

REPRESENTATIONAL MODES

NOT AN INDICATOR OF INTELLIGENCE

THESE ARE NOT SLOTS, THEY'RE TENDENCIES – THERE ARE LOTS OF GRADATIONS IN BETWEEN THE 3 MODES

VISUAL

POSTURE – ELEVATED, ALMOST AS IF LEADING WITH THE CHIN

BREATHING – HIGH IN THE CHEST

PACE OF SPEECH – FAST

TONE OF VOICE – HIGH PITCHED

TERMINOLOGY – WORDS WITH VISUAL REFERENCE

EX. I SEE WHAT YOU MEAN; I'VE GOT THE PICTURE

AUDITORY

POSTURE – LEVEL

BREATHING – MID-TORSO

PACE OF SPEECH – MODERATE

TONE OF VOICE – MEDIUM PITCHED

TERMINOLOGY – WORDS WITH AUDITORY REFERENCE

EX. I HEAR WHAT YOU'RE SAYING; THAT SOUNDS RIGHT TO ME

KINESTHETIC

POSTURE – SLUMPED

BREATHING – LOW IN THE TORSO

PACE OF SPEECH – VERY SLOW

TONE OF VOICE – LOW PITCHED

TERMINOLOGY – WORDS WITH KINESTHETIC REFERENCE

EX. I CAN'T GRASP THAT; THAT DOESN'T FEEL RIGHT TO ME