

The Language(s) of the Senses

Research and a subsequent model indicates that people *tend* to become consistent in their use of language for thinking and speaking. This tendency begins in childhood and may be reinforced or modified by education and career.

This short preference indication will give you an *insight* into your typical thinking *preferences*, and the language style that you favour. But do remember this is just true for the moment you do this short preference indication. How you are feeling, your state and where you are can have a great deal of influence in you current 'snap-shot' of processing.

Since our thought processes are predominantly unconscious, this preference indication will have the greatest value for you if you **go though it as quickly as possible**. Simply circle the answer in each set that you prefer. If you are sure that two are equal, circle both.

Remember: go through the test as quickly as possible

Part One: Sentences

Set 1

- A - The future looks brighter.
- B - The future feels manageable.
- C - The future sounds good.
- D - The future is interesting.

Set 2

- A - Your idea is satisfactory and I believe it is appropriate.
- B - Your idea suits me and I feel it's solid.
- C - Your idea is clear and I see what you mean.
- D - Your idea sounds right and I hear your remarks.

Set 3

A – It sounds good to me.

B – Its really good to me.

C – It feels good to me.

D – It looks good to me.

Set 4

A – I've just clarified my ideas and I'd like your views on them.

B – I've just re-tuned my ideas and I'd like to sound them out with you.

C – I've just re-prioritised my ideas and I want your opinion.

D – I've just re-formed my ideas and I'd like to bounce them off you.

Set 5

A – By staying in touch with people, I can keep my finger on the pulse.

B – By communicating with people, I can appraise the situation.

C – By listening to what people say, I can tune into the issues.

D – By seeing how people react, I can focus on the issues.

Set 6

A – I do not approve of his ideas.

B – His ideas don't ring any bells for me.

C – His ideas don't seem obvious.

D – I don't warm to his ideas.

Set 7

A – I'd like to wait until harmony is restored.

B – I'd like to wait until the fog clears.

C – I'd like to wait until the pressure is off.

D – I'd like to wait until problem is resolved.

Part Two: Words

Set 8

A – colourful B – interesting C – loud D – boisterous

Set 9

A – attend B – tune in C – get in it D – focus

Set 10

A – handle B – picture C – comprehend D – echo

Set 11

A – incredible B – bright C – loud D – solid

Set 12

A – jingle B – basic C – perspective D – feel

Set 13

A – bright and shiny

B – solid and secure

C – harmonious and melodic

D – understandable and logical

Set 14

A – quiet and loud

B – white and black

C – no and yes

D – rough and smooth

Set 15

A – rush / stir / motion

B – remark / proclaim / mention

C – experience / convey / knowledge

D – vista / witness / illusion

Set 16

A – firm / grip / touch

B – understood / concentrate / think

C – clang / articulate / quiet

D – appearance / focus / illusion

Set 17

A – glimpse / scrutinise / reveal

B – feel / stir / hold

C – information / wait / categorise

D – silent / call / converse

Part Three: Choices

Set 18

You are talking to a colleague about a project. Which would you be more likely to say?

- A – Let me show you the advantages of doing it this way.
- B – Let me extricate the advantages of doing it this way.
- C – Let me go over the advantages of doing it this way.
- D – Let me talk over the advantages of doing it this way.

Set 19

Would you ask someone to ...

- A – for the details.
- B – talk through a project?
- C – set out the concrete facts?
- D – present a clear picture?

Set 20

Telling your friend about a coastal holiday, would you be more likely to mention ...

- A - the warmth of the sea and the feel of the breeze on your face?
- B – the blues of the sky and watching the surf spray?
- C – the quiet of the place, broken only by the sound of the surf?
- D – The situations I experienced were interesting.

Scoring Sheet

For each question you have answered, mark the appropriate letter [A, B, C or D] below in the table. After you have marked each answer with a letter, simply count up all the marks in that column.

Set	Auditory Digital [Ad]	See [V]	Hear [A]	Feel [K]
1	D	A	C	B
2	A	C	D	B
3	B	D	A	C
4	C	A	B	D
5	B	D	C	A
6	A	C	B	D
7	D	B	A	C
8	B	A	C	D
9	A	D	B	C
10	C	B	D	A
11	A	B	C	D
12	B	C	A	D
13	D	A	C	B
14	C	B	A	D
15	C	D	B	A
16	B	D	C	A
17	C	A	D	B
18	B	A	D	C
19	A	D	B	C
20	D	B	C	A
TOTAL				

Once you have totalled each of the columns, you have a 'snap shot' of how you were processing the answers to the questions on this particular day.