



## TO WHICH TRIBE DO YOU BELONG?

For each of the following statements, please place a number next to every phrase. Use the following system to indicate your preferences:

- 4=Closest to describing you
- 3=Next best description
- 2=Next best
- 1=Least descriptive of you

1. I make important decisions based on:
  - gut level feelings (Moves)
  - which way sounds the best (Listens)
  - what looks best to me (Sees)
  - precise review and study of the issues (Thinks)
  
2. During an argument, I am most likely to be influenced by
  - the other person's tone of voice (Listens)
  - whether or not I can see the other person's point of view (Sees)
  - the logic of the other person's argument (Thinks)
  - whether or not I am in touch with the other person's true feelings (Moves)
  
3. I most easily communicate what is going on with me by:
  - the way I look or the look I give (Sees)
  - the feelings I share or my behaviour (Moves)
  - the words I choose or a logical analysis (Thinks)
  - my tone of voice (Listens)
  
4. When I am setting up a flat or house it is most important to me to:
  - have the sound system set up properly so that I can play music (Listens)
  - select the most comfortable furniture (Moves)
  - have the right colours in the room (Sees)
  - make sure every thing is put in its proper place (Thinks)
  
5. In my ideal car it is most important that:
  - it is comfortable and I can feel the way it handles (Moves)
  - the engine sounds good and it has a great stereo (Listens)
  - it looks good and is a great colour (Sees)
  - it is good value for money (Thinks)
  
6. I find that:
  - I am very attuned to the sounds of my surroundings (Listens)
  - I am very adept at making sense of new facts and data (Thinks)
  - I am very sensitive to other people's feelings (Moves)
  - I easily notice changes in the way places or people look (Sees)

7. When I buy clothes it is very important to me that they :
- are comfortable and feel good (Moves)
  - look good and are the right colour (Sees)
  - don't make any squeaky or rubbing sounds (Listens)
  - suit the criteria I had for going and buying clothes (Thinks)
8. In order to know if someone is doing a good job I need to:
- see them do the job (Sees)
  - do the job with them or experience some aspect of the job (Moves)
  - have all the facts and figures on the work that's been done (Thinks)
  - listen to a description of their work either by themselves or others(Listens)
9. I find that in a presentation I take most notice of information that:
- I can see, such as power point or diagrams (Sees)
  - I can hear, such as what the presenter is saying (Listens)
  - is presented in terms of facts and figures (Thinks)
  - I can learn by doing an activity or exercise (Moves)
10. When I go on holiday, I like to:
- do nothing and relaxing or have plenty of activities (Moves)
  - listen to music, people's voices or the sounds of the sea (Listens)
  - see many sites and stay in places with great views (Sees)
  - find out interesting details about places or people you meet (Thinks)

## Add up your score and discover your tribe

	Sees & Visions	Listens & Sings	Moves & Touched	Thinks & Calculate
Totals				
				