

CQ CHECKLIST

KINESTHETIC (HANDS-ON) FOCUSED	
Prefers to do things with people rather than talk	
Likes to make physical contact—handshake, pat on back, sit close	
Well coordinated in his/her body	
Uses kinesthetic language: “Let’s do it,” “Hard to grasp,” “Get a handle”	
Prefers to be in motion, standing, jiggling, playing with an object	
Recalls action and physical environments easily	
Organizes by piles	
AUDITORY FOCUSED	
Speaks confidently and has extensive vocabulary	
Likes precision in language	
Great verbal recall, little note-taking	
Connects first with words	
Uses auditory phrases: “Talk to you later,” “Let’s hear the points!”	
VISUALLY FOCUSED	
Steady eye contact	
Likes visual order, lists, and color-coding; visual precision	
Lots of note-taking	
Color-coordinated and well dressed	
Uses the phrases: “See you later,” “Looks good,” “Show me”	
Gives visual descriptions of experiences	
KINESTHETIC OPEN	
Can sit easily for long periods of time	
Shy about touch	
Rarely talks about action	
Physically still	
Can be awkward physically	
Private about feelings	
AUDITORY OPEN	
May take longer to speak, pauses between thoughts	
Prefers to listen, then asks questions to engage everyone	
May talk in circles or use creative words	
Easily distracted by extraneous noises	
Can space out listening to long verbal explanations	
VISUALLY OPEN	
Looks away frequently, can be eye-shy	
Little or no note-taking	
May not respond to emails, or responds with just a few words	
Dresses for comfort rather than appearance	
Prefers talking or doing to writing	
Can space out if looking at lots of visual details or long emails	