

Your Preferred Modalities Checklist

Alternatively known as preferred representational systems.

We are constantly interacting and building relationships with everyone we meet. Have you ever considered why it that you just 'click' with some people and others you just don't? Why we, ourselves, think and act in a certain way? It all comes down to our own **internal representational system**: which means how we represent the world using our senses.

We have the following senses to rely on when processing information:

What we see	Visual modality
What we hear	Auditory modality
What we smell	Olfactory
What we sense/feel	Kinaesthetic modality
What we taste	Gustatory
What we tell ourselves	Auditory Digital

We use our visual, auditory & kinaesthetic modalities most often when making sense of our world. For example, we will *feel that is good (K)*, we will *see what you mean (V)* or we will *hear a bell ringing (A)* when something clicks. Some people are primarily auditory digital, which means that want to *know how it works (AD)*.

We all use a combination of these modalities when communicating with ourselves & others. The test outlined below will discover your own primary representation system and the first representational component in your strategies. Your first choice is usually the most appropriate. If however you are finding it difficult to decide, consider a relevant circumstance in your own life that specifically relates to the question and select an answer. Your representational type simply reveals how you relate as a person and how you run your relationships.

For each of the following system 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 colour 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 colours and to the way a room looks

Copy your answers from the previous page to here

- | | | | | | | | | | |
|----|----------|----|----------|----|----------|----|----------|----|----------|
| 1. | _____ K | 2. | _____ A | 3. | _____ V | 4. | _____ A | 5. | _____ A |
| | _____ A | | _____ V | | _____ K | | _____ Ad | | _____ Ad |
| | _____ V | | _____ Ad | | _____ Ad | | _____ K | | _____ K |
| | _____ Ad | | _____ K | | _____ A | | _____ V | | _____ V |

Total score for

V =

A =

K =

Ad =

*"Develop a passion for learning. If you do,
you will never cease to grow." - Anthony J. D'Angelo*



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Favoured Representational Systems

V Visual

People who are visual often stand or sit with their hands and/or bodies erect, with their eyes up. They will be breathing from the top of their lungs. They often sit forward in their chair and tend to be organized, neat, well groomed and orderly. They memorize by seeing pictures, and are less distracted by noise. They often have trouble remembering verbal instructions because their minds tend to wander. A visual person will be interested in how your program LOOKS. Appearances are important to them. They are often thin and wiry.

A Auditory

People who are auditory will move their eyes sideways (remember Richard Nixon?). They breathe from the middle of their chest. They typically talk to themselves, and are easily distracted by noise. (some even move their lips when they talk to themselves.) They can repeat things back to you easily, they learn by listening, and usually like music and talking on the phone. They memorize by steps, procedures, and sequences (sequentially). The auditory person likes to be TOLD how they're doing, and responds to a certain tone of voice or set of words. They will be interested in what you have to say about your program.

K Kinesthetic

People who are kinesthetic will typically be breathing from the bottom of their lungs, so you'll see their stomach go in and out when they breathe. They often move and talk verrry slooowly. They respond to physical rewards, and touching. They also stand closer to people than a visual person. They memorize by doing or walking through something. They will be interested in your program if it 'feels right'.

Ad Auditory Digital

This person will spend a fair amount of time talking to themselves. They will want to know if your program "makes sense". The auditory digital person can exhibit characteristics of the other major representational systems.

