UNDERSTANDING The Nongard Assessment of Primary Representational Systems

Use the following quiz to find out if your client is operating primarily from a visual, auditory or kinesthetic representational system.

Instruct the client to read each statement and consider the 3 responses A, B and C. Have them X or √ the response that most closely matches their thoughts on the subject of the question.

Once complete, you will add up the number of A answers = _____ the B answers = _____ and C answers = _____. If the majority of the answers are A, their representational system is primarily Visual. If most are B, they are primarily Auditory, and if C, they are primarily Kinesthetic.

Of course, all people can access and use all representational systems, but we can usually identify the strongest.

This is information can be very valuable to you. For example, if you are trying to communicate or create a new induction for a new client, knowing their style can help guide the development of an induction that utilizes visualization, or auditory triggers, or feelings, to increase effectiveness. Matching representational systems of our clients is an effective tool for building rapport and overcoming resistance.

1.) When you are injured, what is you immediate response:
___ a.) See the would as if it is magnified.
___ b.) Hear the sound of impact.
___ c.) Feel the sensation of pain.

2.) When you spell a new or difficult word, do you:
___ a.) Visualize it on a blackboard.
___ b.) Sound it out.
___ c.) Start writing it out.

3.) When you read, do you:
___ a.) See images of what you are reading.
___ b.) Have conversations with the characters.
___ c.) Seek stories with action and behavior.

4.) When you think, do you:
___ a.) Imagine your thoughts as a movie. ___ b.) Hear yourself talking to yourself.
___ c.) Become distracted by external activity.

5.) When driving, do you:
___ a.) Daydream in pictures.
___ b.) Listen to talk radio.
___ c.) Rock out and dance.

6.) If you buy an assemble-it-yourself project-, what do you do:
___ a.) Look at the picture on the box.
___ b.) Read the directions out loud.
___ c.) Just start building and complete it by trial and error.

7.) Which is more appealing or interesting to you: ___ a.) Artful Images of beautiful people.
___ b.) The sounds of a sensual voice speaking. ___ c.) The feeling of human touch.

8.) When you go to movies or watch TV, do you: ___ a.) Prefer rich scenery of distant places.
___ b.) Enjoy the dialog of heavy movies like court dramas.
___ c.) Get bored and wish you could go do something else.

9.) When you give a speech, do you: ___ a.) Talk with your hands.
___ b.) Hear yourself telling you what to say. ___ c.) Speak slower than other people.

10.) When relating to others, do you:
___ a.) Imagine them taller, fatter, further, closer, or different in any way; or pay particular attention to unusual features they possess. ___ b.) Find it easy to follow the stories, jokes and conversations with others without feeling lost.
___ c.) Move toward them, feeling their energy.

Add up the number of A answers = _____ the B answers = _____ and C answers = _____.

The Nongard Assessment of Primary Representational Systems

The following quiz to find out if you operate primarily from a visual, auditory or kinesthetic (feeling) representational system.

Read each statement and consider the 3 responses A, B and C.

Mark an X or √ the one response for each question that most closely matches your thoughts on the subject of the question.

1.)   When you are injured, what is your immediate response:
___ a.) See the world as if it is magnified.
___ b.) Hear the sound of impact.
___ c.) Feel the sensation of pain.

2.)   When you spell a new or difficult word, do you:
___ a.) Visualize it on a blackboard.
___ b.) Sound it out.
___ c.) Start writing it out.

3.)   When you read, do you:
___ a.) See images of what you are reading.
___ b.) Have conversations with the characters
___ c.) Seek stories with action and behaviors

4.)   When you think, do you:
___ a.) Imagine your thoughts as a movie. ___ b.) Hear yourself talking to yourself.
___ c.) Become distracted by external activity.

5.)   When driving, do you:
___ a.) Daydream in pictures.
___ b.) Listen to talk radio.
___ c.) Rock out and dance.

6.)   If you buy an assemble-it-yourself project, what do you do:
___ a.) Look at the picture on the box.
___ b.) Read the directions out loud.
___ c.) Just start building and complete it by trial and error.

7.)   Which is more appealing or interesting to you: ___ a.) Artful Images of beautiful people.
___ b.) The sounds of a sensual voice speaking. ___ c.) The feeling of human touch.

8.)   When you go to movies or watch TV, do you: ___ a.) Prefer rich scenery of distant places.
___ b.) Enjoy the dialog of heavy movies like court dramas.
___ c.) Get bored and wish you could go do something else.

9.)   When you give a speech, do you: ___ a.) Talk with your hands.
___ b.) Hear yourself telling you what to say. ___ c.) Speak slower than other people.

10.)   When relating to others, do you:
___ a.) Imagine them taller, fatter, further, closer, or different in any way; or pay particular attention to unusual features they possess. ___ b.) Find it easy to follow the stories, jokes and conversations with others without feeling lost.
___ c.) Move toward them, feeling their energy.

A answers = _____   B answers = _____   C answers = _____