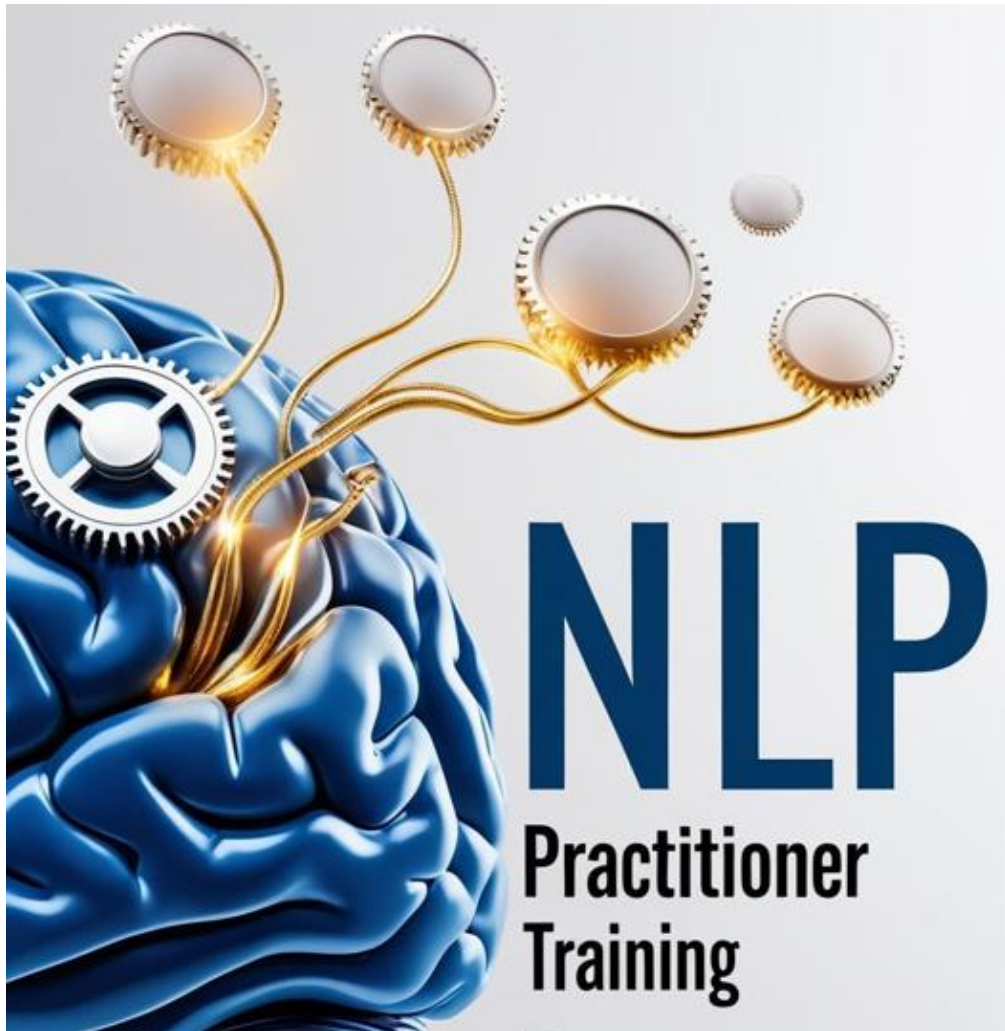




NLP PRACTITIONER CERTIFICATION TEST

(use additional paper to complete the test if necessary)

NAME: _____

DATE: _____

Please bring this completed test to the NLP Practitioner Certification on the 1st day of the training course. It is an open book test so you may refer to your manual, books and cd's in order to answer all questions.

1. What is **Neuro Linguistic Programming**?

2. List your six favourite **Presuppositions of NLP** and **explain why each is important to you**.

i) _____

ii) _____

iii) _____

iv) _____

v) _____

vi) _____

3. What is the **Law of Requisite Variety**?

4. List your 6 favourite **Characteristics of the Unconscious Mind** and **explain why they are your favourite**.

i) _____

ii) _____

iii) _____

iv) _____

v) _____

vi) _____

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

She was angry.

His eyes narrowed and the corners of his mouth turned up slightly.

He winced.

She looked happy.

His face flushed.

She looked guilty.

He was short of breath.

Her pupils were tiny.

6. What is **Rapport**?

7. List five things to **Match** in getting **Rapport**.

i) _____

ii) _____

iii) _____

iv) _____

v) _____

vi) _____

8. What is **Cross Over Matching**?

9. What are the six things you can **Calibrate** on in someone's **physiology**?

i) _____

ii) _____

iii) _____

iv) _____

v) _____

vi) _____

10. Define **voice tone**, **tempo**, **timbre** and **origin**?

11. What is meant by **Preferred Representational System**, and how do you detect it?

12. What is meant by **Lead** or **Primary Representational System**, and how do you detect it?

13. For each of the following predicates, identify whether they are visual (**V**), auditory tonal (**A_t**), kinaesthetic (**K**), olfactory (**O**), gustatory (**G**) or audio digital (**A_d**).

()__Rancid	()__Hot	()__Hard	()__Look
()__View	()__Listen	()__Delicious	()__Recall
()__Spy	()__Sense	()__Intuit	()__Savour
()__Pensive	()__Opinion	()__Say	()__Interrogate
()__Stress	()__Rotten	()__Pull	()__Surprising
()__Observe	()__Mute	()__Melody	()__Soft
()__Hurt	()__Energise	()__Sour	()__Outstanding

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

Things are looking up.

The silence was deafening.

I am so motivated!

I could hear the enthusiasm in his voice.

She just couldn't see what they were talking about.

His harsh comments left a bitter taste in his mouth.

Always look on the bright side!

15. Describe the process of **Overlapping Representational Systems** and describe when you would use it.

16. Draw the **Eye Patterns** of a normally organized person.

17. What are the **Well Formed Outcome Conditions**?

18. When would you use them **Well Formed Outcome Conditions**?

19. Create an example of each of the following **Milton Model Patterns**:

Mind Reading –

Conversational Postulate –

Cause and Effect –

Selection Restriction Violation –

Lack of Referential Index –

Comparative Deletion –

Ambiguities –

Extended Quotes –

Tag Question –

Double Bind -

20. What is the “**Meta Model**”?

21. What are the **three processes of** internalising on which the **Meta Model** is based?

22. Identify the **Meta Model violations** in each of the following sentences **and** indicate what the appropriate **Meta Model challenge** would be.

She makes me so angry.

Making lots of money is wrong.

That was a bad relationship.

Everybody says so.

Brian loves me.

Barbara doesn't trust me.

I'm sad.

I should work harder.

23. What is a “**pattern interrupt**” and when is it useful?

24. What is the difference between **association** and **dissociation**, and when is each useful?

25. If you see yourself in the picture, are you **associated** or **dissociated**?

26. List six visual and six kinaesthetic and six auditory **Submodalities**.

27. What is a **driver in Submodalities** and how do you discover them?

28. Explain **Contrastive Analysis** and **Mapping Across**.

29. When would you use a **SWISH Pattern**?

30. What is a **Phobia**?

31. Describe how to **remove a Phobia**.

32. What is the relationship between **values and beliefs**?

33. What is “**state**” and why is it important?

34. Define an **Anchor**?

35. What are the **Five Keys to Anchoring**?

36. Describe the **process of creating an Anchor**.

37. Describe the **process of Collapse Anchors** and tell when it is useful to do so.

38. Describe the **process of Chaining Anchors** and tell when you would use it.

39. What are the **criteria for designing a Chain of Anchors**?

40. Describe the **Change Personal History** Process and explain when you would use this technique?

41. What is a **Strategy**?

42. What are the **steps in eliciting a Strategy**?

43. Define and explain the **TOTE Model**.

44. What is a **Reframe** and when is it useful?

45. What is the difference between a "**Context**" and "**Meaning**" **Reframe**?

46. What are the key steps in a **6 Step Reframe**?

47. What are the characteristics of a **Part**?

48. When would you do a **Parts Integration**?

49. Describe the **Perceptual Positions Process**?

50. What is the **Agreement Frame** and when would you use it?

51. How would you use **NLP in Negotiation**?

52. How would you use **NLP in Sales**?
