Congratulations on completing your NLP Practitioner training!

Here are some helpful hints to make finishing this test the easiest possible process for you...

#1. Be sure to read all the questions fully before answering. Many of the questions require multi-part answers. The number one reason that people receive partial credit for a question is because they didn’t fully understand it and/or answer it completely.

#2. Remember that this test is “open book, open mind” and is intended to give you insight into what topics you may want to study further as much as it is for us to test your level of understanding. If you aren’t sure about a question, just answer the best that you can. Even if you are just “close” to getting it correct you are likely to get half credit.

#3. Please use separate sheets of paper for this test. When you are ready you can submit your test by email at info@kona.edu.

Have fun!

Matthew B. James, MA, PhD, Certified NLP Master Trainer
Neuro-Linguistic Programming

1. What is Neuro-Linguistic Programming?
2. What are six (6) of the Keys to Achievable Outcomes?
3. What is Empowerment and how does one get it?
4. What is a State and why is it important?
5. What is an Internal Representation and why is it important?
6. What is meant by “Internal Representation, State, and Physiology are all intimately interconnected”?
7. What is a Pattern Interrupt and when is it useful?
8. What is the Agreement Frame and when would you use it?

Presuppositions of NLP

9. List six (6) of the Presuppositions of NLP.
10. What is the Law of Requisite Variety?
11. Which one of the Presuppositions of NLP most relates to the concept of “Labels”?

Sensory Acuity

12. List six (6) of the specific useful things you can observe when utilizing Sensory Acuity.
13. Why is it so important to use sensory-based words when describing what you observe?
14. Which of the following descriptions are sensory based (S) and which are hallucinations (H)?
   a. ___ Her lips puffed and the muscles on her face tightened.
   b. ___ She was relieved.
   c. ___ The volume of his voice was diminished.
   d. ___ She cringed.
   e. ___ He looked cold.
   f. ___ He showed remorse.
   g. ___ His pupils dilated.
15. What is Rapport?
16. What is the purpose of Rapport? (You pace, and then you _______).

17. How do you create Rapport?

18. List five (5) things you can match or mirror when creating Rapport.

19. What is the difference between voice tone, tempo and timbre?

20. How do you know when you have Rapport? List the Indicators of Rapport, and specify the one sure indicator.

21. What is Crossover Mirroring?

22. What is a Primary Representational System and how do you detect it?

23. What is a Lead Representational System and how do you detect it?

24. For each of the following predicates, identify whether they are visual (V), auditory (A), kinesthetic (K), olfactory (O), gustatory (G), or auditory digital (Ad).

<table>
<thead>
<tr>
<th>Stink</th>
<th>Tough</th>
<th>Look</th>
<th>Brilliant</th>
<th>Watch</th>
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<td>See</td>
<td>Yummy</td>
<td>Remember</td>
<td>Bitter</td>
<td>Clearly</td>
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<td>Glimpse</td>
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<td>Sweet</td>
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<td>Tension</td>
<td>Push</td>
<td>Shocking</td>
<td>Music</td>
<td>Loud</td>
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</tbody>
</table>

25. Translate the following sentences into a different representational system.

   EXAMPLE: “That looks good.” to “That sounds good.”


b. “His message really resonated with me.”

c. “You are really fired up!”

d. “That sounds like a great idea.”

e. “We never see eye to eye.”

f. “Your words leave a sour taste in my mouth.”

g. “Everyday feels great!”

h. “This music is hot!”

26. What is Overlapping Representational Systems and when would you use the pattern?

27. What is the Hierarchy of Ideas?

Sensory Acuity
Hierarchy of Ideas

28. What question(s) do you ask to chunk someone down?
29. What question(s) do you ask to chunk someone up?
30. Which is more chunked up: “teaching material” or “books”?

Milton Model

31. Prepare a hypnotic phrase for each of the following Milton Model Patterns:

a. Mind reading
b. Lost Performative
c. Cause and effect
d. Complex Equivalence
e. Presuppositions
f. Universal Quantifier
g. Modal Operator
h. Nominalization
i. Unspecified Verb/Unspecified Predicate
j. Tag Question
k. Lack of Referential Index
l. Comparative Deletion
m. Double Bind
n. Conversational Postulate
o. Extended Quotes
p. Selectional Restriction Violation
q. Ambiguities
   i. Phonological Ambiguity
   ii. Punctuation Ambiguity
   iii. Scope Ambiguity
   iv. Syntactic Ambiguity
r. Conversational Postulate

32. What is the Meta Model?
Meta Model

33. What are the three processes of internalizing on which the Meta Model is based?

34. Identify the Meta Model violation(s) in each of the following sentences and indicate what the appropriate Meta Model challenge would be.

EXAMPLE: “Clowns make me uncomfortable.” – This is a C&E violation. A possible challenge could be: “How specifically do clowns cause you to feel uncomfortable?”

a. “It’s wrong to cheat.”
b. “I regret my decision.”
c. “Nobody likes me.”
d. “Sue loves me.”
e. “Susan hurt me.”
f. “I’m depressed.”
g. “I should study harder.”
h. “He makes me happy.”

Submodalities

35. List six (6) visual, six (6) kinesthetic, and six (6) auditory Submodalities.

36. What is the difference between Association and Dissociation, and when is each useful?

37. What are Drivers and how do you discover them?

38. Why is it so important to have a break state during a Swish Pattern?

39. When deciding on the Internal Representations to use during a Like to Dislike, what is meant by “They should be contextually similar”?

Anchoring

40. What is an Anchor?

41. List the Five (5) Keys to Anchoring.

42. List the Four (4) Steps to Anchoring.

43. Describe the process of Collapsing Anchors and tell when it is useful.
Eye Patterns

44. If you are looking at a normally organized, right-handed person and they look up and to the left, what can you tell about their internal process?

45. If after every question you ask, someone were to look down and to the left before going to the proper sextant, what is likely happening?

Strategies

46. What is a Strategy?

47. How do you elicit a Strategy?

Reframing

48. What is a Reframe and what makes them so powerful?

49. What is the difference between a Context and a Content Reframe?

50. Reframe the following sentence: “I can't learn this because I'm too old.”

BONUS

51. What are the Four (4) Themes of NLP?

52. In each of the following questions, answer what specific technique you would use for the stated problem:
   a. Someone has a specific, contextual habit that they would like to change.
   b. Someone has a belief that they want to let go of.
   c. Someone has a severe, intense phobia.
   d. Someone wants to like a food less than they do.