

# Preferred Rep Systems

For each of the following statements, place a number next to every phrase.  
Use the following method to express 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 feelings .....
- Which way sounds best .....
- Which way 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 feel I can relate to the other person's feelings .....

3. I most easily express what is going on inside me by:

- The way I look .....
- The feelings I share .....
- The words that I choose .....
- The tone of my 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 colour combinations .....

5. This is very typical of me:

- I am very aware of the sounds of my Surroundings .....
- I am very good at making sense of new facts and information.....
- I am very sensitive to the way my clothing feels on my body .....
- I respond strongly to colours and to the way a room looks .....



# Preferred Rep Systems

# Scoring

**Step one:** Copy the score from the test questions to these lines:

- 1) .....K  
 .....A  
 .....V  
 .....D
- 2) .....A  
 .....V  
 .....D  
 .....K
- 3) .....V  
 .....K  
 .....D  
 .....A
- 4) .....A  
 .....D  
 .....K  
 .....V
- 5) .....A  
 .....D  
 .....K  
 .....V

**Step two:** Transfer your scores to the relevant box and add up the columns

	V	K	A	D
1				
2				
3				
4				
5				
Total				

