

## COMMUNICATION INVENTORY

The following quiz will help you discover the way you use your sensory channels to process information and your primary representational system. Answer each question with the **VERY FIRST RESPONSE** that occurs, from the *examples* given, by circling "a," "b," or "c." This will reveal how you relate to the world.

**NOTE:** Please remember, circle your **VERY FIRST RESPONSE!** Duplicate answers will be discounted. Also, there are no right or wrong answers. There is only your own personal style.

1. **When at the beach, what is the FIRST thing that attracts you?**
  - a. The dark green water, the look of the sky, the ripples in the sand.
  - b. The sound of the waves, sea gulls calling out, buoys clanging.
  - c. The feel of warm sand and sun, the taste of salt air, a cool breeze.
  
2. **When playing music, what is your PRIMARY reaction?**
  - a. Having flights of imagination.
  - b. Listening to the tone and lyrics.
  - c. Experiencing the way it resonates in your body.
  
3. **When happy, how do you *perceive* your relationship to the world at large?**
  - a. As bright and full of light.
  - b. As being in harmony and in tune.
  - c. As feeling energized and alive.
  
4. **When shopping for a car, what is the FIRST thing you do?**
  - a. Look it over closely and imagine how you would look driving it.
  - b. Talk it over with yourself or someone else.
  - c. Climb in, get a feel for it, and perhaps test drive it.
  
5. **When getting nervous, what is the FIRST thing that you become aware of?**
  - a. Your surroundings look somehow different or unreal.
  - b. Sounds begin to annoy and distract you.
  - c. Your sense of peace becomes threatened and you feel upset.
  
6. **When problems become overwhelming, what technique helps MOST?**
  - a. Listing them on paper in order to see them more clearly.
  - b. Talking them over with another person.
  - c. Thinking them through until they make sense.
  
7. **Out of the following groups, which *type* of activities interest you MOST?**
  - a. Spectator sports, photography, sketching, movies.
  - b. Listening to music, sounds of nature, waterfalls, concerts.
  - c. Crafts, massage, swimming, gardening, dancing.

(continued on the other side)



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8. **When attending a movie, which of the following affects you MOST?**
  - a. Viewing the action, the color, the setting or location.
  - b. Listening to the music, dialog, sounds in the background.
  - c. Emotional responses such as suspense, sadness, love or joy.
9. **What was the FIRST thing you noticed when meeting your first love?**
  - a. His or her looks.
  - b. How he or she talked, or something that was said.
  - c. The way he or she made you feel.
10. **When driving a car, how do you USUALLY find your way?**
  - a. By looking for road signs, landmarks, or following a map.
  - b. By listening for familiar sounds to guide you.
  - c. By getting a feeling or sense of direction.
11. **Which of the following is MOST important when going to sleep?**
  - a. The room is darkened just right.
  - b. The room is quiet or with muted background noises.
  - c. The bed and weight of the covers feel just right.
12. **What do you find to be the MOST pleasant way of waking up?**
  - a. Seeing the sun or the sky beginning to get light?
  - b. Hearing usual household sounds or music from a clock radio?
  - c. Relishing the warmth of the covers or the smell of coffee brewing?
13. **When attempting to make a decision, which method do you PREFER?**
  - a. Picturing the possible alternatives in your mind's eye.
  - b. Hearing an internal dialogue of both sides.
  - c. Getting a sense of how you would feel depending on various outcomes.
14. **While engaged in sex, what turns you on MOST?**
  - a. Viewing the action.
  - b. Listening to the words your lover uses.
  - c. Feeling the sensations.
15. **What is your FIRST reaction to someone telling you that they love you?**
  - a. A picture of the person saying it, or seeing the two of you together.
  - b. An internal voice exclaiming how wonderful this sounds.
  - c. A feeling of warmth and exquisite pleasure.
16. **When traveling, what is the FIRST thing you notice about a place?**
  - a. How the place looks.
  - b. The different sounds associated with it.
  - c. The feeling it gives you.
17. **How would you describe experiencing rapport with someone?**
  - a. Being with a person who sees things the same way as you do.
  - b. Conversing with someone who talks the same way as you do.
  - c. Having a comfortable sharing of feelings with another.

Now, add up all the A's, B's, and C's separately. The letter with the highest score is your dominant representational system. The other two scores indicate your alternative information processing strategies. For more information, review the paper: *The Secret Language of Verbal Communication*.

**A's = Visual** \_\_\_\_\_ **B's = Auditory** \_\_\_\_\_ **C's = Kinesthetic** \_\_\_\_\_ You may now copy your scores onto the front of this form for easy reference.