

REPRESENTATIONAL SYSTEM



THE COACHING MASTERS

REPRESENTATIONAL SYSTEM

How I perceive the world: For each of the statements below, number according to the following system to indicate your preferences:



1. I make important decisions based on:

- _____ intuition
- _____ what sounds better to me
- _____ what seems best to me
- _____ an accurate and thorough study of the subject

2. During a discussion I am most influenced:

- _____ by the other person's tone of voice
- _____ whether or not I can see the other person's argument
- _____ by the logic of the other person's argument
- _____ whether or not I get in touch with the other's real feelings

3. I communicate more easily what is happening to me:

- _____ the way I dress and look
- _____ for the feelings I share
- _____ by the words I choose
- _____ by the tone of my voice

4. IT IS easy for me:

- _____ find the ideal volume and tuning in a sound system
- _____ select the most relevant point concerning an interesting subject
- _____ choose the most comfortable furniture
- _____ choose the richest and most attractive color combination

5. I understand myself better if:

- _____ I'm very in tune with the ambient sounds
- _____ I am very capable of reasoning with new facts and data
- _____ I am very sensitive to the way clothes fit my body
- _____ I respond strongly to the colors and appearance of a room

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Copy your test answers on the lines below.

1	2	3	4	5
_____ C	_____ THE	_____ V	_____ THE	_____ D
_____ THE	_____ V	_____ C	_____ D	_____ V
_____ V	_____ D	_____ D	_____ C	_____ THE
_____ D	_____ C	_____ THE	_____ V	_____ C

Transpose these answers to the grid below and add the numbers associated with each letter.

	V	C	THE	D
1				
2				
3				
4				
5				
Total x 2				
	VISUAL	KINESTHETIC	AUDITORY	DIGITAL

REPRESENTATIONAL SYSTEM

SYSTEM TYPES

We know that each one learns better in a way, according to a preponderant representational system among the following: a) auditory; b) visual; c) kinesthetic; d) digital auditory.

The importance of knowing the best learning system is extremely important to maximize learning efficiency, directing the study in a way that is compatible with our representational quality.

VISUAL

More visual people often stand or sit with their head and/or body erect. They often sit leaning forward and tend to speak quickly and loudly. They usually look up and breathe with the top of their lungs. They are generally neat, clean and well-dressed. They value appearances. They memorize more easily by seeing pictures and figures, and tend to have difficulty remembering verbal instructions. More visual people are less distracted by noise. Interested in SEEING ideas and proposals and how they SHOW or LOOK. They seek professions or activities in which visual skills are important, such as architecture, drawing or graphic arts. They are often thin people.

EXAMPLES OF VISUAL PHRASES

Can you envision this possibility with me?

I can't see myself performing this task

It's needed to see beyond the obvious hidden.

I see that things are clearer now. The guy is brilliant. He is enlightened.

They perceive things as images and can move from one subject to another easily, get along well in organize things as they visualize the overall concept quickly. Visual people gesticulate a lot while talking.

DIGITAL

Digital people are people who spend most of their time talking to themselves, having internal dialogues. Faced with ideas and programs, they will tend to seek logic and find out if they "make sense". The internal auditory ones also present characteristics of the other representational systems.

EXAMPLES OF PHRASES OF DIGITAL PEOPLE

How important is this?

Conceptualize, Detail, define, compare this information.

What is the basis/Source/Fundament of this information? My system works like this..

They are people who are moving, talking and at the same time dialoguing with themselves. Has a tendency to constantly carry out self-analysis and to consider the consequences of each decision.

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AUDITORY

Hearing people often have well-groomed voices and speak clearly. They tend to move their eyes to the sides and breathe more with the middle part of their lungs. They talk to themselves and are easily distracted by noise. Some move their lips while they are thinking or talking to themselves. Typically, they can easily repeat what they hear, learn by listening, and enjoy music and conversation. More auditory people memorize in stages, procedures and sequentially. Some find it easy to imitate other people's sounds or voices. They will enjoy activities in which sounds or speech are important, such as music, singing or speaking. Auditory people generally prefer to hear ideas and projects. They understand better when others tell them how things are going and look good when things SOUND good.

EXAMPLES OF SENTENCES OF HEARING PEOPLE

There is noise in our professional relationship I can't quite hear your statements

You have a lot of noise and little attitude

I would like to hear a little more on this subject.

Speak more slowly so I can understand what you're saying. This conversation didn't sound very good to me.

They enjoy listening and telling stories and have a wide vocabulary. Learn by listening and giving Pay attention to emphasis, pauses, and tone of voice. Focus on one thing at a time.

KINESTHETIC

More kinesthetic people tend to be slower, moving and speaking more slowly. They breathe using the lower part of the lungs and moving the abdomen. They respond well to physical rewards and touch, and often touch their bodies and others. They tend to be closer to people than visuals. They more easily memorize what they move or when they do something. They enjoy activities that involve sensation, movement, or physical activity, such as sports, or physical contact with people. They like to feel the world and people. Synesthetics generally need to feel good about ideas and projects in order to get them approved.

EXAMPLES OF KINESTHETIC PHRASES

What you say gives me a very good feeling Can you feel the result of this action?

I feel like this business is stinking

I like to hug causes that give me the pleasure of doing good

I'm calm by nature, but when I have to knock firm, I do not soften. Brooding over past hurts makes my heart very agitated.

They perceive things through the body and through experimentation. They are very intuitive and especially value the environment and participation. Kinesthetic people are relaxed when talking, speak slowly and know how to use pauses. They like to touch and get close to people. Occasionally they walk and gesture to remember things.