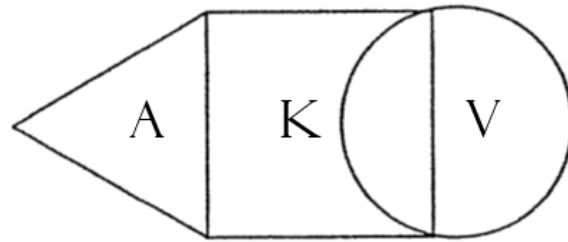


AKV Characteristics



Learns by: Hearing it--- Feeling it---Seeing it

Expresses by: Talking about it---Doing it---Showing it.

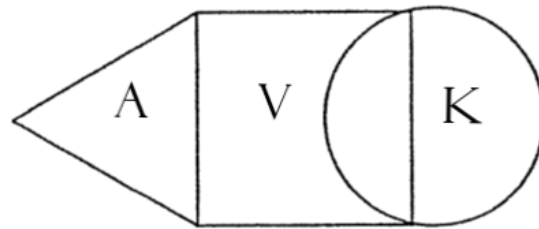
Gives directions by: Asking you questions, i.e., “Do you know where Stevens Street is?”
Then using hands and words to describe the movement you will follow: “You’ll go down this twisting street, make a sharp turn to the right...”

Traits: When first meeting someone, is most comfortable conversing with the person. Frequently sings, hums, whistles, or mumbles to self.
Is quite proficient at explaining to others what to do and teaching about physical activity or about feelings.
Must be quiet to see.
Feelings may be close to the surface. However, if they aren’t talked about, may become very active physically to keep from becoming overwhelmed by them.
Life revolves around physical activity, touch, nature, travel. Or emotion. This connects one to the self and to others.
It is often difficult to converse maintaining steady eye contact. May develop a twitch or eye tic if visual contact is prolonged.
Is uncomfortable seeing details and talking about them since the whole or the gestalt is seen.
Does not like to be told what to look at.
Can be profoundly influenced by written words. May get lost in a painting, a visual image, a written page, or a movie.
When worried, feels pulled in two directions at the same time. When terrified, becomes frozen.

Grounds and centers by: Talking or humming to self, moving and feeling own pelvis, and looking at own hands or feet.

Famous AKVs: John F. Kennedy (“Ask not what your country can do for you...”), Dr. Ruth Westheimer, Adolf Hitler, Julia Child, Bill Cosby.

AVK Characteristics



Learns by: Hearing it--- Seeing it---Feeling it

Expresses by: Talking about it--- Showing it --- Doing it

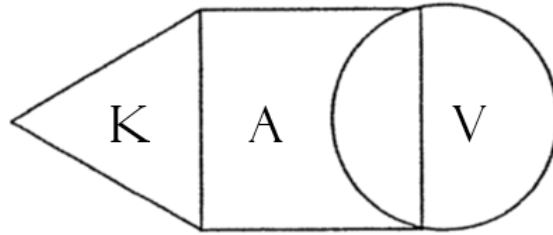
Gives directions by: Asking you questions and telling you the names of streets while sketching a map (often-times not to scale).

Traits: Talks, mumbles, sings, or hums to self most of the time.
Remembering words to music, jokes, or other memorized material is quite easy, as is learning to speak and read foreign languages.
Frequently uses polysyllabic words and sophisticated language.
Tends to use the phone a lot and finds tape recorders helpful.
May be sarcastic or “joke” around a lot. Sometimes intimidates other less verbal people who may have trouble “getting a word in edgewise.”
Arguing and debating come as second nature.
“Talking things out” as a way of resolving differences is very important.
Can sit still for long periods of time and talks with just a few hand gestures (which follow the words).
Can easily hold eye contact and talk. Writing or art can be a natural bridge between inner and outer worlds.
Since touch affects deeply, it is difficult to do something or be touched, and hold a conversation at the same time.
It is more difficult to talk about feelings than to intellectualize them.
Must become quiet to experience feelings.
When worried, sees fast, flashing images, or two inner movies playing at the same time.
When terrified, goes blank

Grounds and centers by: Speaking calmly to self, seeing own hands, and moving or touching self.

Famous AVKs: Ronald Reagan, Barbra Streisand, Robin Williams, Alice Walker

KAV Characteristics



Learns by: Experiencing it --- Hearing it---Seeing it

Expresses by: Doing it--- Talking about it ---- Showing it

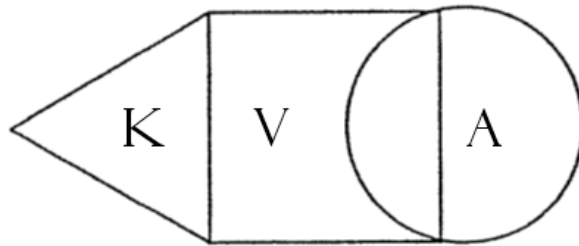
Gives directions by: Describing what you will be experiencing.
“You’re leaving the highway and you’ll turn down into a valley; to the west you’ll...”

Traits: Needs freedom to move. May be extremely physically active.
Learns physical activities quite easily.
Learns by doing. Prefers doing things step-by-step rather than planning ahead of time.
Is affected deeply by the environment. Nature is one’s church. Notices smells immediately.
Objects are important as well as how people respond to and treat those objects.
Life may revolve around words. Has no difficulty finding words to speak.
Most comfortable conversing side-by-side with someone and moving, when free to look at whatever they want. Hand gestures precede the words.
Can listen to others and talk at the same time.
Usually good at hearing double meanings in words and thinking about both sides of the story.
When worried, can experience an endless inner dialogue. When terrified, becomes speechless.
Eye contact must be gradual. Often a glance is all that’s needed. Sustained eye contact can be quite straining.
May get lost in what is read or seen.
Needs to be still and comfortable to find inner pictures, which may be vague, wavy, symbolic, childlike, or primal
See the whole of something. Does not like to see visual details.

Grounds and centers by: Moving at own rhythm, feeling center of gravity, talking to self, looking at own hands

Famous KAVs: Michael Dukakis, Abraham Lincoln, Muhammed Ali, Herschel Walker, Clint Eastwood, Charlie Chaplin, Joe Montana, Martina Navratilova

KVA Characteristics



Learns by: Experiencing it --- Seeing it --- Hearing it

Expresses by: Doing it--- Showing it ---- Talking about it

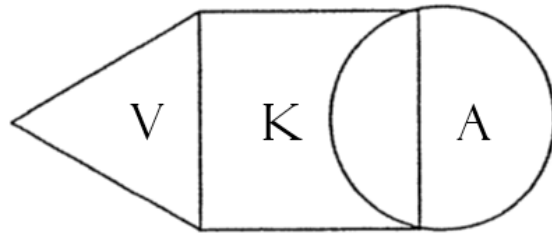
Gives directions by: Making Pictures with hands as speaking. May also draw a map. Tends to describe the “either/or” intersections

Traits: Relates to the rest of the world most comfortable through action. Learns physical activities easily, and “senses” the world around. Must experience something and see its effect before discussing it. Frequently independent and needs solitude. Often has a flat facial aspect. Can make eye contact, but will blink frequently if contact prolonged, and may stop seeing what is looked at. Can see visual detail and images with equal ease, and with eyes open or closed. Life revolves around seeing, being seen, or showing visions. Often mediates between two different perspectives, since can see things from both sides. Integrity may be very important. Looking away helps find words to speak. Sometimes forgets the words of song titles, books, or films. Sometimes searches for words. Taking notes helps remember what to say and what has been said. Tends to have a quiet voice, talks in circles, and asks questions that don’t seem satisfied by answers, since they are really navigational devices. The words that are found and music, if composed, are often very profound and poetic. To really listen to something, must become still. Remembers the feeling of what was heard for years, but verbal content may be forgotten easily. When worried, has flashing images that won’t hold still. When terrified, goes blank.

Grounds and centers by: Moving at own rhythm, feeling center, looking at own hands, and calling self by name

Famous KVAs: Tracy Chapman, Albert Einstein, Jesse Jackson, Toni Morrison, Benjamin Franklin

VKA Characteristics



Learns by: Seeing it --- Feeling it --- Hearing it

Expresses by: Showing it --- Doing it ---- Talking about it

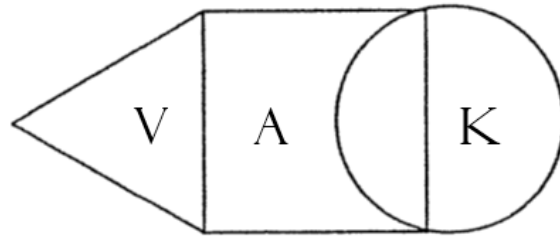
Gives directions by: Using hands to show and then describing visual landmarks

Traits: Makes very good eye contact and eyes follow whoever is talking.
Closes eyes to hear deeply.
Can watch movement and learn easily how to do it.
Loves nature, sports, creative movement, dance, travel
Is more aware of the feeling of images than of the visual aspect.
Can feel what is seen and is often compelled to do something about it.
Movement or touch helps find words.
Intuitively picks up and imitates others' body rhythms and movements, and quite easily loses one's own; a kinesthetic mirror of other people.
When seeing someone in pain, is apt to touch or do something for the person.
Orchestrates words with hands and has difficulty talking with them still.
May have difficulty finding the words to express an idea but may also talk incessantly ("pinwheels of words") to protect the word-sensitive unconscious mind.
Is very good at asking questions. Seems to be continuously living from question to questions but may find answering difficult or confusing.
When worried, feels pulled in several directions at the same time. When terrified, becomes frozen

Grounds and centers by: Looking at own hands or into a mirror, moving at own rhythm, and saying own name.

Famous VKAs: Dan Quayle, Jacqueline Onassis, Albert Schweitzer, I.M. Pei, Shirley MacLaine, Carly Simon

VAK Characteristics



Learns by: Seeing it --- Hearing it --- Feeling it

Expresses by: Showing it --- Talking about it ---- Doing it

Gives directions by: Describing things that you will see, perhaps drawing a map (to scale), or writing down the names of places and streets

Traits: Can be read “like a book” because the face reflects so much of the internal process.
Closes eyes to feel.
Tends to struggle with concern about own appearance.
Has no difficulty accessing words and may have a facility for storytelling and using metaphors in speech. Questions are often disguised statements.
Life revolves around words.
Can talk while hearing outside noise.
Can equivocate with words, saying one thing to one person, meaning, it and saying another thing to another person, meaning that.
Voice reflects the feeling in tone and energy, even if the words say something different.
Can sit still for long periods of time.
Can watch movement and describe it metaphorically, but spoken instructions are often necessary to learn to do the movement.
Moving or physically doing something in a structured, sequenced manner, while simultaneously looking at someone, can be frustrating.
When seeing someone in pain, will be apt to say something rather than reach out or touch the person.
When worried, has an endless inner argument. When terrified, becomes speechless.

Grounds and centers by: Seeing own lands or face in mirror, calling self by name, and moving and/or touching own body.

Famous VAKs: George Bush, Georgia O’Keefe, Thomas Jefferson, Virginia Woolf, Patricia Shroeder, Oprah Winfrey