

Communication Styles & Test

Instructions

For each of the following statements, please assign a number to every phrase. Use the following system to indicate your preferences:

1. Least descriptive of you.
2. Next best description.
3. Next best description.
4. Best description of you.

If you have trouble deciding, select the first thought that comes to mind.

Answer these questions:

1. When vacationing at the beach, the first thing that makes me glad to be there is:
 - a. ___ The feel of the cool sand, the warm sun or the fresh breeze on my face.
 - b. ___ The roar of the waves, the whistling wind or the sound of birds in the distance.
 - c. ___ This is the type of vacation that makes sense, or the cost is reasonable.
 - d. ___ The scenery, the bright sun, and the blue water.

2. When overwhelmed, I find it helps if:
 - a. ___ I can see the big picture.
 - b. ___ I can hear what's going on.
 - c. ___ I can get in touch with what is happening.
 - d. ___ I make sense of things in my head.

3. When given an assignment at work, it is easier to carry out if:

- a. ___ I can picture what is required.
- b. ___ I have a feeling for what is required.
- c. ___ I have an understanding of what is required.
- d. ___ I have tuned into what's required.

4. I find it easier to follow a presentation if:

- a. ___ I feel in touch with the presenter and the material is within my grasp.
- b. ___ There is a visual display so that I can visualize the concepts.
- c. ___ The presentation is based on facts and figures and is logically presented.
- d. ___ The presenter speaks clearly with varying tonality or uses sound to emphasize message.

5. When buying a car, I make my decision on:

- a. ___ The purchase price, gas mileage, safety features, etc.
- b. ___ How comfortable the seats are or the feeling I get when I test drive it.
- c. ___ The color, styling or how I would look in it.
- d. ___ The sound of the engine or stereo system or how quiet it rides.

6. I communicate my thoughts through:

- a. ___ My tone of my voice.
- b. ___ My words.
- c. ___ My appearance.
- d. ___ My feelings.

7. When I am anxious, the first thing that happen is:

- a. ___ Things begin to sound different.
- b. ___ Things begin to feel different.
- c. ___ Things begin to look different.
- d. ___ Things begin to not make sense.

8. During a discussion, I am most often influenced by:

- a. ___ The other person's logic.
- b. ___ The other person's tone of voice.
- c. ___ The energy I feel from the other person.
- d. ___ Seeing the other person's body language or being able to picture the other person's viewpoint.

9. I assess how well I am doing at work based on:

- a. ___ My understanding of what needs to be done.
- b. ___ How I see myself making progress.
- c. ___ How things sound.
- d. ___ How satisfied I feel.

10. One of my strengths is my ability to:

- a. ___ See what needs to be done.
- b. ___ Make sense of new facts and data.
- c. ___ Hear what sounds right.
- d. ___ Get in touch with my feelings.

11. I enjoy:

- a. ___ Choosing a piece of music to listen to.
- b. ___ Making a logical, compelling point.
- c. ___ Choosing clothes that are comfortable.
- d. ___ Choosing clothes that look good.

12. If you agree with someone, you are more likely to say:

- a. ___ That feels right.
- b. ___ That looks right.
- c. ___ That sounds right.
- d. ___ That makes sense.

Question Number	Visual	Auditory	Kinesthetic	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 =	A =	K =	D =

NLP Representational System Metaphors

Visual metaphors

I see what you mean.
I want a different perspective.
Try to see things my way.
I have a vision of how things could be.

Things are looking up.
Shed some light on the matter.

I am trying to picture it.
Clear as mud.
Let's look at this closely.
The outlook is dim.

Seeing eye to eye.
It's not yet clear.

Auditory metaphors

We're on the same wavelength.
Speaking the same language.

Tune in to this.

I hear what you are saying.

I like your story.

Lost for words.

Living in harmony.

Talking gobbledygook.

Quiet as a mouse.

Sounds good.

Turn a deaf ear.

Strikes a chord.

Kinesthetic metaphors

I'm ready to tackle this head on.

I've got a feel for the place.

He wants something concrete

Maintaining a sense of balance.

He rubs me up the wrong way.

A cool customer.

Things just flowed.

Get a grip on yourself.

Can you grasp the idea?

A sticky situation.

I feel it in my bones.

One step at a time.

Auditory Digital Metaphors

Makes Sense.

Without a doubt.

That's logical.

I can't figure it out.

Let me process this.

Visual	Auditory	Kinesthetic	AD/Labelling
<p>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.</p>	<p>Typically are easily distracted by noise. They can repeat things back to you easily & learn by listening. They like music and like to talk on the phone. Tone of voice and the words used can be important.</p>	<p>Often they talk slowly and breathy. They respond to physical rewards & touching. They memorize by doing or walking through something. They will be interested in a program that feels right or gives them a gut feeling.</p>	<p>They spend a fair amount of time talking to themselves. They memorize by steps, procedures, sequences. They will want to know the program makes sense. They can also sometimes exhibit characteristics of other rep systems.</p>
<ul style="list-style-type: none"> • See • Look • Clear • Picture • Imagine • Focused • View • Appear • Show • Dawn • Reveal • Envision • Illuminate • Foggy • Hazy • Crystal • Bright • An eyeful • Tunnel Vision 	<ul style="list-style-type: none"> • Hear • Listen • Sound(s) • Tell • Make music • Harmonize • Tune in/out • Be all ears • Rings a bell • Clear as a bell • Silence • Be heard • Resonate • Deaf • Mellifluous • Dissonance • Hush • Unhearing • Roar 	<ul style="list-style-type: none"> • Feel • Touch • Grasp • Get hold of • Slip through • Solid • Catch on • Tap into • Make contact • Throw out • Turn around • Hard • Unfeeling • Concrete • scrape • get a handle • solid • Pull some strings • Get a hold 	<ul style="list-style-type: none"> • Sense • Experience • Understand • Think • Know • Learn • Process • Decide • Motivate • Consider • Change • Perceive • Insensitive • Distinct • Conceive • Know • Perceive • Question • Distinct