# Test ONE

**Name:** **Date:**

1. List six presuppositions of NLP.
2. What is the law of requisite variety?
3. What is rapport? How is it useful??
4. List five things to match in getting rapport.
5. What is cross over mirroring?
6. For each of the following predicate, identify whether they are visual (V), auditory tonal (At), kinaesthetic (K), olfactory (O), gustatory (G), or auditory digital (Ad) (or multiples)

|  |  |  |  |
| --- | --- | --- | --- |
| stink | warm | tough | look |
| see | hear | yummy | remember |
| look | feel | sense | taste |
| thoughtful | viewpoint | tell | survey |
| tension | putrid | push | shocking |
| watch | silent | music | hard |
| throw | motivate | bitter | Brilliant |

Translate the following sentences into a different representational system.

Things look good.

It is so quiet that you can hear a pin drop.

You are really fired up!

That sounds like a great idea.

People don't see me as I see myself.

Your words leave a sour taste in my mouth.

1. Which of the following descriptions are sensory based (S) and which are hallucinations (H)?

Her lips puffed and the muscles on her face tightened.

She was relieved.

The volume of his voice was diminished.

She cringed.

He looked cold.

He showed remorse.

His pupils dilated.

1. List six modalities of calibration (i.e. skin tonus etc)
2. What is the difference between voice tone, tempo and timbre?
3. What are the 9 keys to achievable outcomes? (write them out please) What is the purpose of them?