

Language Style Assessment: V, A, or K?

(5 minutes)

STEP 1:

For each of the following statements, place the number 3 next to the phrase that best describes you, a 2 next to the phrase that would next best describe you, and ending with a 1 next to the phrase that least describes you.

Do this quickly for each of the five statements. (Don't ponder over your response for too long.)

1. I make important decisions based on:

- Gut level feelings
- Which way sounds the best to me
- What looks best to me

2. During an argument, I am 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
- Whether or not I feel I am in touch with the other person's true feelings

3. I most easily communicate what is going on with me by:

- The way I dress
- The feelings I share
- My tone of voice

4. It's easy for me to:

- Find the ideal volume and tuning on a stereo system
- Select superbly comfortable furniture
- Select rich colour combinations

5. In my experience:

- I am very attuned to the sounds in my surroundings
- I am very sensitive to the way articles of clothing feel on my body
- I have a strong response to the colours and the way a room looks

STEP 2:

Copy the answers for the test on to the lines below

- 1. K ____
A ____
V ____

- 2. A ____
V ____
K ____

- 3. V ____
K ____
A ____

- 4. A ____
K ____
V ____

- 5. A ____
K ____
V ____

STEP 3:

Add the numbers associated with each letter. There will be five entries for each letter.

Question	V	A	K
1			
2			
3			
4			
5			
Totals =			

STEP 4:

The comparison of the totalled scores gives your relative preference for your language style. It's about how YOU are most likely to communicate with others.

When coaching, it's important to listen to THEIR language, and to use that language in the conversation. Otherwise, you could filter out some important content.

If there's any translating to be done, do it for THEIR benefit not your own.