

Descriptions of Typical Behaviour of the Four Communication Styles....

Visual

Visual people often sit forward in their chair or on the edge of their chair. They tend to be more organised, orderly and deliberate. They are conscious of their appearance and will be neat and well groomed. They are good spellers and memorise things by picturing them. They are sometimes quieter and are less distracted by noise. They may have trouble remembering verbal instructions unless they have pictured them, and are bored by long verbal explanations because their minds tend to wander. They would rather read to themselves than be read to. A visual person will notice *how* someone looks at them and likes to learn by seeing pictures, graphics and diagrams. Their hobbies and interests may have a strong visual element in them, such as art or photography.

Auditory

Hearing or Auditory people typically may talk to themselves and are easily distracted by noise. They may move their lips when they are mentally saying words and can repeat things back to you easily. They find spoken language easier than mathematics and writing. Music is important to them and they learn by listening. They may play personal development tapes in the car or listen to speaking books for leisure. They commit things to memory by using steps, procedures and sequence. They are interested in being *told* how they are doing and will particularly notice different tones of voice. They may spend a lot of time on the telephone or have hobbies that involve sound, such as listening to music, singing or playing an instrument.

Kinesthetic

Feeling or Kinesthetic people often have a more relaxed posture, sometimes slumped or laid back. They may move and talk in a very relaxed, slowed-down fashion. They use their intuition or instincts to 'get a feel' for what they are doing. They are more likely to talk with their hands and may touch people they are talking to. They may fidget and are inclined to fiddle with things such as their jewellery, pens and so on. They learn by doing – the hands-on approach. Their hobbies or interests are likely to be physical in some way, such as sport or gardening. Alternatively, because they are intuitive and empathetic, they may be drawn towards careers such as counselling.

Auditory Digital

Auditory digital people will spend a fair amount of time talking to themselves. They are logical thinkers and analyse information they are receiving. They often exhibit characteristics of all the other major communication styles (representational systems). Body posture is often arms folded and leaning back. They tend to miss parts of a discussion as they are busy evaluating inside what has been said. They can be highly disciplined and sometimes there is a tendency to focus on rules. They often don't like to be too close and feel uncomfortable if personal space is invaded.

This fascinating understanding of how your communication is received by others and can also be misinterpreted and create poor outcomes for you is just a taster of the insights and communication tools you will discover when attending the NLP Diploma...