

Representational Systems – Test

Instructions:

Assign a number to each of the sentences below according to the classification:

The worst description of all receives the value 1

The next worst receives the value 2

The description that is almost the best receives 3

The best description of all receives the value 4

If you have difficulty deciding, choose the first one that comes to mind.

1. When I am on vacation at the beach, what makes me happy to be there is:
 - a. ___ The feeling of the sand on my feet, the warm sun, or the cool breeze on my face.
 - b. ___ The sound of the waves, the wind whistling, or birds in the distance.
 - c. ___ This is an acceptable type of vacation for me (the cost is reasonable).
 - d. ___ The scenery, the bright sun, the blue water, the variation of colors and brightness.

2. When I feel stressed, what helps me is:
 - a. ___ Being able to contemplate a beautiful landscape, seeing the horizon.
 - b. ___ Being able to talk with someone, listening to another person.
 - c. ___ Getting in touch with myself and feeling in my body what is happening.
 - d. ___ That things make sense and have logic in my mind.

3. When I am given a task at work, it is easier to accomplish it if:
 - a. ___ I can have a clear vision of what is being asked of me.
 - b. ___ I can feel inside myself what is being asked of me.
 - c. ___ I can mentally understand what is being asked of me.
 - d. ___ Someone has a conversation with me about what is being asked of me.

4. I believe it is easier to follow a presentation if:
 - a. ___ I feel connected with the presenter and the material is accessible to me.
 - b. ___ There is visual support so that I can see the concepts.
 - c. ___ The presentation is based on facts, numbers, and is well organized.
 - d. ___ The presenter speaks harmoniously, with variations in tone of voice, varies volume, and emphasizes the message.

5. When buying a car, I decide according to:
 - a. ___ The price, fuel consumption, safety features, etc.
 - b. ___ The comfort of the seats, or what I feel when I test it.
 - c. ___ The color, the style, or how I see myself in it.
 - d. ___ The sound of the engine, the sound of the speakers, or its soundproofing.



6. I communicate my thoughts through:
 - a. ___ The tone and timbre of my voice.
 - b. ___ The precision of my words.
 - c. ___ My appearance and how I am dressed.
 - d. ___ My feelings.

7. When I am anxious, what happens first is:
 - a. ___ Things start to sound different.
 - b. ___ I feel things differently.
 - c. ___ I start to see things differently.
 - d. ___ Things begin to lose meaning.

8. During a discussion, I am most influenced by:
 - a. ___ The logic of the other person.
 - b. ___ The tone of voice of the other person.
 - c. ___ The energy I feel from the other person.
 - d. ___ Seeing the other person's body posture and having clarity about their point of view.

9. I evaluate my effectiveness at work based on:
 - a. ___ What I understand needs to be done.
 - b. ___ Seeing my progress.
 - c. ___ What I hear from my colleagues and supervisors.
 - d. ___ The level of satisfaction I feel.

10. One of my strengths is my ability to:
 - a. ___ See and have a clear image of what needs to be done.
 - b. ___ Understand whether there is coherence in the facts.
 - c. ___ Ask and listen, knowing whether what is said sounds right to me.
 - d. ___ Get in touch with my feelings and emotions.

11. It is much easier for me to:
 - a. ___ Select the appropriate acoustic parameters so that audio equipment sounds better.
 - b. ___ Select an intellectually relevant point in a conversation.
 - c. ___ Select the most comfortable furniture or the objects that provide me with comfort.
 - d. ___ Select rich and attractive color combinations.

12. If you agree with someone, it is more appropriate for you to say:
 - a. ___ That fits with what I feel.
 - b. ___ That looks good to me.
 - c. ___ That sounds good to me.
 - d. ___ That is logical and makes sense to me.

Representational Systems

Reading the test:

1. For each question on the previous pages, write down your answers in the following table, taking into account the letter in each cell.

Question	Visual	Auditory	Kinesthetic	Auditory Digital
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 =	At =	C =	Ad =

2. Add the values in each column to obtain the final score for each representational system..
3. The totals indicate your preference for using the different representational systems.
Put them in order:
