

REPRESENTATIONAL SYSTEM - PREFERENCE TEST

For each of the following statements, place a number next to every phrase. For each question, you can only use a number once, so you will have four different answers, each with a different number, indicating the degree of preference. Use the following system to indicate your preference.

4 = Closest description / 3 = Next best description / 2 = Next best / 1 = Least descriptive

1. When I have an important decision to make, I base it on:

- Gut feelings and intuition _____
- The option that sounds the best _____
- The option that looks the best _____
- The most logical option following a precise review and study of the issues _____

2. During an argument, I am most influenced by:

- What the other person says and their 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 can get in touch with the other person's true feelings _____

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

- The way I dress and look _____
- 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 hi-fi 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 _____
- Adept at making sense of new facts and data _____
- Sensitive to the way articles of clothing feel on my body _____
- Responsive to colors and the way a room looks _____

PREFERENCE TEST ANSWERS

Step 1: Copy your answers from the previous page to here

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 2: 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 3: The comparison of the total scores in each column will give the relative preference for each of the 4 major representational systems.