

MIND IN MOTION

REPRESENTATIONAL AWARENESS PROFILE



We all have different ways of receiving and processing information. In NLP we call the world that we express ourselves internally and externally, the **VAKOG** (visual, auditory, kinaesthetic, olfactory and gustatory) these are called modalities.

People have different ways of describing their world. By noticing and understanding how people internalize the information they receive, you will be able to build rapport and become a more efficient communicator.

We each have our own **preferred** way of receiving and representing information that we gather. These representations then become our mental maps, for preferred modes of communication and thinking.

This Representational Profile will help you determine your preferred method of communication and thinking.

PREFERRED REPRESENTATIONAL TYPES

V: VISUAL

People who are visual see the world around them in image format, they tend to create images and pictures in their mind to clarify and help give meaning and understanding to the world around them. During a conversation with a visual person, you'll often find them gazing over your shoulder or tilting their head to one side. This is because they are looking at pictures and images that they are creating while you are speaking.

They tend to use words and phrases like, sight, look, see, focus, vision, hazy, twinkle and phrases like, it appears to me, take a look, in my mind's eye, not looking good, looks great etc.

They will be interested in what you have to say if it LOOKS good to them.

A: AUDITORY

Auditory people normally breathe from around the middle of their chest; they like to move their eyes to the left and right as they construct and recall conversations and sounds. They easily repeat things back to you, they learn by listening and usually like music and talking on the phone. Auditory people like to be TOLD how they are doing; they will be interested in what you have to SAY if it SOUNDS right to them.

They respond easily to a certain tone of voice or a set of words. They can be easily distracted by noise, they memorize in steps, procedures, and sequences (sequentially). They sometimes talk to themselves, and may even move their lips as they do so.

K. KINAESTHETIC

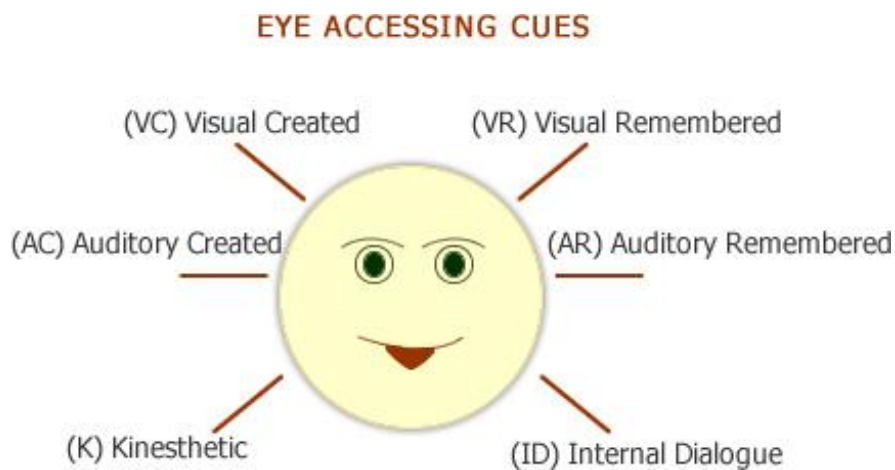
People who are kineasthetic will normally breathe from the bottom of their lungs, from the diaphragm area. They are normally slow and deliberate speakers. They respond very well to physical rewards and touching. They stand closer to people than the visual person. They memorize by doing and going through the motions of how things are done. They will be interested in what you have to say if it FEELS right to them.

Ai: AUDITORY DIGITAL INTERNAL (self talk)

Normally, auditory people would spend a good amount of time in self-talk, going over things in their mind as to what was said. They can exhibit characteristics of the other representational systems. They will be interested in what you have if it MAKES SENSE, is logical and follows a particular structure etc.

GENERAL NOTES:

If a channel is not apparent from listening to someone’s language, then their eyes can indicate whether they are thinking in pictures, sounds, or feelings.



VISUAL:

If they look up, they are visualising something so you could respond in visual language.

AUDITORY:

If they look to the side, they are hearing something so you could use some auditory words.

KINAESTHETIC:

If they look down, they are “in touch” with their feelings so you could respond with some kinaesthetic vocabulary. They will use words and phrases like, “I know that to be true, life is good, I don’t like what you are doing, and I’m not sure about that, I understand you.

AUDITORY DIGITAL:

If they look down and to the left, they are thinking logically and are perhaps talking to themselves.

It is estimated that about 40% of the population is primarily visual, approximately 40% are primarily kinaesthetic, and the remaining 20% are primarily auditory and auditory digital in how they process information.

Here's a fast track way to find out your preferences:

Please Note this is not set in stone, and may change in different experiential contexts.

If I were to give you a state of the art COMPUTER with all the accessories, and it was your responsibility to set it up and get it working, would you:

- A) Find the manual and read all you could about it?
- B) Unpack everything and deal with the setting up as you go along?
- C) Talk to someone about setting it up

OK, so if you answered **A**, then your preference is visual, **B** would be tactile or kinaesthetic and **C** would be the auditory preference.

For a more in-depth score please complete the **questionnaire** on the following pages.

THE REPRESENTATIONAL AWARENESS PROFILE QUESTIONNAIRE

Below are five **statements** each of which has four **phrases**. Next to each **phrase** is a **box**. In the **box** place a number that indicates your level of preference for that **phrase**.

Your preferences are:

4 = the phrase that is closest to describing you

3 = the next best description

2 = an acceptable description

1 = least descriptive of you

Read the statement and then place a number between 1 and 4 in the orange **box** next to each **phrase**.

Question # 01 - When I make a decision, I tend to ...		Score 1,2,3,4
1	Decide on what feels best, a gut feeling.	4
2	Listen to different points of view, what sounds best.	2
3	See what all the options are and what looks right.	3
4	Get a clear understanding of the situation first.	1

Question # 02 - In an argument, I tend to be influenced by ...		Score 1,2,3,4
1	The other person's tone of voice.	3
2	Whether I can see the other person's argument.	4
3	The logical side of the person's argument.	2
4	Whether I'm in touch with the other person's true feelings.	1

Question # 03 - Other's can tell what's going on with me ...		Score 1,2,3,4
1	The way I dress and look.	1
2	The emotions I share.	3
3	The words I choose.	2
4	The tone of my voice.	4

Question # 04 - I find it easiest to ...		Score 1,2,3,4
1	Find the ideal volume and tuning on the radio.	2
2	Select the most intellectually relevant point in an interesting subject.	3
3	Select and choose the most comfortable furniture.	4
4	Select rich complimentary colour combinations.	1

Question # 05 - I am very ...		Score 1,2,3,4
1	Attuned to the sounds of my surroundings.	4
2	Good at making sense of new things, facts and data.	2
3	Sensitive to the way clothing feels on my body.	1
4	Responsive to the colour and look of a room or surroundings.	3

Here is how to score the Representational Awareness Profile.

STEP 1

Copy the numbers in the *orange boxes* from the test above to the grid below and place them in the *orange highlighted boxes*:

Question 1			Question 2			Question 3			Question 4			Question 5		
1.1	4	K	2.1	3	A	3.1	1	V	4.1	2	A	5.1	4	A
1.2	2	A	2.2	4	V	3.2	3	K	4.2	3	AD	5.2	2	AD
1.3	3	V	2.3	2	AD	3.3	2	AD	4.3	4	K	5.3	1	K
1.4	1	AD	2.4	1	K	3.4	4	A	4.4	1	V	5.4	3	V

STEP 2

Transfer the numbers associated with each letter and statement number above to the corresponding orange boxes below.

Question	V ¹	K ²	A ³	AD ⁴
1				
2				
3				
4				
5				
TOTALS:				

STEP 2.

Now transfer the TOTALS number for each letter to the table below. The highest score will show you your highest representational preference; the lowest score your least representational preference.

V ¹ =	Your total	K ² =	Your total	A ³ =	Your total	AD ⁴ =	Your total
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For example: [xxxx] at present thinks auditory, followed by kinesthetic etc.

Legend: V¹=Visual – K²=Kineasthetic – A³ =Auditory – AD⁴ =Auditory Digital