

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

REP SYSTEM TEST PAGE 2

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

- | | | |
|---|---|---|
| <p>1. ___ K
 ___ A
 ___ V
 ___ Ad</p> | <p>2. ___ A
 ___ V
 ___ Ad
 ___ K</p> | <p>3. ___ V
 ___ K
 ___ Ad
 ___ A</p> |
| <p>4. ___ A
 ___ Ad
 ___ K
 ___ V</p> | <p>5. ___ A
 ___ Ad
 ___ K
 ___ 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 the relative preference for each of the 4 major Representational Systems.