Greetings!

Congratulations for being selected to attend the upcoming Sale talk.

We all process information in four distinct ways to re-present the world through our five senses and how we typically communicate them back to the world, these are called: **Visual, Auditory, Kinesthetic and Auditory digital.** They are also referred to as NLP **Sensory Modalities** or **Representational Systems** (rep systems) otherwise known as our perception.

To prepare you for the talk please spend some moments to answer following questions as honestly as possible to find out how you process information and how you need information to be delivered to you to ensure that you truly get it.

Representational System Assessment

Instructions: For each of the following statements, please assign a number to every phrase. Use the following system to indicate your preferences:

1. **Least descriptive of you.**

2. **Next least description.**

3. **Next best description.**

4. **Best description of you.**

Example :-   Q. I most easily communicate what is going on with me by:-

    a _2_ The way I dress and look
    b _1_ The feeling I share
    c _4_ The words I choose
    d _3_ My tone of voice

………..………
If you have trouble deciding between two phrases, go with the first thought that comes to mind.

1. When vacationing at the beach, the first thing that makes me glad to be there is:

a __ The feel of the cool sand, the warm sun or the fresh breeze on my face.

b __ The roar of the waves, the whistling wind or the sound of birds in the distance.

c __ This is the type of vacation that makes sense or the cost is reasonable.

d __ The scenery, the bright sun, and the blue water.

2. When I feel overwhelmed, I find it helps if:

a __ I can see the big picture.

b __ I can talk or listen to another person.

c __ I can get in touch with what is happening.

d __ I make sense of things in my head.

Representational System Assessment

3. When given an assignment at work, it is easier to carry out if:

a __ I can picture what is required

b __ I have a feeling for what is required.

c __ I have an understanding of what is required.

d __ Someone talks to me about what is required.

4. I find it easier to follow a presentation if :

a __ I feel in touch with the presenter and the material is within my grasp.

b __ There is a visual display so that I can visualize the concepts.

c __ The presentation is based on facts and figures and is logically presented.

d __ The presenter speaks clearly with varying tonality or uses sound to emphasize message.

5. When buying a car, I make my decision on:

a __ The purchase price, gas mileage, safety features, etc.

b __ How comfortable the seats are or the feeling I get when I test drive it.

c __ The colour, styling or how I would look in it.

d __ The sound of the engine or stereo system or how quiet it rides.

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 __ Things begin to sound different.

b __ Things begin to feel different.

c __ Things begin to look different.

d __ Things begin to not make sense.

Representational System Assessment

8. During a discussion, I am most influenced by:

a __ The other person's logic.
b __ The other person's tone of voice.
c __ The energy I feel from the other person.
d __ Seeing the other person's body language or being able to picture the other person's viewpoint.

9. I assess how well I am doing at work based on:

a __ My understanding of what needs to be done.
b __ How I see myself making progress.
c __ The tone of voice used by my colleagues and superiors.
d __ How satisfied I feel.

10. One of my strengths is my ability to:

a __ See what needs to be done.
b __ Make sense of new facts and data.
c __ Hear what sounds right.
d __ Get in touch with my feelings.

11. It is easiest for me to:

a __ Select the volume, base and treble for easy listening on a stereo system.
b __ Select the an intellectually relevant point in a conversation.
c __ Select comfortable furniture.
d __ Select rich, attractive colour combinations.

12. If you agree with someone, are you more likely to say:

a __ That feels right.
b __ That looks right.
c __ That sounds right.
d __ That makes sense.

Determining Your Preferences

Step 1. Copy your answers from the previous page to the lines below:

Example :-

a _2_ The way I dress and look
b _1_ The feeling I share
c _4_ The words I choose
d _3_ My tone of voice

Question Number	V	A	K	A D
Q	a 2	d 3	b 1	c 4

……

Question Number	V	A	K	A D
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 =	A_d =

Step 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.