

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