

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
- _____ 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.

- _____ 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 looks

Step One: Copy your answers in the order they appear from the each of the items on the previous page to the corresponding numbered items below.

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

Step Two: Add the numbers associated with each letter. There are 5 entries for each letter.

	V	A	K	Ad
1				
2				
3				
4				
5				
Totals:				

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