

REPRESENTATIONAL SYSTEM

PREFERENCE TEST

This quick questionnaire is to understand and bring awareness to how we communicate and process the world through our senses. Use this information to listen to others and to craft your communication accordingly. For each of the following statements, please place a number next to every phrase. Use the following system to indicate your preferences:

4 = Closest to describing you

3 = Next best description of you

2 = Slightly describes you

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 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

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
- _____ my tone of voice

4. 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 color combinations

5. Rank the following statements:

- _____ 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 colors and to the way a room look



REP SYSTEM TEST

Step One: Copy your answers from the previous page to here:

- | | |
|--|--|
| <p>1. K _____
 A _____
 V _____
 Ad _____</p> | <p>4. A _____
 Ad _____
 K _____
 V _____</p> |
| <p>2. A _____
 V _____
 Ad _____
 K _____</p> | <p>5. A _____
 Ad _____
 K _____
 V _____</p> |
| <p>3. V _____
 K _____
 Ad _____
 A _____</p> | |

For example, if your ranking of question 1 was:

I make important decisions based on:

- 1 gut level feelings
- 2 which way sounds the best
- 3 what looks best to me
- 4 precise review and study of the issues

Then you would transfer those numbers into #1 on the left:

- K = 1
- A = 2
- V = 3
- Ad = 4

Step Two: For each numbered question, transpose the scores associated with each letter (from the example for #1, the V score = 3). Then, total each column at the bottom.

	V	A	K	Ad
1				
2				
3				
4				
5				
TOTAL				

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

