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 5 senses, and through them they build maps that allow to act and communicate. Most people therefore has 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.

# Material: a chart for every person with the description and examples of representational systems (see attached document)

# Methods: The exercise is done in the following way:

# in turn each member of the group will and tell, possibly facilitated by the trainer, a real incident or an imaginary one to the rest of the group for 5 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.

# Advice for Trainer:

# Source/Literature:

# Handouts: