

IDENTIFYING THE THREE SENSORY PREFERENCES OR THINKING PATTERNS.



Visual -- (seeing)

Visual people tend to sit or stand with an erect head and body with eyes pointing slightly upwards. They may stare into the distance when answering questions. Thoughts are processed quickly and often they speak quickly, sometimes in a fairly high-pitched voice. They tend to prioritise being organised neat and well presented. They memorise by seeing pictures and are less strong at remembering verbally since the information has not 'imprinted' on their brain. They pay attention to how things look and like to learn by looking at pictures, graphics and diagrams. Hobbies and interests may include something of an artistic nature or photography. Visual people tend to look up either to the right or to the left when remembering constructed images, or they defocus and look into the distance. Sometimes they close their eyes to concentrate on their internal images. They tend to use visual words such as, "I get the picture" or "I see."

[If you are a visual person, does this paint a picture of you?](#)

Auditory – (hearing)

Auditory people are more in tune with words, sounds and music. They tend to take in verbal information easily and can often repeat back in considerable detail what has been said to them. They tend to learn by listening and may speak in resonant, or rhythmic tones and their voices tend to be less high-pitched than visual people. Breathing from the middle of their chest they respond better to hearing than seeing and like to hear feedback. They can respond to tonal variations, how things sound is important to auditory people. They will enjoy telephone communication more than the other groups and have hobbies based around sound, music, singing or playing a musical instrument. They tend to prefer to use phrases like "that sounds ok."

[If you are an auditory person, does this sound right to you?](#)

Kinaesthetic – (touch, feel and emotions)

Kinaesthetic people are often the most relaxed and laid back. Breathing from the bottom of their lungs they tend to have deeper voices. They talk with a slower pace and more deliberately, often using lengthy pauses. They tend to look down and to their right when accessing memories, which they do more slowly than the visual people. They tend to feel their way through a subject. Kinaesthetic people are tactile and learn more comfortably by holding and touching things with a hands-on element or activity. Intuition and instinct play a key part for them and they tend to get a feel for what they are doing. Interests and hobbies may be physical (sport) or involve cooking gardening or activities that involve relating to people.

[If you are a kinaesthetic person, does this feel right?](#)

