

Quick Assessment Preference Test

Instructions

For each of the following five statements, please place a number next to every phrase.

Each sub-choice should have a number next to it.

No numbers should be used more than once for each statement (forced ranking.)

Use the following system to indicate your preferences:

4 = Closest to describing you

3 = Next best description of you

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 attractive colour combinations

5. Which statement best describes me...

- _____ 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 colours and to the way a room looks

Scoring Your Self-Assessment Preference Test

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

Q 1	Q 2	Q 3	Q 4	Q 5
K	A	V	A	A
A	V	K	Ad	Ad
V	Ad	Ad	K	K
Ad	K	A	V	V

Step Two: Add the numbers associated with each letter. There are 5 entries for each letter.

Question	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: Visual, Auditory, Kinaesthetic and Auditory Digital. Your highest score indicates your most preferred channel of communication.

Step Four: What does this mean? This is not an exact test, but rather an indicator of your preferred style of communicating. There is no “right or wrong” or “good or bad” with any of these four major representational systems. It’s helpful, however, to understand the differences that people have in their styles of communication. You have the ability to use all four major representational systems depending upon the situation and what will work best for you to connect to and communicate with the other person.