

# Channels of Opportunity Quiz

by [Jim Andrews](#)

Mark ALL answers that are true (more than one could be true).

1. I prefer a place where
  - a. there is music, quiet or conversation.
  - b. there are things or people to observe.
  - c. there is freedom to roam and move about.
  
2. When I travel to a new place I usually
  - a. ask for directions.
  - b. use a map.
  - c. go by my gut feelings.
  
3. I find it easier to learn a task when I
  - a. get verbal instructions.
  - b. observe someone doing it.
  - c. get hands-on experience.
  
4. When I am presented with a problem, I
  - a. talk the problem through, either out loud, or in my head.
  - b. keep looking at possible solutions until all the pieces come together.
  - c. fit the possibilities together until I get a sense of a correct solution.
  
5. When I have a lot of things to accomplish, I
  - a. keep telling myself all the things I have to do.
  - b. Imagine myself doing them or creating a "to-do" list.
  - c. Feel stress, discomfort, or pressure until I get most of them done.
  
6. In my spare time I prefer to
  - a. read a book, listen to music, or listen to radio.
  - b. watch TV or a movie.
  - c. do something physical, or work with my hands,
  
7. As I recall, while watching my favorite TV shows, what I mostly notice is
  - a. the dialogue between the characters.
  - b. the scenery, props, or the costumes worn.
  - c. the emotional impact I feel.

8. I tend to enjoy books or magazines that

- a. have interesting dialogues or discuss interesting topics.
- b. have lots of pictures, or create vivid images with their words.
- c. arouse my emotions, or cover topics about sports or crafts.

9. When I have a discussion with someone, I try to

- a. listen very closely so I can hear every word, and notice the nuance of the sound of their voice.
- b. picture what they are saying.
- c. get in touch with what they are saying.

10. When I meet someone, what I notice most is

- a. the quality of their voice.
- b. what they are wearing.
- c. how they move or make me feel .

Add the number of times you marked a, b, and c.

1. \_\_\_\_\_ (Auditory)

2. \_\_\_\_\_ (Visual)

3. \_\_\_\_\_ (Kinesthetic)

Visual - seeing, Auditory - hearing, Kinesthetic - feeling, Olfactory - smelling, and Gustatory - tasting.

### **Visual**

A person that prefers the visual channel may stand very tall and erect. You might notice they dress very neat and are visually appealing or noticeable. Their voices will originate from the top of their chest and they breathe more rapidly. You might notice they use a lot of visually oriented words, such as look, see, clearly, hazy, reflect, perspective, light, brilliant, focused, vivid, and color.

Some careers might be considered visual: a graphic artist or an interior decorator. Visual people emphasize and respond to visible details in their work.

### **Auditory**

You might notice an auditory person may not look straight at you. Instead they may give you one ear or move from side to side, like a very slow motion shaking the head no. They may place their hands on the face frequently. You might notice their voice originates from the middle of the chest and is very rich or melodic, and definitely not monotone. They use words such as load, click, resonate, listen, said, sing, voice, harmony, talk, or speak. They especially like onomatopoeia: words that sound like the sound being described.

Auditory careers include songwriter, musician, radio announcer, public speaker. They may be especially prone to talking by phone.

### **Kinesthetic**

A "feeling" person will appear to look very comfortable. When they choose clothing, comfort is more important than looks (fit and texture are very pleasing to them). They will typically have rounded shoulders and will almost lie down in a chair. You might see them sitting in a chair with their feet on the desk or they might not be able to sit at all and must be in constant motion. They might touch their body, or

others, more frequently. When thinking, they may nearly curl into a ball, and choose words and speak slowly. They are very slow, deep breathers, and their voice will originate very low in the abdomen. They may take longer to decide something, but then be intently focused. Some words you may notice include hot, cold, soft, motion, feel, moving, pressure, floating, hard, vibration, and other tactile words.

Kinesthetic careers include professional athletes, many construction workers. Business people may prefer to do business while doing physical activity (golf), or in a physically pleasing environment (to them).