

Representational Strategic Inventory

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The following test is designed to discover your primary representational system and the first representational component in many of your strategies. In knowing this, you'll be able to see how you lead with other representational systems besides your primary one.

Answer each question with the very first response that comes to mind. If you have trouble deciding between two answers, check the one that occurs to you first. There is no need for undue thought and pondering as though your life depended on how you answer. That's a waste of time. Your first response is usually the most appropriate. If you're still having a difficult time choosing, think of specific circumstances in your life relative to the question, one that comes closest to approximating your answer. If all else fails, simply pick one of the possible choices. Most likely, that will be the most appropriate one. If you get a sudden case of the "how I might make the test come out the way I want it to" syndrome, try to resist. Purposely slanting your responses will make the outcome meaningless and will rip you off from information from which you could benefit.

There is no representational system that is better or worse than others. Everywhere in life you'll find people who are lords or serfs, rich or poor, enlightened or foolhardy, connected or disenfranchised, gentle or bellicose, who represent experiences visually, auditorily and kinaesthetically. Life doesn't divide the good into one sensory channel and bad into others. Your representational type doesn't have any relevance to what kind of human being you are; it simply sheds light on how you relate as a human being and reveals how you manage your relationships.

1. **When you recall a time that you were immensely drawn to someone, what was the very *first* thing that attracted you to them? Was it:**
 - a. The way they looked
 - b. Something they said to you or that you heard
 - c. The way they touched you or something you felt

2. **When you recall a particularly wonderful holiday you had, what's the very *first* experience you remember? Was it:**
 - a. The way the resort area looked
 - b. The different way it sounded to you
 - c. The feeling you got by holidaying there

3. **When you drive, how do you navigate?**
 - a. I look for road signs or follow a road map
 - b. I listen for familiar sounds that point me in the right direction
 - c. I get a gut feeling or sense of where I am

- 4. When I participate in my favourite sport, I particularly enjoy:**
 - a. The look of the game or how I look playing it
 - b. The sound of the game, such as the thwack of the ball or the roar of the crowd
 - c. The feel of the game, such as the grip of the club or the sense of motion

- 5. When I get an assignment at work, it is easier to understand and to execute if:**
 - a. It's written or diagrammed
 - b. It's explained to me
 - c. I get a sense of clarity, purpose or correctness from it

- 6. When my problems get me down, I find it helps to:**
 - a. Write them down so I can see them clearly
 - b. Talk or listen to another until my problems sound easier to hear
 - c. Sort them out internally until they make sense

- 7. I find it easier to be with friends if:**
 - a. The communicate using animation and to-the-point statements
 - b. They interact with me through easy-to-hear and varying speech
 - c. I get a feeling that they know where I'm coming from

- 8. When I make decisions, it helps to:**
 - a. Picture the possible choices in my mind's eye
 - b. Hear both sides of a dialogue within my mind
 - c. Sense how I would feel if either choice came to pass

- 9. Which group I tend to favour:**
 - a. Photography, painting, reading, sketching, films
 - b. Music, musical instruments, the sound of the sea, wind chimes, concerts
 - c. Ball games, woodworking, massage, introspection, touching

- 10. During sex, I like to:**
 - a. Look at what's going on
 - b. Hear my lover
 - c. Feel every sensation

- 11. When I buy an article of clothing, after first seeing it, the very next thing I do is:**
- a. Take another really good look at it or picture myself wearing it
 - b. Listen closely to the salesperson and/or have a conversation with myself giving the pros and cons of buying it
 - c. Get a feeling about it and/or touch it to see if it's something I'd enjoy wearing
- 12. On the occasions when I think of a former lover, the very *first* thing I do is:**
- a. See the person in my mind's eye
 - b. Hear his or her voice in my mind
 - c. Get a certain feeling about the person
- 13. At the gym, my experience of satisfaction comes *first* from:**
- a. Seeing myself in the mirror getting better
 - b. Hearing myself or others say how good I'm looking
 - c. Feeling my body get stronger and sensing it's more in shape
- 14. When I have occasion to use mathematics, I verify my answer by:**
- a. Looking at the numbers to see if they look correct
 - b. Counting the numbers in my head
 - c. Using my fingers to get a sense of correctness
- 15. When I spell, I verify my accuracy by:**
- a. Looking at the word in my mind's eye to see if it looks the way that word should
 - b. Saying the word out loud or hearing it in my mind
 - c. Getting a feeling about the way the word is spelt
- 16. The subject I enjoyed most in school came about *primarily* as a result of:**
- a. The way it looked on the board or in books
 - b. The sound of the subject as it was taught to me
 - c. My sense of interest as I learned more about it
- 17. When I love someone, I get an immediate experience of:**
- a. The way we look together through the eyes of love
 - b. The sound of telling him or her, "I love you"
 - c. A feeling or sense of warmth toward that person

- 18. When I turn off to someone, I get an immediate experience of dislike:**
- a. When I see them approach
 - b. When they begin talking to me
 - c. When I sense they're nearby
- 19. At the beach, the very *first* thing that makes me glad to be there is:**
- a. The look of the sand, the smiling sun, the ice blue water
 - b. The sound of the waves, the laughing wind and distant whispers
 - c. The feel of the sand, the salt air on my lips, the joy and serenity
- 20. Having a conversation at a party, my whole frame of experience will change if:**
- a. The lights get dimmer
 - b. The music changes pace
 - c. The room temperature changes
- 21. I know my career is taking a turn for the better when:**
- a. I see myself moving into the corner office
 - b. I hear the chief executive say, " You're really going places"
 - c. I feel satisfaction in getting a promotion
- 22. Before going to sleep at night, It's important that:**
- a. The room is nearly dark or pleasantly shaded
 - b. The room is hushed or muted with pleasing background noise
 - c. The bed feels comfortable
- 23. In the morning, I especially enjoy awakening to:**
- a. Either the sun streaming in or an overcast day
 - b. The sound of a lively wind or rain pelting the windows
 - c. A warm and toasty doona or flannel sheets
- 24. When I experience anxiety, the very *first* thing that happens is:**
- a. The world takes on a different appearance in some way
 - b. Sounds begin to bother me
 - c. My sense of ease begins to falter
- 25. When I'm very happy, my world:**
- a. Takes on a definite and wonderful shine
 - b. Resonates with total harmony
 - c. Fits perfectly within the space of my life

26. I get along better with people who:

- a. Relate to the world through the way it looks
- b. Relate to the world through the way it sounds
- c. Relate to the world through the way it makes them feel

27. When I get totally motivated, the *first* thing that happens is:

- a. I see things from a new and resourceful perspective
- b. I tell myself how this state is going to create new possibilities
- c. I can actually feel myself getting psyched up

28. When someone tells me, “I love you,” my *first* experience is:

- a. An image of the person loving me, or us together
- b. A dialogue within my soul saying, “This is wonderful”
- c. A feeling of pleasurable contentment

29. Death, for me, is probably:

- a. To see no more, or to see in a totally new way
- b. To hear no more, or to hear in a totally new way
- c. To feel no more, or to feel in a totally new way

30. Having rapport with someone is:

- a. Seeing him or her in a wonderful and easy to be with way
- b. Hearing the person communicate things exactly the way that I would
- c. Feeling towards the person the way I know he or she feels towards me

Now add up the three separate scores of A's, B's and C's. The letter with the highest number indicates that this is probably your primary representational system.

A's = Visual
B's = Auditory
C's = Kinaesthetic

If you score 10 in each category, take the test over a day or so; you'll probably find one area predominates. If your three scores are still close together in value, it means that though you may be primarily visual, for example, many of your strategies are kinaesthetic or auditory. If your scores are highly skewed, that is to say, higher than 17 in any category, you are clearly dominant in that representational system.

Favoured Representational Systems

V Visual

People who are visual often stand or sit with their heads and/or bodies erect, with their eyes up. They will be breathing from the top of their lungs. They often sit forward in their chair and tend to be organised, neat, well groomed and orderly. They memorise by seeing pictures and are less distracted by noise. They often have trouble remembering verbal instructions because their minds tend to wander. A visual person will be interested in how your business, home or office LOOKS. Appearances are important to them. They are often thin and wiry.

A Auditory

People who are auditory will move their eyes sideways. They breathe from the middle of their chest. They typically talk to themselves and are easily distracted by noise, (some may even move their lips when they talk to themselves.) They can repeat things back to you easily, they learn by listening and usually like music and talking on the phone. They memorise by steps, procedures and sequences (sequentially.) The auditory person likes to be TOLD how they're doing it and responds to a certain tone of voice or set of words. They will be interested in what you have to say about your life and your business and the benefits of your service.

K Kinaesthetic

People who are kinaesthetic will typically be breathing from the bottom of their lungs so you'll see their stomach go in and out when they breathe. They often move and talk verry slooowly. They respond to physical rewards and touching. They also stand closer to people than a visual person. They memorise by doing or walking through something. They will be interested in you and your business or program if it 'feels right.'

Ad Auditory Digital

This person will spend a fair amount of time talking to themselves. They will want to know if you and your business or program 'makes sense.' The auditory digital person can exhibit characteristics of the other major representational systems.

Examples - Words

Visual

See	Picture	Colour
Look	View	Watch
Illuminate	Clear	Appear
Gaze	Bright	Focus
Watchful	Observe	Show
Foggy	Focussed	Flash

Hearing - Auditory

Hear	Loud	Tone
Sound	Whisper	Roar
Speak	Tell	Listen
Silent	Discuss	Recite
Tune in	Harmonious	Harsh

Feeling - Kinaesthetic

Feel	Soft	Relax
Touch	Sensation	Texture
Contact	Comfortable	Hold
Warm	Tingling	Stroke

Phrases

Visual

See your way clear
Light at the end of the tunnel
See what you mean
Look into it
Bird's eye view

Hearing

It's your call
Ring in the changes
Hear what you're saying
Music to my ears
Blast from the past

Feeling

Touch wood
Get a grip
Feel-good factor
All being well
Gut feeling

Body Language

(Physiology 55% of communication)

Posture and gestures
Breathing rate
Eye contact and blink rate

Tone of voice

(38% of communication)

Volume
Pace
Pitch
Tone
Intonation
Phrasing

Words (Actual used words)

(7% of communication)

VHF Channels

(Visual/Hearing/Feeling)
Key words that are used