

17. Sensory Identification

Think of three people you know well—for example, your best friend, your spouse, a coworker—and put their names in the spaces below. Try to recall discussions you've had with them and see if you can determine what their dominant approach is.

	Person 1	Person 2	Person 3
Name			
Favorite words or phrases			
Pace of their speech			
The way they dress			
The direction of their gaze when they are thinking			
Are they big-picture or detail oriented?			
Do they like lots of auditory stimulation or peace and quiet?			
Do you think they are Visual, Auditory, or Kinesthetic?			