

# Communication Styles

Understanding the way we communicate with ourselves and others can not only improve our interactions, it can help us better understand our own style and preferences.

We typically have a primary preferred method of communicating, however it can change, and we do use all styles at certain times

Take the following quiz to find out your communication style preferences...

**Instruction: Circle the response that is closest to describing for each question**

<b>1. I make important decisions based on:</b>	
A	What looks best to me
B	Which way sounds the best
C	Gut level feelings
D	Precise review and study of the issues
<b>2. During a heated discussion, I am most likely to be influenced by:</b>	
A	Whether or not I can see the other person's point of view
B	The other person's tone of voice
C	Whether or not I am touch with the other person's true feelings
D	The logic of the other person's argument
<b>3. I most easily communicate what is going on with me by:</b>	
A	The way I dress and look
B	My tone of voice
C	The feelings I share
D	The words I choose
<b>4. It is easiest for me to:</b>	
A	Select rich, attractive colour combinations
B	Find the ideal volume and tuning on a stereo system
C	Select the most comfortable furniture
D	Select the most intellectually relevant point in an interesting subject
<b>5. I am/I have...</b>	
A	A strong response to colours and to the way a room looks
B	Very attuned to the sounds of my surroundings
C	Very sensitive to the way articles of clothing feel on my body
D	Very adept at making sense of new facts and data

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<b>6. Before I go on holidays, I like to...</b>	
A	Look at pictures in the brochures and/or on websites
B	Talk to people who have already been to the destination
C	Feel good about where I'm going and trust my intuition
D	Measure up the options and look for the best deal
<b>7. If I had to choose another partner in a relationship, I would choose someone who...</b>	
A	Looked attractive and got my big picture of life
B	Sounded like they would resonate with my life
C	Enjoyed a good cuddle and felt the same about life
D	Measured up to my standards and my way of living

**Add up the total of each letter circled:**

<b>A</b>	
<b>B</b>	
<b>C</b>	
<b>D</b>	

*The letter with the highest score is your primary preference (the communication style you are most comfortable with most of the time). There are no wrong or right responses.*

Check out the next page to learn what the four communication styles are and to check if you agree with the outcome of the communication preferences quiz.

Knowing the mannerisms, actions & phrases used for each communication preference can help you understand the preferred communication style of others, and you can then use *language* that will resonate with them to improve and enhance your interactions.

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## What the letters mean:

Communication Preference	Common mannerisms & actions	Common phrases / Language used
<b>A</b> Visual <i>(Seeing)</i>	<ul style="list-style-type: none"> <li>▪ Does things quickly</li> <li>▪ Sits erect on edge of seat</li> <li>▪ Lots of hand movements</li> <li>▪ Neat &amp; well groomed</li> <li>▪ Not distracted by noise</li> <li>▪ Eyes look up (towards the brain)</li> </ul>	I see I get the picture Watch, look, view, appear, imagine, envision, reveal, show, focus
<b>B</b> Auditory <i>(Sounds)</i>	<ul style="list-style-type: none"> <li>▪ Does things rhythmically</li> <li>▪ Speaks clearly</li> <li>▪ Tilts head to side in conversation</li> <li>▪ Easily distracted by noise</li> <li>▪ Highly sensitive to noise</li> <li>▪ Eyes look side to side (towards ears)</li> </ul>	I hear It rings a bell Clicks, listen, sounds like, loud, silent, resonate, harmonise, tune, crack, soft, deaf
<b>C</b> Kinesthetic <i>(Feelings)</i>	<ul style="list-style-type: none"> <li>▪ Likes to move around</li> <li>▪ Takes long pauses &amp; speaks slowly</li> <li>▪ Responds to touch</li> <li>▪ Stands close to people</li> <li>▪ Can easily access their emotions</li> <li>▪ Eyes move bottom left (towards heart)</li> </ul>	I feel I've got a handle on it Touch, grasp, solid, hot, warm cold, smooth, rough, tension, firm foundation, gripping, scrape
<b>D</b> Auditory-digital <i>(Internal self-talk)</i>	<ul style="list-style-type: none"> <li>▪ Reserved, orderly, clinical &amp; abstract</li> <li>▪ Often talk to themselves</li> <li>▪ Can easily manifest other modalities</li> <li>▪ High need to make sense of things</li> <li>▪ Often talk inside their own heads</li> <li>▪ Eyes move bottom right (internal)</li> </ul>	Give me the specifics That computes Understand, process, perceive, know, remember, analyse, learn, statistics, experience, mull it over