Title: What VAK are you?

Exercise Code:

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| Modules: | Group size: | Duration: |
| 1. Social Learning  3. Personal Integrity | Small group  Large group | 5 min |

# Purpose:

* To communicate more effectively

# Description:

People come into contact with the world around them through their five senses, and through them they build maps that allow to act and communicate. Most people therefore have a Representational System, by which they communicate and perceive reality; knowing and using our Representational System and the one of our conversation partner makes communication smoother and more efficient. The three systems are: "VISUAL", "AUDITORY", "KINESTHETIC". The attached table shows examples of how some phrases help to identify the representational system.

The exercise is done in the following way:

* In turn each member of the group will tell, possibly facilitated by the trainer, a real incident or an imaginary one to the rest of the group for five minutes (the rest of the group will not interact with the storyteller)
  + During the story each member of the audience will take note on a sheet of paper of the Representational Systems used, and will try to identify the most prevalent;
  + After that (it is not necessary that the story has an end), and depending on personal notes taken by the rest of the group, the audience will ask questions, using the Representational System that is believed to be the prevalent one;
* After these questions, all the participants will discuss any disagreement about the Representational System they think is the prevalent one.

# Material:

A chart for every person with the description and examples of representational systems (see attached handout)

# Methods:

Discussion, experiential learning, skills training

# Advice for Trainer:

As people have mostly their own representative system VAK, it is very likely to identify only one of the three systems during the exposure of the fact by the participant. The trainer could then initially expose a fact and show in real-time the model used, as the example that follows: "[...] and at that moment I felt (KINESTHETIC) I was doing the right thing. [...] Because at one point everything was much clearer (VISUAL). [...] What Rebecca said sounded (AUDITIVE) strange.

**Handouts:**

What VAK are you?

# Source/Literature:

Modified and adapted by LiberEta from:

Power of Diversity: New Ways of Learning and Teaching Through Learning Styles - Barbara Prashnig – 1998

http://persuasive.net/120-persuasive-words-that-build-rapport-vak/