

Communication Survey

Step 1: For each of the following statements, please allocate a number to every phrase, ranking them from 4 to 1. Use the following system to indicate your preferences.

- 4 = CLOSEST to describing you**
- 3 = Next closest to describing you**
- 2 = Somewhat describes you**
- 1 = Least describes you**

1. I make important decisions based on:
 - gut level feelings
 - which way sounds best to me
 - 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 argument
 - the logic of the other person's argument
 - whether or not I feel 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
 - the tone of the voice

4. It is easiest for me to:
 - find the ideal volume and tuning on a stereo system
 - select the most intellectually relevant point concerning an interesting subject
 - select the most comfortable furniture
 - select, rich, attractive color combinations

5. Rank the following:
 - I am attuned to the sound 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

6. People really know me best when they
- Experience what I am feeling
 - See my perspective
 - Listen carefully to what I have to say and how it is said
 - Are interested in the meaning of what I'm doing or saying

7. I am more likely to:
- want understanding of the facts you tell me
 - picture the overview or plan
 - sequence the information you give me to make sense of it all
 - get a handle on the feeling of the project

8. Describing myself I'd say...
- showing it to me makes it believable
 - the sincere tone of your voice makes it believable
 - when it feels right it's believable
 - when it makes sense it's believable

9. In times of stress I'm most challenged with...
- trusting the people or situation
 - being diplomatic
 - separating what my feelings are from what other people are feeling
 - being flexible and changing plans easily

10. Rank the following:
- I easily receive inner inspirations
 - I can tell easily where new ideas fit
 - I easily follow the directions of the tried and true methods
 - I easily organize and plan the timing of things

Results: Visual Auditory Kinesthetic Auditory Digital

See the following page to review your communication style.

Communication Styles

	VISUAL	AUDITORY	KINESTHETIC	AUDITORY DIGITAL
Common Characteristics	They memorize by seeing pictures, and are less distracted by noise. They often have trouble remembering verbal instructions because their minds tend to wander.	They typically are easily distracted by noise. They can repeat things back to you easily, learn by listening, like music, and like to talk on the phone.	They often talk slowly. They respond to physical rewards, and touching. They memorize by doing or walking through something.	This person spends a fair amount of time talking to themselves. They memorize by steps, procedures, and sequences.
Commonly Used Words	See Look Appear View Show Imagine Vision Crystallize	Hear Listen Ring a bell Sound familiar Tune in/tune out Click	Feel Touch Touch base Get hold of Comfortable Catch on Play Together	Sense Experience Think Process Understand Decide Know
Questions that engage each communication style	<ul style="list-style-type: none"> • Do you see what I mean? • Are you getting a picture? • How does look so far? • What was the highlight for you about the ___? 	<ul style="list-style-type: none"> • How does that sound? • Is this clicking for you? • Does that ring a bell? • What idea did you hear that you liked? 	<ul style="list-style-type: none"> • Does this feel ok? • Is this comfortable? • Do you have a handle of this? • What do you feel you liked about the ___? • What will you use in the future? 	<ul style="list-style-type: none"> • Is this making sense? • Do you understand? • Tell me what you think. • What did you think about ___?
Notes:				