**Representational System Assessment**

First name: Date: Client code:

1. When on holiday in the country or at the beach, the first thing I notice is:  
a \_\_ The feel of sand, the warm sun or the fresh breeze  
b \_\_ The roar of the sea, wind whistling through the trees or birdsong  
c \_\_ That the holiday is good value and sensible  
d \_\_ The scenery, the blue water, the trees or landscape

2. When overwhelmed, I find it helps if:  
a \_\_ I can see the big picture  
b \_\_ I can hear what's going on, or someone tells me what is going on  
c \_\_ I can get in touch with what is happening, if I can feel or sense what’s happening  
d \_\_ I think things through and make sense of them

3. When given an assignment at work, it is easier to carry out if:  
a \_\_ I can picture what is needed  
b \_\_ I feel I understand what is needed  
c \_\_ I understand fully what is required.  
d \_\_ I hear what’s needed, or am tuned in to what is needed

4. I find it easier to follow a presentation if:  
a \_\_ I feel a rapport with the presenter and the material makes sense to me  
b \_\_ Material is presented visually or graphically  
c \_\_ The presentation is based on facts and figures and is logically presented.  
d \_\_ The presenter speaks clearly, has a clear voice and varies their tone

5. When buying a car, I make my decision on:  
a \_\_ The purchase price, gas mileage and safety features  
b \_\_ What the car feels like when I test drive it.  
c \_\_ The colour, style or visual look of the car  
d \_\_ The sound of the engine, sound system, or conversely, how quiet the car is

6. I communicate my thoughts through:  
a \_\_ My tone of my voice.  
b \_\_ My words.  
c \_\_ My appearance.  
d \_\_ My feelings.

7. When I am anxious, the first thing that happens is:  
a \_\_ I notice that things don’t sound right  
b \_\_ Things don’t feel quite right  
c \_\_ Nothing looks quite right  
d \_\_ Things don’t really make sense, I can’t see a logic or pattern

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8. During a discussion, I am most often influenced by:  
a \_\_ Logic, argument and debate.  
b \_\_ Someone’s tone of voice and delivery  
c \_\_ The energy of the other person  
d \_\_ Understanding the a person's body language or picturing another person's perspective

9. I assess how well I am doing at work based on:  
a \_\_ My understanding of what needs to be done; how logical the taks are  
b \_\_ How I see myself making progress, how the plan looks  
c \_\_ How the plans sound to me  
d \_\_ How satisfied I feel, how comfortable I feel with the plans

10. One of my strengths is my ability to:  
a \_\_ See what needs to be done easily  
b \_\_ Process and make sense of new facts, information or data  
c \_\_ Judge or perceive whether a plan sounds reasonable and right  
d \_\_ Instinctively know whether a plan makes sense, and trust my feelings

11. I enjoy:  
a \_\_ Listening to music or stories read out loud  
b \_\_ Putting together a logical argument, and reasoning  
c \_\_ putting on comfortable clothes, or wrapping myself in a blanket  
d \_\_ shopping for clothes, watches or accessories that look good

12. If you agree with someone, you are more likely to say:  
a \_\_ That feels right, good or correct  
b \_\_ That looks good, right, correct  
c \_\_ That sounds right, or sounds like it makes sense  
d \_\_ That makes sense, that’s logical, the stacks up

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**Determining Your Preferences**

1. Copy your answers to the lines below:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Question Number** | **Visual** | **Auditory** | **Kinesthetic** | **Digital** |
| 1 | d | b | a | c |
| 2 | a | b | c | d |
| 3 | a | d | b | c |
| 4 | b | d | a | c |
| 5 | c | d | b | a |
| 6 | c | a | d | b |
| 7 | c | a | b | d |
| 8 | d | b | c | a |
| 9 | b | c | d | a |
| 10 | a | c | d | b |
| 11 | d | a | c | b |
| 12 | b | c | a | d |
| **total** | V = | A = | K = | D = |

2. Add the numbers in each column. A comparison of the totaled scores gives your relative preference for each of the four major representational systems. The higher the score, the higher your preference.

Adapted and amended from an original set of questions © 2003, Renewal Technologies Inc. The questions have been rephrased to suit the UK and been expanded or simplified.

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