

Representational System Preference Test

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

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.

\_\_\_ the most logical option following a precise review & a 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.

\_\_\_ how I feel about that person’s argument, whether or not I can get in touch with the other person’s true feelings.

**3. I most easily communicate what is going on with me by:**

\_\_\_ the look I give.

\_\_\_ 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 concerning an interesting subject

\_\_\_ select the most comfortable furniture

\_\_\_ select rich, attractive colour combinations

**5. I am very**

\_\_\_ sensitive to the sounds of my surroundings.

\_\_\_ adept at making sense of new facts and data.

\_\_\_ sensitive to the way articles of clothing feel on my body.

\_\_\_ responsive to colours and to the way a room looks.

Turn to next page for marking.

SCORING THE REPRESENTATIONAL PREFERENCES

STEP ONE:

Copy your answers from the test to the lines below.

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 1 |  2  |  3  |  4  |  5  |
|  K  |  |  A  |  |  V  |  |  A  |  |  A  |  |
|  A  |  |  V  |  |  K  |  |  Ad  |  |  Ad  |  |
|  V  |  |  Ad  |  |  Ad  |  |  K  |  |  K  |  |
|  Ad  |  |  K  |  |  A  |  |  V  |  |  V  |  |

STEP TWO:

Add the numbers associated with each letter. There are 5 entries for each letter. V

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
|  | V |  A  |  K  |  Ad  |
| 1 |  |  |  |  |
| 2 |   |  |  |  |
| 3 |   |  |  |  |
| 4 |   |  |  |  |
| 5 |   |  |  |  |
| Totals |   |  |  |  |

STEP THREE:

The comparison of the totalled scores gives the relative preference for each of the four major

representational systems. Write your preferences in descending order below

1st\_\_\_\_\_ 2nd\_\_\_\_\_\_ 3rd\_\_\_\_\_\_ 4th\_\_\_\_\_\_