

**Submodalities Checklist**

<b>VISUAL</b>	1	2	3	4
Location				
Associated/ Disassociated				
Black / White or Colour				
Size of the picture?				
Bright or Dim?				
3D or Flat?				
Focused or Defocused?				
Framed or Panoramic?				
Movie or Still?				
Movie- Fast/ Normal/ Slow?				

<b>AUDITORY</b>	1	2	3	4
Location				
Direction				
Internal or External?				
Loud or Soft?				
Fast or Slow?				
High or Low?				
Tonality				
Timbre				
Pauses				
Tempo				
Duration				
Uniqueness of Sound				

<b>KINESTHETIC</b>	1	2	3	4
Location				
Size				
Shape				
Intensity				
Steady				
Movement/ Duration				
Vibration				
Pressure / Heat?				
Weight?				

**1. List 6 visual, 6 kinesthetic and 6 auditory submodalities**

**Visual:**

**Kinesthetic**

**Auditory**

**2. Explain the difference between “contrastive analysis” and “mapping across”.**

**3. What is meant by “lead representation system” and how do you detect it?**

**4. What is the difference between association and disassociation, and when is it useful to use either?**

**5. What are the perceptual positions? Name the positions.**

**6. Which technique could you use to cure a phobia?**