

# Erick Rainey

*Watering the seeds of your success*

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## Language Preference Test

### Step 1

For each of the following statements, please place a number next to every phrase.  
Use the following system to indicate your preference.

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 level feelings
- \_\_\_\_\_ which way sounds best
- \_\_\_\_\_ 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 persons tone of voice
- \_\_\_\_\_ whether or not I can see the other persons point of view
- \_\_\_\_\_ the logic of the other persons argument
- \_\_\_\_\_ whether or not I am in touch with the other persons 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
- \_\_\_\_\_ my tone of voice

4. It is easiest for me to:

- \_\_\_\_\_ find the ideal volume and tuning on a stereo system
- \_\_\_\_\_ select the most intellectually relevant point in an interesting subject
- \_\_\_\_\_ select the most comfortable furniture
- \_\_\_\_\_ select rich, attractive colour combinations

5. I am very:

- \_\_\_\_\_ attuned to the sounds of my surroundings
- \_\_\_\_\_ adept at making sense of new facts and data
- \_\_\_\_\_ sensitive to the way articles of clothing feel on my body
- \_\_\_\_\_ string response to colours and to the way a room looks.

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**Erick Rainey**

Training & Development

Presentation Skills, Keynote Speaking, N.L.P, Time Empowerment

E-mail: [erick@erickrainey.com](mailto:erick@erickrainey.com) Web: [www.erickrainey.com](http://www.erickrainey.com)

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## Scoring The Language Preference Test

### Step 2

Now copy your answers exactly from the previous page to here:

1.

\_\_\_\_ K  
\_\_\_\_ A  
\_\_\_\_ V  
\_\_\_\_ Ad

2.

\_\_\_\_ A  
\_\_\_\_ V  
\_\_\_\_ Ad  
\_\_\_\_ K

3.

\_\_\_\_ V  
\_\_\_\_ K  
\_\_\_\_ Ad  
\_\_\_\_ A

4.

\_\_\_\_ A  
\_\_\_\_ Ad  
\_\_\_\_ K  
\_\_\_\_ V

5.

\_\_\_\_ A  
\_\_\_\_ Ad  
\_\_\_\_ K  
\_\_\_\_ V

**Step 3: Enter the numbers into the relevant boxes associated with each letter. There are five entries for each letter.**

	Visual	Audio	Kinesthetic	Audio Digital
1				
2				
3				
4				
5				
Totals:				

**Step 4: Look at the total scores in each column. This will indicate the relative hierarchy for each of the 4 major Language Preferences or Modalities. The highest score is your preferred or primary language preference. The second highest score is your supporting language preference. So if your highest score is Audio and second highest score is Visual would abbreviate this to A/V. Please print and complete the test and then write your abbreviated language preference at the top of the page. Remember to bring this test with you when you attend the training.**

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E-mail: [erick@erickrainey.com](mailto:erick@erickrainey.com) Web: [www.erickrainey.com](http://www.erickrainey.com)