[Exercise] Discover your preferred representational system

Among the following sentences, place numbers from 1 to 4 depending on how the sentence describes you.

4 = this describes me the most

3 = that describes me well

2 = less describes me

1 = does not describe me at all

1. I make important decisions based on:

_____my instinct
_____the proposal that resonates well with me
_____the proposal that looks good to me
_____detailed analytical data

2. During a conflict, I can be influenced by:

_____the other person's voice
_____my ability to see the other person's point of view
_____the logic in the other person's arguments
_____if I can feel what the other person really feels

3. I easily communicate what I live by:

_____the way I dress
_____the emotions I share
_____choice of words I use
_____the tone of my voice

4. It is easier for me to:

_____find the ideal volume while listening to music
_____select the best arguments in an intellectual discussion
_____choose the most comfortable furniture
_____choose rich and attractive colors

5.

_____I am very receptive to the sounds of my surroundings
_____I can easily interpret complex data
_____I am very sensitive to the feel of my clothes on my skin
_____I am very attracted to colors and the appearance of objects

Discover your preferred sensory channel

Step One: Copy your answers from the previous page below.

1.   _____K   2.   _____A   3.   _____V
            _____A   _____V   _____K
            _____V   _____D   _____D
            _____D   _____K   _____A

4.   _____A   5.   _____A
            _____D   _____D
            _____K   _____K
            _____V   _____V

Second step: copy your results in the table below and add your results in order to have the total in each category.

	V	A	K	D
1				
2				
3				
4				
5				
Total				

Third step: compare the results in each column. The category with the highest score designates your preferred sensory channel. (**V**isual, **A**uditory, **K**inesthetic, **A**uditory, **D**igital)