

## Want to understand how you can communicate better with your clients?

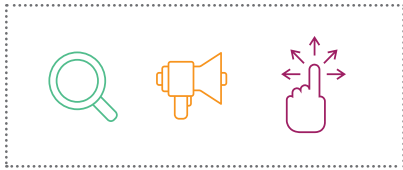
A Learning Style Assessment Survey can help you draw conclusions about your clients' communication and learning preferences, so that you can tailor your approach to better meet their needs.

Though there are many learning style assessment surveys or questionnaires available, we combined the best elements of several different surveys and made one to be used in a professional setting. Use this survey with yourself first, then ask you clients to complete one as well.

Place a check in the appropriate column each statement below, then follow the directions under Scoring to determine the style for which you or your clients show the greatest preference.

	OFTEN	SOMETIMES	SELDOM
1. I can remember information best by listening to a presentation that includes information, explanations and discussions.			
2. Looking at the person helps keep me focused.			
3. I like to write things down or to take notes for visual review.			
4. I hate to sit at a desk for long periods of time.			
5. I require explanations of diagrams, graphs, or visual directions.			
6. I enjoy working with my hands or making things.			
7. I appreciate reviewing and analyzing graphs and charts.			
8. I'm not very good at interpreting an individual's body language.			
9. I use my hands when describing things.			
10. I can easily understand and follow directions on a map.			
11. Writing has always been difficult for me.			
12. I play with coins or keys in my pocket.			
13. My eyes tire quickly, even though my vision is fine.			
14. I can understand a news article better by reading it than by listening to an audio broadcast.			
15. I chew gum, smoke or snack while working or concentrating.			
16. I think the best way to remember something is to picture it in your head.			
17. I start a project before reading the directions.			
18. If I hear something, I will remember it.			
19. I am good at solving jigsaw puzzles and mazes.			
20. I prefer first to see something done first and then do it myself.			
21. It's difficult to retain information printed in small print on of poor quality.			
22. I need to write down directions, not just take them virtually.			
23. I used the trial and error approach to problem-solving.			
24. I follow oral directions better than written ones.			

**See next page for score results and understanding your score.**



Want to understand how you can communicate better with your clients?

## Scoring

Place the point value on the line next to the corresponding item below.

Add the points in each column to find the preference score under each heading.

### OFTEN - 3 points

Visual Learner	
NO.	POINTS
2	
3	
7	
10	
14	
16	
19	
22	
VPS =	

VPS = Visual Preference

### SOMETIMES - 2 points

Auditory Learner	
NO.	POINTS
2	
3	
7	
10	
14	
16	
19	
22	
VPS =	

VPS = Visual Preference

### SELDOM - 1 point

Kinesthetic Learner	
NO.	POINTS
2	
3	
7	
10	
14	
16	
19	
22	
VPS =	

VPS = Visual Preference

## Understanding Your Score

A score of 21 points or more in indicates a strength in that area. The highest of the three scores indicates the learning style most preferred, while the second highest score indicates the learning style that boosts the primary strength. For example, a score of 23 in Visual modality indicates the client is a strong visual learner; such a learner benefits from written reports and analysis, videos, charts, graphs, and other visual representations. If the second highest score is Tactile, then that individual would benefit from taking their own notes on the information you present, to reinforce the concepts.

Use your understanding of each of three styles to tailor your approach when interacting with your clients.