

The Representational System Preference Evaluation

Please give each of the following statements a ranking using the following system to indicate your preferences. What describes you in most situations?

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 argument
- the logic of the other person's argument
- whether or not I feel 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
- the tone of my voice

4. It is easiest for me to:

- find the ideal volume and tuning on a stereo system
- select the most intellectually relevant point concerning an interesting subject
- select the most comfortable furniture
- select rich, attractive color combinations

5. Rate each statement from 1 to 4 (4 is most like you)

- 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 the way a room looks

6. People really know me best when they:

- experience what I am feeling
- see my perspective
- listen carefully to what I say and how it is said
- are interested in the meaning of what I am doing or saying

7. I am more likely to:

- want understanding of the facts you tell me
- picture the overview or plan
- sequence the information you give me to make sense of it
- get a handle on the feeling of the project

8. Describing myself I'd say:

- showing it to me makes it believable
- the sincere tone of your voice makes it believable
- when it feels right it's believable
- when it makes sense it's believable

9. In times of stress, I am most challenged with:

- trusting the people or situation
- being diplomatic
- separating what my feelings are from what other people are feeling
- being flexible and changing plans easily

10. Rate each statement from 1 to 4

- I easily receive inner inspiration
- I can easily tell where new ideas fit
- I easily follow the direction of the tried and true methods
- I easily organize and plan the timing of things

Scoring the Evaluation

Step 1

Copy your scores from the evaluation to the chart below in the same order that they appear.

1.	K	2.	A	3.	V	4.	A	5.	A
	A		V		K		D		D
	V		D		D		K		K
	D		K		A		V		V

6.	K	7.	A	8.	V	9.	D	10.	D
	V		V		A		A		A
	A		D		K		K		K
	D		K		D		V		V

Step 2

Add the number associated with each letter. There will be ten entries for each letter.

	V	K	A	D
1				
2				
3				
4				
5				
6				
7				
8				
9				
10				
Totals	V	K	A	D

Maximum column score is 40 and minimum is 10. The check, add up $V+K+A+D=100$

Step 3

The comparison of the totals gives the relative preference for each of the four representational systems. The higher score preferences are those that you most relate to the world, situations and people with. Your language is also an indication of your representational preferences.