

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 _____