ Someone talks to me about what is required.

4. I find it easier to follow a presentation if:

- a ___ I feel in touch with the presenter and the material is within my grasp.
- b ___ There is a visual display so that I can visualize the concepts.
- c ___ The presentation is based on facts and figures and is logically presented.
- d ___ The presenter speaks clearly with varying tonality or uses sound to emphasize message.

5. When buying a car, I make my decision on:

- a ___ The purchase price, gas mileage, safety features, etc.
- b ___ How comfortable the seats are or the feeling I get when I test drive it.
- c ___ The colour, styling or how I would look in it.
- d ___ The sound of the engine or stereo system or how quiet it rides.

6. I communicate my thoughts through:

- a ☐ My tone of my voice.
- b ☐ My words.
- c ☐ My appearance.
- d ☐ My feelings.

7. When I am anxious, the first thing that happens is:

- a ☐ Things begin to sound different.
- b ☐ Things begin to feel different.
- c ☐ Things begin to look different.
- d ☐ Things begin to not make sense.

8. During a discussion, I am most influenced by:

- a ☐ The other person's logic.
- b ☐ The other person's tone of voice.
- c ☐ The energy I feel from the other person.
- d ☐ Seeing the other person's body language or being able to picture the other person's viewpoint.

9. I assess how well I am doing at work based on:

- a ☐ My understanding of what needs to be done.
- b ☐ How I see myself making progress.
- c ☐ The tone of voice used by my colleagues and superiors.
- d ☐ How satisfied I feel.

10. One of my strengths is my ability to:

- a ☐ See what needs to be done.
- b ☐ Make sense of new facts and data.
- c ☐ Hear what sounds right.
- d ☐ Get in touch with my feelings .

11. It is easiest for me to:

- a ☐ Select the volume, base and treble for easy listening on a stereo system.
- b ☐ Select the intellectually relevant point in a conversation.
- c ☐ Select comfortable furniture.
- d ☐ Select rich, attractive colour combinations.

12. If you agree with someone, are you more likely to say:

- a ☐ That feels right.
- b ☐ That looks right.
- c ☐ That sounds right.
- d ☐ That makes sense.

REP SYSTEM TEST

Step One: For each question on the previous 2 pages note your answers in the box with the appropriate letter. In other words if you gave 1) D 4 points then you would write 4 where the D is on Question 1 (visual). Repeat for EVERY answer

Step Two: Add the numbers associated with each Representational System

Question Number	Visual	Auditory	Kinaesthetic	Auditory Digital
1	d	b	a	c
2	a	b	c	d
3	a	d	b	c
4	b	d	a	c
5	c	d	b	a
6	c	a	d	b
7	c	a	b	d
8	d	b	c	a
9	b	c	d	a
10	a	c	d	b
11	d	a	c	b
12	b	c	a	d
total	V =	A =	K =	A _d =

Step Three: The comparison of the total scores in each column will give the relative preference for each of the 4 major Representational Systems.