C
CLAIRE

Establishing your Preferred Thinking Representational system

This exercise is to help identify how you think using the NLP Representational system.   For each group there are 4 statements. These are to be numbered 1, 2, 3 and 4, in the order of preferences of:

4. Best Describes You
3. Next Best Description
2. A little less like you
1. Least Like You

Each group has no duplicates, only the numbers of 1, 2, 3 and 4, as per the example below:

EXAMPLE: **When you first meet a person you**	A	B	C	D
Observe what they look like	_4_			
Listen to the sound of their voice		_1_		
Check out how you feel about them			_2__	
Figure out their age				_3___

If you have trouble deciding between two phrases, go with the first thought that comes to mind.

Start allocating number 1, 2, 3, and 4 to each group.

1. **When vacationing at the beach, the first thing that makes me glad to be there is:**	A	B	C	D
The scenery, the bright sun, and the blue water.	____			
The roar of the waves, the whistling wind or the sound of birds in the distance.		_____		
The feel of the cool sand, the warm sun or the fresh breeze on my face.			_____	
This is the type of vacation that makes sense or the cost is reasonable.				_____

2. **When overwhelmed, I find it helps if:**	A	B	C	D
I can see the big picture.	____			
I can hear what's going on.		_____		
I can get in touch with what is happening.			_____	
I make sense of things in my head.				_____

3. **When given an assignment at work, it is easier to carry out if:**	A	B	C	D
I can picture what is required.	____			
I have tuned into what's required.		_____		
I have a feeling for what is required.			_____	
I have an understanding of what is required.				_____

4. **I find it easier to follow a presentation if:**	A	B	C	D
There is a visual display so that I can visualize the concepts.	____			
The presenter speaks clearly with varying tonality or sound to emphasize msg.		_____		
I feel in touch with the presenter and the material is within my grasp.			_____	
The presentation is based on facts and figures and is logically presented.				_____

5. **When buying a car, I make my decision on:**	A	B	C	D
The colour, styling or how I would look in it.	____			
The sound of the engine or stereo system or how quiet it rides.		_____		
How comfortable the seats are or the feeling I get when I test drive it.			_____	
The purchase price, petrol mileage, safety features, etc.				_____

6. I communicate my thoughts through:	A	B	C	D
My appearance.	____			
My tone of my voice.		____		
My feelings.			____	
My words				____

7. When I am anxious, the first thing that happens is:	A	B	C	D
Things begin to look different.	____			
Things begin to sound different.		____		
Things begin to feel different.			____	
Things begin to not make sense.				____

8. During a discussion, I am most often influenced by:	A	B	C	D
Seeing the other person's body language or picture the other person's point of view.	____			
The other person's tone of voice.		____		
The energy I feel from the other person.			____	
The other person's logic				____

9. I assess how well I am doing at work based on:	A	B	C	D
How I see myself making progress.	____			
How things sound.		____		
How satisfied I feel.			____	
My understanding of what needs to be done.				____

10. One of my strengths is my ability to:	A	B	C	D
See what needs to be done.	____			
Hear what sounds right.		____		
Get in touch with my feelings.			____	
Make sense of new facts and data.				____

11. I enjoy:	A	B	C	D
Choosing clothes that look good.	____			
Choosing a piece of music to listen to.		____		
Choosing clothes that are comfortable.			____	
Making a logical, compelling point.				____

12. If you agree with someone, you are more likely to say:	A	B	C	D
That looks right.	____			
That sounds right.		____		
That feels right.			____	
That makes sense.				____

Next, add up each of the columns and put the total into the table below for each column:

Total Each Column	Column A-Visual =	Column B-Auditory =	Column C-Kinesthetic =	Column D-Digital =