

# Building Belief Alliance

Cognitive / NLP Hypnotherapy | Practices in Birmingham & Warwickshire  
Quit Smoking, Overcome Fears, Perform, Gain Confidence...  
**Representational System Preference Test**

Please take the following self-test. It will take just a few minutes, and it will tell you what representational system you prefer to use: visual, auditory, kinesthetic (feeling or doing), or auditory digital (internal dialog).

For each of the following statements, put a number next to every phrase, using the following system (each blank should have a number).

**Closest to describing you = 4**

**Next best description = 3**

**Next best = 2**

**Least descriptive of you = 1**

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.

- \_\_\_ 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 to the way a room looks.

Now, copy your answers from the test to the lines below:

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

Next, add the numbers associated with each letter. In other words, add all the numbers that have a V after them, add all the numbers that have an A after them, add all the numbers that have a K after them, and add all the numbers that have an Ad after them.

**Totals:**

$$V \text{ ___} + \text{ ___} + \text{ ___} + \text{ ___} + \text{ ___} = \text{ ___}$$

$$A \text{ ___} + \text{ ___} + \text{ ___} + \text{ ___} + \text{ ___} = \text{ ___}$$

$$K \text{ ___} + \text{ ___} + \text{ ___} + \text{ ___} + \text{ ___} = \text{ ___}$$

$$Ad \text{ ___} + \text{ ___} + \text{ ___} + \text{ ___} + \text{ ___} = \text{ ___}$$

The highest score(s) is the preferred representational system.

**Descriptions of the Categories:**

**Favored 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 organized, neat, well-groomed and orderly. They memorize 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 program LOOKS. Appearances are important to them. They are often thin and wiry.

### **A: Auditory**

People who are auditory will move their eyes sideways (remember Richard Nixon?). They breathe from the middle of their chest. They typically talk to themselves, and are easily distracted by noise (some 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 memorize by steps, procedures, and sequences (sequentially). The auditory person likes to be TOLD how they're doing, and responds to a certain tone of voice or set of words. They will be interested in what you have to say about your program.

### **K: Kinesthetic**

People who are kinesthetic 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 memorize by doing or walking through something. They will be interested in your 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 your program "makes sense". The auditory digital person can exhibit characteristics of the other major representational systems. AD people prefer logic, facts and thoughts to feelings. They often have conversations going on inside their heads, and can sometimes have difficulty sleeping because they can't 'switch off' at the end of the day. AD people like to think things through, and make sense of the world with logic, facts and figures. They can sometimes be oblivious to their physical comfort or discomfort, as they often think about how they feel rather than just feeling it. Sometimes they may confuse a conversation they had in their mind with an actual conversation, which can get them in trouble! Approximately 10% of the population are Auditory Digital.

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BUILDING BELIEF ALLIANCE

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