



YOUR PREFERRED MODALITIES CHECKLIST

- learn the different modes of communication available in which you and others filter information.
- discover your primary communication style.
- get a clearer understanding of how this affects all your relationships in business & in life.

A SPECIAL NOTE FROM DEE

Hi there,

And welcome to your journey into getting to know more about yourself and the modes in which you prefer to process and view the information coming to you from the world and those around you.

You may have already heard about modalities or representational systems, or you may be completely new to this concept - whatever your level of current understanding, my hope is for you to get further insight in to how you are relating to the world through your own lens so that you can feel more empowered in your life - because, once we have a better understanding of our inner workings, it allows us fresh perspective in such a way that we feel better connected to ourselves and others, as we start to realise that just as it may be happening for ourselves, it's also happening for everybody else.

Coaching is all about discovering what's missing, or 'the gaps' in your current understanding of yourself and other's - and being able to bring those 'gaps' into the light allows you to find the answers to the questions you are seeking to resolve.

Once you've completed this workbook for yourself, you can then use it as a tool within your business to the benefit of your management and teams. You can even take it home and start exploring it with your loved ones, family and friends.

Unlocking this understanding for yourself opens up so many doorways to better communication, better productivity and better workplace and personal relationships.

So here's to you taking the lead in your own life right now - by stepping up and taking responsibility for how you want your business and your life to be, you are already on your way to a beautiful Self Empowered version of you.

Deean Moore,

Self Empowerment | Self Leadership Coach

SO WHAT IS A REPRESENTATIONAL SYSTEM?

WHAT IS A REPRESENTATIONAL SYSTEM?

Every single one of us in this world has our very own and unique preferred way to re-present the world to ourselves - this is known as a 'representational system(s)' and the tools that we use to do that are called 'modalities'.

WHY IS IT EMPOWERING TO UNDERSTAND MORE ABOUT THIS?

When we learn more about which of the modalities we prefer to use as a part of our own unique representational system, it opens up the doorway for us to better understand why we are reacting, responding, interacting, viewing and communicating the way we are in our professional relationships, personal relationships and with the world in general.

Understanding another person's preferred representational system allows us to better communicate with them in a way that will resonate the most. This skill is very beneficial to your interaction with another individual, because you're able to work through problems more effectively, efficiently and you have the skill to influence and motivate them on a greater level - not because you're trying to change their mind about something, but because you've learnt how to convey your current understanding to them through their mode of communication so that they can see, hear, feel, analyze the content in their own way, thus creating better opportunity for understanding of each other's points.

For business owners and those in leadership roles, this is exciting news, as you'll not only be able to set more compelling goals for yourself and your business, because you'll now have the clues on how to more effectively communicate with the individuals in your teams.

Why not try this out as part of a group training exercise - imagine if you and your teams all had a better understanding of how communicate and work in ways that suited the preference(s) you discovered that you each have - it would do wonders to improve each individuals performance, create a feeling of connection, acceptance and belonging, thus, leading to a more powerful business overall!

The same is true for your personal relationships - wouldn't you love to better understand where your loved one's, family and friends were all coming from during your interactions with them so that you could have a happier, healthier and more fulfilling experience of each other?

THE '6 SENSES' WE USE TO PROCESS INFORMATION

WE RELY ON THE FOLLOWING 6 SENSES WHEN PROCESSING INFORMATION

VISUAL - what we see - "I **see** what you mean."

AUDITORY - what we hear - "I **hear** what you're saying."

KINAESTHETIC - what we sense/feel - "I'm not really **feeling** good about that idea."

AUDITORY DIGITAL - what we tell ourselves - "**How** does that *work*?"

OLFACTORY - what we smell - "ooo, there's a strange **odour** in this room."

GUSTATORY - what we taste - "This is **delicious!**"

The way we make sense out of the information coming to us or how we make sense of the world in general doesn't just randomly occur - we each use all of the following 6 senses to do so, however, we'll have our own preferred modality pattern that makes up our representation system, which is likely to change in different contexts over time.

Generally, one representational system is not considered better than the other, however, in the following pages, if you score low in one or more of the modalities/systems, you may like to dive deeper into what ways this may be affecting your communication with others and your business/personal life experiences.



YOUR PREFERRED MODALITIES TEST †

† Source: Kain Ramsay, NLP School Of Achology

YOUR PREFERRED MODALITIES TEST TIME

We all use a combination of these modalities when communicating with ourselves and others.

The following questions make up a VAKAD - Visual, Auditory, Kinaesthetic, Auditory Digital preference assessment and will help to give you an indication of where your preference lies.

INSTRUCTIONS

Consider each of the 12 statements below and assign a number to every phrase.

Use the following system to help you determine your preferences;

- 1) Least descriptive of you.
- 2) Next best description.
- 3) Next best description.
- 4) Best description of you.

If you're having trouble deciding between two different phrases, then just go with the first thought that comes to mind.

1. When on holiday by the beach, the first thing that makes me happy to be there is:

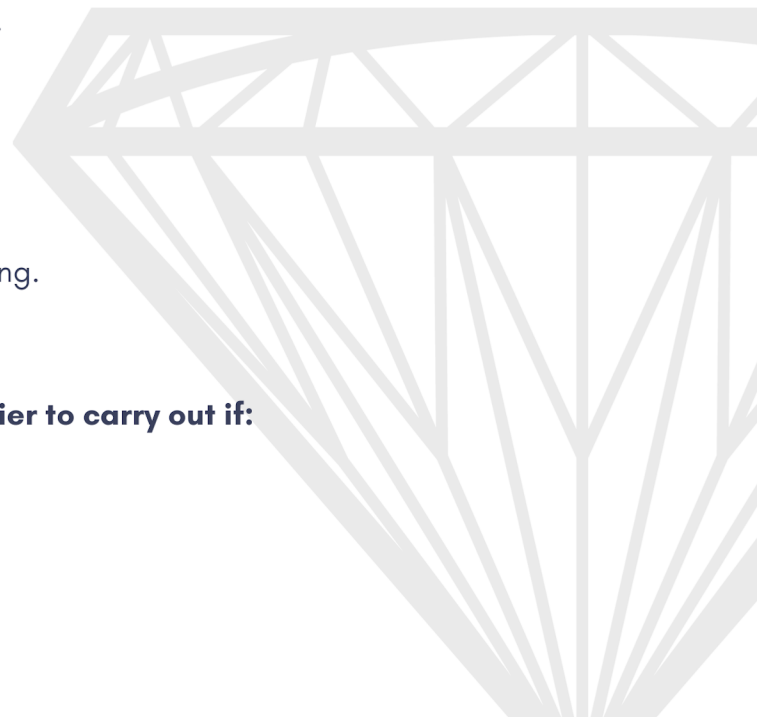
- a) ___ The feel of the warm sun, cool sand, or the sea breeze on my face
- b) ___ The whistling wind, the roar of the waves, or the sound of the birds off in the distance.
- c) ___ This is the type of holiday that makes sense/the cost is reasonable.
- d) ___ The bright sun, the blue water and the scenery.

2. When I'm overwhelmed, I find it helpful if:

- a) ___ I can see the bigger picture.
- b) ___ I can hear what's really going on.
- c) ___ I can get in touch with what's actually happening.
- d) ___ I make sense of things in my mind.

3. When I'm given an assignment at work, it's easier to carry out if:

- a) ___ I can picture what's required.
- b) ___ I have a feeling for what's required.
- c) ___ I have an understanding of what's required.
- d) ___ I have tuned into what is required.



YOUR PREFERRED MODALITIES TEST †

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4. I find it easier to follow a presentation if:

- a) I feel in touch with the person presenting, and the content is within my grasp.
- b) There's a visual display so that I can visualise the concepts.
- c) The presentation is logically presented and is based on figures and facts.
- d) The person presenting speaks clearly with varying tonality or uses sound to emphasise the message.

5. When I'm buying a car, I make my decision based on:

- a) The safety features, gas mileage, purchase price etc.
- b) The feeling I get when I take it for a test drive or how comfortable the seats are.
- c) The styling, colour, or how I would look in the car.
- d) The sound of the stereo system, the engine or how quiet it drives.

6. I mostly communicate my thoughts through my:

- a) Tone of my voice.
- b) Words.
- c) Appearance.
- d) Feelings.

7. When I'm anxious, the first thing that I notice is that things:

- a) Begin to sound different.
- b) Begin to feel different.
- c) Begin to look different.
- d) Begin to not make sense.

8. During a discussion, I'm usually influenced most by:

- a) The logic of the other person.
- b) The tone of voice of the other person.
- c) The energy that I feel from the other person.
- d) Being able to picture the other person's point of view or seeing the other person's body language.

YOUR PREFERRED MODALITIES TEST †

† Source: Kain Ramsay, NLP School Of Achology

9. I determine how well I'm doing at my work based on:

- a) ___ My own understanding of what actually needs to be done.
- b) ___ How I see myself moving forward and making progress.
- c) ___ How things sound.
- d) ___ How satisfied I'm feeling.

10. One of my strengths is the ability to:

- a) ___ See the things that need to be done.
- b) ___ Make sense of new data and facts.
- c) ___ Hear what sounds right.
- d) ___ Get in touch with how I'm feeling.

11. I enjoy:

- a) ___ Choosing some music to listen to.
- b) ___ Making a logical and compelling point.
- c) ___ Choosing clothes that I find comfortable.
- d) ___ Choosing clothes that I think look good.

12. If you agree with someone, you're more likely to say:

- a) ___ This feels right.
- b) ___ This looks right.
- c) ___ This sounds right.
- d) ___ This makes sense.

**NOW COPY YOUR ANSWERS
ONTO THE TABLE ON THE NEXT PAGE...**

YOUR PREFERRED MODALITIES TEST RESULTS †

† Source: Kain Ramsay, NLP School Of Achology

YOUR PREFERRED MODALITIES RESULTS TIME

Now that you've answered all of the questions, it's time to discover your preferred representation system based on the modalities you chose in your answers.

- Simply copy the number you gave each letter from each question into the column below.
- Then add up the total numbers for each column.
- The higher the score, the higher your preference in each representational system.

QU NO.	VISUAL	AUDITORY	KINAESTHETIC	DIGITAL
1	d	b	a	c
2	a	b	c	d
3	a	d	b	c
4	b	d	a	c
5	c	d	b	a
6	c	a	d	b
7	c	a	b	d
8	d	b	c	a
9	b	c	d	a
10	a	c	d	b
11	d	a	c	b
12	b	c	a	d
TOTAL	V =	A =	K =	D =

WANT TO FIND OUT EXACTLY WHAT YOUR PREFERRED MODALITY MEANS FOR YOU?

Scan To Book & Go Through
Your Results With Dee Here:



And Enter Code
"MODALITIES CHECKLIST"



DEEARN MOORE - CEO
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FORRESTERS BEACH, NSW 2260, AUSTRALIA

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MORE ABOUT DEE:



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