

What is your primary representation system?

Instructions: Which representation system do you preferred ? For each statement, place a 3 in the box that corresponds to the statement that is most accurately describes you. Place a 2 next to the statement that is the second most accurate and a 1 next to the statement that is the least true of you. Do the same for each statement in the six categories.

		A	B	C
1. For me, the most important factor is:	<u>1</u>			
a. The colors on my living room wall				
b. Being surrounded by pleasant music in my home				
c. Feeling the texture of my rug and my sofa				
2. It is easy for me:	<u>2</u>			
a. To choose the right colors for my wall				
b. To adjust the volume of my television				
c. To choose nice material for my sofa				
3. In meetings the thing that has the greatest influence on me is:	<u>3</u>			
a. Understanding other people's ideas and their way of thinking				
b. A person's tone of voice				
c. My ability to perceive the other person's true feelings				
4. Other people say that I express myself best through:	<u>4</u>			
a. My choice of clothes				
b. My tone of voice				
c. My emotions				
5. I base important decisions on:	<u>5</u>			
a. Solutions that I think are best				
b. My impressions				
c. Solutions that sound best				
6 When I think back about a great vacation, I mainly think of:	<u>6</u>			
a. The sight of the beautiful countryside or the seashore				
b. The sounds of the surroundings.				
c. The wonderful sensation of freedom on holidays.				
Total				

A. Visual

People who score the highest in this group use visual and creative images for remembering ideas and thoughts. The visual person is generally right brained, and recalls any memory with images of the identity of the object or individual. They express themselves by using visual phrases such as "Do you see what I mean?". These people often think in pictures. People in this group normally think fast and are quick when it comes to making decisions. They base their decisions on how things look.

B. Auditory

These types of people have the strongest memory when it comes to hearing and listening. Auditory people often make decisions based on whether the suggestion sounds good, whether things have been explained well, or whether people have been listening to them. Their language includes phrases such as "That sounds OK!" They can recall voices from the past and use their voice to replay the sound. These people have the power to imitate sound. These types of people learn the best by speaking out loud. Very often they tilt their heads sideways when they speak or when they listen. They remember things in sequence. Auditory people like hearing feedback in conversations.

C. Kinesthetic

People who are kinesthetic like to try things out for themselves. For them, it is not enough to have something demonstrated or to be told something! Kinesthetic people make decisions by weighing the pros and cons. It is important for them that the decision feels right. These types of people use emotion and feeling. These types of people take things into their own hands. The kinesthetic individual loves the feeling of textures and materials. This person uses emotions to make decisions, and describes objects with passion. These people typically say "I feel you are right."