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## REPRESENTATIONAL SYSTEM PREFERENCE TEST

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 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 color 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 colors and to the way a room looks

# REP SYSTEM TEST PAGE 2

**Step One:** Copy your answers from the previous page to here:

- |   |   |   |
|---|---|---|
| 1.    ___ K<br>___ A<br>___ V<br>___ Ad | 2.    ___ A<br>___ V<br>___ Ad<br>___ K | 3.    ___ V<br>___ K<br>___ Ad<br>___ A |
| 4.    ___ A<br>___ Ad<br>___ K<br>___ V | 5.    ___ A<br>___ Ad<br>___ K<br>___ V |   |

**Step Two:** Add the numbers associated with each letter. There are 5 entries for each letter.

	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.