Communication Harmony

Understanding your Representational Processing System

While we can learn the other persons processing system through reading *Communication Harmony*, it is important we learn our style of processing as well. We all have a degree of visual, audio, kinesthetic and audio digital processing, however, we also have a main system. Once we learn our main processing style and understand the other person's, our conversational exchanges can improve considerably and quickly.

By understanding our own system allows you to understand the reason you may feel the way you do when someone may say or act in a specific way. Too many of us are severely affected by another's words, actions or behaviours. Learning the reason this impacts you can aid you to lessen the effect.

Knowledge is power.

Please answer each question on the following page by placing a number 1, 2, 3 or 4 next to the line to indicate your preference to each statement. 1 = Least and 4 = Most applicable.
Each line will apply to some degree, just choose the order that applies to you, 4 being most and 1 being least. Start with 4 = (most) then move down to 1 = (least) applicable. We then add each number V, A, K, AD at the end to determine your main processing system.

EXAMPLE: When someone speaks harshly to me, I:	No: 1-4	
- Look at them with daggers in my eyes	2	a
- Say something back to them	1	b
- Feel hurt and upset	4	c
- Wonder the reason they said what they did	3	d

You number each box with the applicable number for you from 4 the most, 3 is yes sometimes, 2 being somewhat and 1 being least. At the end you write the number in the relevant box on page 3, under the letter applicable to your selected number.

QUESTIONS

1. I make important decisions based on:	No: 1-4	
- my gut feeling		c
- what sounds best to me		b
- what looks best or right		a
- detailed review and scrutiny of the issue		d

2. During a disagreement, I am influenced by:	No: 1-4	
- The way the other person speaks and their tone of voice		b
- If I can clearly see the other persons point of view		a
- The logic of their argument or opinion		d
- If I feel connected or in touch with the other person's true feelings		c

3. I communicate what is going on with me by:	No: 1-4	
- The way I dress and look		a
- The feelings I share		c
- The words I choose		d
- My tone of voice		b

4. It is easiest for me to:	No: 1-4	
- Hear any tuning issue on a stereo or musical instrument		b
- Select the most logical and relevant point in an interesting discussion		d
- Select the most comfortable furniture after sitting in it		c
- Easily decide on the most attractive colour combinations		a

5. I consider myself as:	No: 1-4	
- Proficient at making sense of new facts and data, asking for clarification if needed		d
- Very attuned to the sounds of my surroundings		b
- Have a strong response and preference to colours and the way a room looks		a
- Sensitive to the way clothing feels on my body		c

RESULTS

Write the numbers 1 – 4 in each box under each processing letter. Add them and determine your preferred processing style. You can then read the pages in *Communication Harmony* to describe your processing style more precisely.

	a	b	c	d
Example	2	1	4	3

Place each number in relevant column from each question. This will provide you with information on your primary representational system.

Question	a	b	c	d
1.				
2.				
3.				
4.				
5.				
TOTAL				

PROCESSING SYSTEM RESULTS

Add each of the numbers under each relevant letter to determine your main processing style. The most numbers of the column reflect your main style. Remember, we all use each system; however, we do have a main or dominant processing style that we use

The higher the number in a, b, c, or d, is your primary system:

a = You are a primarily **Visual** Processor

b = You are a primarily **Audio** Processor

c = You are a primarily **Kinesthetic** Processor

d = You are a primarily **Audio Digital** or **Logical** Processor