

## 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.



#perspectivate

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:

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