

Representational System Descriptions

Visual People with a visual preference will tend to:

- Be organised, neat and well-groomed because it's important to them to look good, and yes, they expect you to look good too!
- Use visualisation for memory and decision making - often getting insights about something.
- People who are visual often stand or sit with their heads and/or bodies erect, with their eyes up.
- They will be breathing from the top of their lungs.
- Be more imaginative and may have difficulty putting their ideas in words.
- Speak faster than the general population because they have a picture(s) in their mind which might be moving picture and so they have to speak quickly to tell you all about it before the picture or movie has moved on!
- Prefer to communicate in person or face to face because they like to see the other person and his/her reactions.
- Want to see or be shown concepts, ideas or how something is done.
- Want to see the big picture.
- May not remember what people have said and become confused if you give them too many verbal instructions.
- However, if you can draw a map or picture for them, then they can see what you are saying.
- Remember faces more easily than names.
- Be distracted by visual activity and less so by noise.

As a result of these characteristics people who have visual as their preferred representational system will learn / understand best by seeing what you are saying, therefore they need visual aids:

- Flip charts
- Overheads
- PowerPoint slides
- White boards
- Use of colours
- Handouts
- Maps
- Drawings
- Pictures
- Diagrams
- Flow charts
- Graphs
- Props
- Articles.

They engage when you speak quickly and in an animated way by using purposeful gestures and movement.

Auditory People with an auditory preference will tend to:

- Move their eyes sideways a lot.

- Breathe from the middle of their chest.
- Typically talk to themselves, and are easily distracted by noise, (some even move their lips when they talk to themselves).
- Repeat things back to you easily and usually like music and talking on the phone.
- Memorise by steps, procedures, and sequences (sequentially).
- Be more aware of and notice subtle change in the tone of your voice and be more responsive to and engaged by certain tones of voice.
- Enjoy discussions and prefer to communicate through spoken language rather than the written word.
- Talk through problems and like to have someone available to serve as a sounding board for their ideas.
- Need to be heard.

As a result of these characteristics people who have auditory as their preferred representational system will learn / understand best by listening to what you are saying, they learn best by:

- Asking questions
- Being involved in discussions
- Talking through exercises
- Listening to the content delivered clearly with a variety of tone, pitch, speed and volume
- Like to be told how they are doing.

Kinaesthetic People with a kinaesthetic preference will tend to:

- Breathe from the bottom of their lungs, so you'll see their stomach go in and out when they breathe.
- Respond to physical rewards, and touching.
- Stand closer to people in order to feel their energy .
- Be interested in your course if it feels right.
- Speak slower than the general population because they need time to get in touch with how they feel about the topic.
- Dress to be comfortable rather than to look good.
- Make decisions based on their feelings.

As a result of these characteristics people who have kinaesthetic as their preferred representational system will learn / understand best by:

- Doing or walking through something
- Touching, holding or feeling props or equipment
- Role play
- Being taught by someone who stays pretty still, speaks slowly and uses low tones
- Practical exercises.

Auditory Digital People with an auditory digital preference will tend to:

- Have a need to make sense of the world, to figure things out, to understand.
- Have a lot of 'self talk' – having conversations in their heads all the time with themselves and imagining conversations with others.
- Think things through before taking action so are rarely spontaneous.
- Be very logical in their decision making processes.
- Like to know the detail, facts and figures.

- Memorise by steps, procedures, sequences.

As a result of these characteristics people who have auditory as their preferred representational system will learn / understand best by listening to what you are saying:

- Working things out in their mind
- Having as many facts available as possible
- Having figures available
- Having as much information as possible to consider and make conclusions about
- Like handouts
- Enjoy additional reading material
- Links to additional information and resources to research for themselves
- Enjoy project work and research.

