

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.