



Internal Representational System Preference Test

Date:

Internal representational systems are made up of the key senses, which we use to represent, code, store and give meaning to our world.

Discover your internal representational systems by taking the short test below.

Part 1

For each of the following statements, 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 issue
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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
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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
 - Adept at making sense of new facts and data
 - Sensitive to the way articles of clothing feel on my body
 - Receptive to colours and to the way a room looks

Part 2

Copy your answers from the previous page to the section below.

- | | | |
|-------------------------------|-------------------------------|-------------------------------|
| 1. <input type="checkbox"/> K | 2. <input type="checkbox"/> A | 3. <input type="checkbox"/> V |
| <input type="checkbox"/> A | <input type="checkbox"/> V | <input type="checkbox"/> K |
| <input type="checkbox"/> V | <input type="checkbox"/> Ad | <input type="checkbox"/> Ad |
| <input type="checkbox"/> Ad | <input type="checkbox"/> K | <input type="checkbox"/> A |
| 4. <input type="checkbox"/> A | 5. <input type="checkbox"/> A | |
| <input type="checkbox"/> Ad | <input type="checkbox"/> Ad | |
| <input type="checkbox"/> K | <input type="checkbox"/> K | |
| <input type="checkbox"/> V | <input type="checkbox"/> V | |
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Part 3

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

V	A	K	Ad
1.			
2.			
3.			
4.			
5.			
Total			

Part 4

What are the different internal representational systems?

- **Visual (V)** – Memorize by seeing pictures and are less distracted by noise. Often have trouble remembering and are bored by long verbal instructions because their mind may wander. They are interested by how the program looks.
- **Auditory (A)** – Typically are easily distracted by noise. They can repeat things back to you easily and learn by listening. They generally like music and talking on the phone. Tone of voice and the words used can be important.
- **Kinaesthetic (K)** – Often they talk slow and breathy. They respond to physical rewards and touching. They memorize by doing of walking through something. They will be interested in a program that feels right or gives them a gut feeling.
- **Auditory Digital (Ad)** – They spend a fair amount of time talking to themselves. They memorize by steps, procedures and sequences. They will want to know that the program makes sense. They can also sometimes exhibit characteristics of other Representational Systems.

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How can you use internal representational systems?

Your preferences will determine how you are likely to communicate to others because we tend to treat others like we want to be treated and talk to others using the same language we use when we talk to ourselves. However, if you want to be truly affective in your communication with others you need to be able to move away from your natural preferences, understand other people's communication preferences and then reflect their preferences back to them.

So, learn to pick out internal representation systems in the people you meet and use words that correspond to their internal representational system. See the next section for a list of words used by people with each internal representational system.

Spotting internal representational systems in the people you meet

Pay attention to the words a person uses most. Here is a list of common words used by each internal representational system.

Visual	Auditory	Kinaesthetic	Auditory Digital
See	Hear	Feel	Abstract
Look	Listen	Touch	Idea
View	Sounds	Grasp	Understand
Appear	Music	Get hold of	Information
Show	Harmonise	Slip through	Process
Dawn	Tune in/out	Catch on	Learn
Reveal	Be all ears	Tap into	Think
Envision	Rings a bell	Make contact	Thought
Illuminate	Silence	Throw out	Know
Imagine	Be heard	Turn around	Data
Clear	Resonate	Hard	Facts
Foggy	Deaf	Unfeeling	Concept
Focused	Dissonance	Concrete	Program
Hazy	Question	Scrape	System
Crystal	Unhearing	Get a handle on	
Picture	Grating	Solid	

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Part 5

Take your understanding of internal representational systems to an even deeper level by answering the following questions about yourself.

What is your preferred internal representational system?

Which internal representational system is your weakest? How can you make it stronger?

List five people you know well. What do you think their preferred internal representational system is?
