

# Discover Your Representational System

*(How YOU know when you're loved, respected, and appreciated)*

Rank these statements in order from ***greatest to least***. For each numbered statement:

- Put a number **3** next to the one that best describes you.
- Put a number **2** beside the one that somewhat describes you.
- Put a number **1** next to the phrase that least describes you.

1. When I'm teaching someone how to do something, I usually:

- \_\_\_\_\_ a. show them with diagrams, posters and drawings.
- \_\_\_\_\_ b. talk with them about how to do it.
- \_\_\_\_\_ c. do it for them or let them figure it out for themselves.

2. When I spell a word, I usually:

- \_\_\_\_\_ a. see the word in my mind's eye (visualize).
- \_\_\_\_\_ b. sound it out.
- \_\_\_\_\_ c. write it down then check whether it feels right.

3. When I come in contact with a person for the second time, I usually remember:

- \_\_\_\_\_ a. their face
- \_\_\_\_\_ b. their name.
- \_\_\_\_\_ c. what we did when we were together.

4. I can read someone's mood by:

- \_\_\_\_\_ a. the look on their face.
- \_\_\_\_\_ b. the loudness, softness, or tone of their voice.
- \_\_\_\_\_ c. the way they move.

5. When I'm working in class, I usually get thrown off or distracted:

- \_\_\_\_\_ a. when things look out of place.
- \_\_\_\_\_ b. by noises.
- \_\_\_\_\_ c. when I can't finish something, or I'm unable to move

6. When I think of someone I enjoy being with, I usually:

- \_\_\_\_\_ a. see what they look like, or a place we went to together, or some other image.
- \_\_\_\_\_ b. hear the sound of their voice.
- \_\_\_\_\_ c. feel an emotion of some kind (excitement, calmness, happiness)

7. When I'm feeling bored, I will usually:

- \_\_\_\_\_ a. draw, doodle, or watch something.
- \_\_\_\_\_ b. hum, drum or tap my pencil on the table, or talk to someone.
- \_\_\_\_\_ c. move or find something to do.

8. When watching a movie, I mostly enjoy:

- \_\_\_\_\_ a. the descriptive and colorful scenery
- \_\_\_\_\_ b. interesting a lively dialogue between the characters.
- \_\_\_\_\_ c. the action and adventure.

9. When I'm putting something together, I usually:

- \_\_\_\_\_ a. look at the directions and the picture.
- \_\_\_\_\_ b. talk with someone or find myself talking out loud as I work.
- \_\_\_\_\_ c. put the directions aside and figure it out as I go.

10. When I imagine myself at the beach, I usually:

\_\_\_\_\_ a. see whatever is in my surroundings.

\_\_\_\_\_ b. hear seagulls or the crash of the waves.

\_\_\_\_\_ c. feel the breeze, sand on my feet, and the warmth of the sun.

11. When I'm learning something new, it's easier to understand when I:

\_\_\_\_\_ a. see pictures or demonstrations.

\_\_\_\_\_ b. listen to instruction and talk about it.

\_\_\_\_\_ c. actually practice it.

12. I am most likely to be drawn to someone:

\_\_\_\_\_ a. who looks attractive or smart.

\_\_\_\_\_ b. who says all the right words in the right way.

\_\_\_\_\_ c. who gives me a good feeling.

14. Something is more believable when:

\_\_\_\_\_ a. I can clearly see it.

\_\_\_\_\_ b. it sounds credible or true.

\_\_\_\_\_ c. it feels real.

15. When I enter a room, I immediately:

\_\_\_\_\_ a. see all the bright colors and the way things look.

\_\_\_\_\_ b. hear the voices and sounds in my surroundings.

\_\_\_\_\_ c. get a feeling about what is going on.

*\* Find out how to score on the next page*

**How to Score:**

Use the TLC Scoring Chart below to copy the numbers you wrote in your answers. Go back to question number 1 and:

- a. **Copy** the number that you wrote in box "a" in the chart under the Visual heading.
- b. **Put** the number that you wrote in box "b" in the Auditory column.
- c. **Copy** the number that you wrote in box "c" in the Kinesthetic column.

Now do the same for each of your 15 questions and answers until each box in the chart has a number. Then add up the totals for each TLC preference (V, A, K). The higher the score, the more likely you are to use this sense as a way of thinking, learning, and communicating. There are no wrong or right answers.

**TLC Scoring Chart**

	<b>Visual</b>	<b>Auditory</b>	<b>Kinesthetic</b>
<b>1.</b>			
<b>2.</b>			
<b>3.</b>			
<b>4.</b>			
<b>5.</b>			
<b>6.</b>			
<b>7.</b>			
<b>8.</b>			
<b>9.</b>			
<b>10.</b>			
<b>11.</b>			
<b>12.</b>			
<b>13.</b>			
<b>14.</b>			
<b>Totals:</b>			

## Analyzing Your Score

1. The highest score indicates your lead representational system. The lowest score indicates your least developed modality.
2. If your two highest scores are the same or very close, both of these modalities may be your preference.
3. If all three of your scores are identical, you have truly developed and can work equally well in any of the modalities. We call this, "Talented and Gifted"

## VAK Style Behavioral Chart (What Your Score (Behavior) Means)

	<b>KINESTHETIC</b>	<b>AUDITORY</b>	<b>VISUAL</b>
<b>Learns by:</b>	doing, hands-on experiences.	hearing, lectures, discussions.	seeing, looking at demonstrations.
<b>When inactive:</b>	finds reasons to move.	hums, talks to self, drum on table,	stares, draws, watches something.
<b>Remembers:</b>	what was done.	verbals, names, rote memorization.	what was seen, faces, sight words.
<b>Likes/needs:</b>	action, movement, wiggling, space.	music, debates, the sound of his own voice.	movies, reading, staring into space, doodling.
<b>Distorted by:</b>	unfinished projects, inability to move.	sounds, noise.	visual disorder.
<b>Shows emotions:</b>	in body movement, muscle tone.	in tone and pitch of voice.	in facial expressions.
<b>Posture/movement:</b>	repeats <i>random</i> movements, walks heel to toe, move first then look.	nodding head, repeats movement in a pattern.	straight back, chin down, still body and head, look first, then move
<b>When pressured or stressed:</b>	moves	talks	freezes
<b>Relaxes by:</b>	moving or being still.	being quiet, choosing what to listen to.	closing eyes, choosing what to look at.
<b>The way their mind works:</b>	doesn't like to plan, makes piles, looks down or away to think, gestures when speaking.	talks through things, spells phonetically, sub-vocalizes, enjoys hearing own voice.	likes to plan, things organized, files cabinets may even be color coded, makes lists.

**HOW TO EASILY APPLY IT:** Teachers tend to teach from their own system. This is doesn't work because you have students who operate from a different system. A BETTER APPROACH: Teach from all three. You can find videos on Teacher Zone that shows, tells, and demonstrates how to do it with ease and certainty. Are you ready to learn something new and useful [Subscribe Now](#).

Adapted from NLP  
Cofounders: Bandler  
and Grinder 1970's.