

How People Perceive Communication

| GENERIC | VISUAL | AUDITORY | KINESTHETIC |
|---|---|--|---|
| I understand you. | I see your point. | I hear what you are saying. | I feel that I am in touch with what you are saying. |
| I want to communicate something with you. | I want you to take a look at this. | I want to make this loud and clear. | I want you to get a grasp on this. |
| I know that to be true. | Am I painting a clear picture? | Does what I am saying sound right to you ? | Are you able to get a handle on this? |
| I am not sure about that. | That is pretty hazy to me. | That doesn't really ring a bell. | I am not sure I'm following you. |
| I don't like what you are doing. | I take a dim view of your perspective. | That doesn't resonate with me at all. | What it boils down yo is that what you're doing doesn't feel right to me. |
| Life is good. | My mental image of life is sparkling and clear. | Life is in perfect harmony. | Life feels warm and wonderful. |

Predicate Words

VISUAL

see
look
view
appear
show
dawn
reveal
envision
illuminate
twinkle
clear
foggy
focused
hazy
sparkling
crystal clear
flash
imagine

AUDITORY

hear
listen
sound(s)
make music
harmonize
tune in/tune out
be all ears
rings a bell
silence
be heard
resonate
deaf
mellifluous
dissonance
attune
overtones
unhearing
question

KINESTHETIC

feel
touch
grasp
get hold of
slip through
catch on
tap into
make contact
throw out
turn around
hard
unfeeling
concrete
scrape
unbudging
get a handle
solid
suffer

UNSPECIFIED

sense
experience
understand
think
learn
process
decide
motivate
consider
change
perceive
insensitive
distinct
conceive
be conscious
know