# Test FOUR

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

1. What is the difference between association and dissociation, and when is it useful to use either?
2. In submodalities, explain the difference between contrastive analysis and mapping across?
3. List six (6) visual and six (6) kinaesthetic and (6) auditory submodalities.
4. What is a "reframe" and when is it useful?
5. What is the difference between a "Context" and a "Content" reframe?
6. What are perceptual positions and when would you find it useful to use the technique?
7. How could you use submodalities in coaching to make a change?