

REPRESENTATIONAL SYSTEM PREFERENCE Test

For each of the following statements, place a number next to each phrase.
Make sure to use one number for each blank line to indicate your preference:

- 4 = Closest to describing you
- 3 = Next best description
- 2 = Next best
- 1 = Least descriptive of you

1. 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 issues.

2. 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 argument.
- ___ the logic of the other person's argument.
- ___ whether or not I feel I am in touch with the other person's true feelings.

3. 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.
- ___ the tone of my voice.

4. It is easiest for me to:

- ___ find the ideal volume and tuning on a stereo system. .
- ___ select the most intellectually relevant point about an interesting subject.
- ___ select the most comfortable furniture.
- ___ select rich, attractive color combinations.

5. (No question, just answer)

- ___ I'm very attuned to sounds of my surroundings.
- ___ I am 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 colors and to the way a room looks.

Scoring Representational Preferences

STEP ONE: Copy your answers from the previous page to the lines below:

1. ____ K 2. ____ A 3. ____ V 4. ____ A 5. ____ A
 ____ A ____ V ____ K ____ D ____ D
 ____ V ____ D ____ D ____ K ____ K
 ____ D ____ K ____ A ____ V ____ V

STEP TWO: Transfer the numbers for each statement to the appropriate representational system column in the table below:

Table	V	K	A	D
1.				
2.				
3.				
4.				
5.				
Totals	=V	=K	=A	=D

STEP THREE: Add the columns and write the totals in the space provided in the table above. The comparison of the totaled scores gives the relative preference for each of the four major representational systems.

V = Visual
 K = Kinesthetic
 A = Auditory
 D = Auditory/Digital