

Representational System Test Your Processing Style

For each of the following statements, please **place a number next to every phrase, (each number can only be used once!)**. Do this quickly, with the first thought that comes into your head.

Indicate your preferences with this system:

- 4 = Most describes you
- 3 = Next best description
- 2 = Next best
- 1 = Least descriptive of you

1. **I make important decisions on...**
 - _____ how I feel about it.
 - _____ which way sounds the best to me.
 - _____ which way looks best to me.
 - _____ a complete analysis and evaluation of the issues.

2. **In a discussion 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 perspective.
 - _____ how I connect with the other person's feelings.

3. **I communicate most what is going on with me by...**
 - _____ the way I appear and look.
 - _____ how I share my feelings.
 - _____ how I express my thoughts.
 - _____ the tone of my voice.

4. **I find it easy to...**
 - _____ Fine-tune the volume and resonance on a stereo system.
 - _____ find the most logical point on a subject.
 - _____ pick out the most comfortable furniture.
 - _____ picture the most attractive colour combinations.

5. **Which phrase is most like you?:**
 - _____ I am tuned in to the sounds around me.
 - _____ I process new facts and data easily.
 - _____ I am very in touch with the way my clothes feel on my body.
 - _____ I vividly respond to colours and to the way a room looks.

6. I know that someone knows me best when they...

- are in touch with what I am feeling.
- see things from my point of view.
- really hear what I am saying.
- understand how I think.

7. I am more likely to...

- want to make sense of the facts you convey to me.
- want to see how it appears to me.
- want to hear how what you say sounds to me.
- want to grasp how the project feels to me.

8. To make something real to me you need to...

- show it to me.
- tell me about it.
- let me feel it out.
- make it logical.

9. When I am stressed I find it least easy to...

- see someone else's perspective.
- tune in to what someone else is saying.
- separate my feelings from someone else's.
- consider someone else's thinking.

10. I usually:

- listen to my inner voice.
- see my path clearly ahead.
- feel my way through life.
- organize and decide my life logically.

Scoring the Evaluation

Step One:

Copy your answers from the questionnaire 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 |
| | | | | |
| 6. _____ K | 7. _____ D | 8. _____ V | 9. _____ V | 10. _____ A |
| _____ V | _____ V | _____ A | _____ A | _____ V |
| _____ A | _____ A | _____ K | _____ K | _____ K |
| _____ D | _____ K | _____ D | _____ D | _____ D |

Step Two:

Add the numbers associated with each letter. There will be ten entries for each letter. Then transfer scores to table on right – highest to lowest

	V	K	A	D (Ad)
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
Totals				
	V	K	A	Ad

Enter letters: highest to lowest score

Communicate	
Challenge	
Security	
Environment	

To check scores, add up $V + K + A + D = 100$

Visual / Kinesthetic / Auditory / Auditory/digital (self-talkers)

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