



Self-Assessment Quiz

What Type of  
**COMMUNICATOR**  
are YOU?



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## What Type of Communicator are YOU?

You've heard of the Golden Rule: "Do unto others as you would have them do unto you." The problem is that when it comes to communication, this doesn't really work. Why?

Because different people have different communication styles.

It's fascinating actually...

You see how a person communicates, the specific language we "organically" use, is a byproduct of **which of our senses we favor** when taking in information and processing the world around us.

This discovery was a massive breakthrough in understanding communication, brought to us by the field of Neuro-Linguistic Programming (NLP).

Have you ever had someone say something to you like:

*"You're not listening to me!"*

*"I just don't feel like you get me."*

*"Why can't you see what I'm talking about?"*

*....or... "What you're saying doesn't make sense"*

Sometimes it may seem as if the two of you speak different languages! Am I right?

In fact, it isn't necessarily **WHAT** you're communicating that causes confusion, but **HOW** you're communicating it.

Often it's simply that you were communicating in a way that was not compatible to your listener.

We see so many people struggle through unnecessary conflicts and unenjoyable misunderstandings, over and over and over again just because they have different communication styles.

And it doesn't have to be that way!

In the NLP world, you'll always hear us say **"The meaning of communication is the feedback we receive"**.

Therefore, it is the responsibility of the one communicating (you) to ensure that the messages you're sending are being interpreted in the manner you intended.

Learning about the different communication styles and how to relate to each one is the first step in becoming an effective communicator.

Once you've mastered each communication style, just some of the things you can expect to experience are:

- More efficient & effective conversations
- Making new friends
- More meaningful relationships
- Making more money
- Getting more of what you want
- Quicker conflict resolution with others
- Nailing job interviews
- Closing more sales
- Connecting with your children on a deeper level
- And so much more!

Although most of us have a combination of styles, we usually fall under one prevailing style. Take a few minutes to complete the following quiz to find out your communication style!

To your greatness!

Kathy



## Preferred Communication Style

For each of the following statements, please place a number next to every phrase. Use the following system to indicate your preferences:

**4 = Closest to describing you**

**3 = Next best description**

**2 = Next best**

**1 = Least descriptive of you**

### 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 point of view
- \_\_\_\_\_ the logic of the other person's argument
- \_\_\_\_\_ whether or not 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
- \_\_\_\_\_ my tone of voice

### 4. It is easiest for me to:

- \_\_\_\_\_ find the ideal volume and tuning on a stereo system
- \_\_\_\_\_ select the most intellectually relevant point in 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

## Preferred Communication Style (cont.)

**Step One:** Copy your answers from the previous page to here:

1.	_____ K	2.	_____ A	3.	_____ V	4.	_____ A
	_____ A		_____ V		_____ K		_____ Ad
	_____ V		_____ Ad		_____ Ad		_____ K
	_____ Ad		_____ K		_____ A		_____ V
5.	_____ A						
	_____ Ad						
	_____ K						
	_____ V						

**Step Two:** Add the numbers associated with each letter. There are 5 entries for each letter.

	V	A	K	Ad
1				
2				
3				
4				
5				
Totals:				



**Step Three:** The comparison of the total scores in each column will give the relative preference for each of the 4 major Communication Styles.

### **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. 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 very slowly. 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 things "make sense". The auditory digital person can exhibit characteristics of the other major communication styles as well..

## PREDICATES

In **NLP** terms, visual, auditory, kinesthetic and auditory digital words are called predicates. The predicates that a person uses will provide you with an indication of the person's preferred representational system.

The following table gives you an idea of some of the different predicates.

### VISUAL AUDITORY KINESTHETIC AUDITORY DIGITAL

Visual	Auditory	Kenesthetic	Auditory Digital
See	Hear	Feel	Sense
Look	Listen	Touch	Experience
View	Sound(s)	Grasp	Understand
Appear	Harmonize	Slip Through	Think
Show	Tune in/out	Catch on	Learn
Dawn	Be all ears	Tap into	Process
Reveal	Resonate	Get ahold of	Decide
Envision	Deaf	Malke contact	Motivate
Illuminate	Dissonance	Throw out	Consider
Clear	Make music	Turn around	Change
Foggy	Rings a bell	Hard	Perceive
Focused	Silence	Unfeeling	Insensitive
Hazy	Be heard	Concrete	Distinct
Crystal	Mellifluous	Scrape	Conceive
Picture		Gert a handle	Know