NLP PRACTITIONER CERTIFICATION TEST

1. List and discuss 10 presuppositions of NLP.

2. What is the law of requisite variety?

3. What is rapport? Why is it important?

4. List five things to match in getting rapport.

5. What is cross over mirroring? When is it useful?

6. Fill in the eye patterns of a normally organized right handed person.

7. What is meant by "Primary Representational System," and how do you detect it?

8. What is meant by "Lead Representational System," and how do you detect it?

9. For each of the following predicate, identify whether they are visual (V), auditory tonal (At), kinesthetic (K), olfactory (0), gustatory (G), or audio digital Ad).

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	

10. 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.
Everyday above ground is a great day!

11. What is "overlapping representational systems" and when would you use the pattern?

12. 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.

13. What is meant by a "physiology of excellence" and why is it important?

14. List six modalities of calibration (Sensory acuity).

15. What is the difference between voice tone, tempo and timbre? Why is it important to learn?

16. What are six keys to achievable outcomes?

These keys to an achievable outcome cited above are equivalent to the S.M.A.R.T. Goals:

S:	
M:	
A:	
R:	
T:	

17. What do we call "Hierarchy of Ideas". Why is it useful to know?

18a. What is the "Meta Model" and how is it useful?

18b. What are the three processes of internalizing on which the meta model is based?

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

- He makes me happy.
- It's wrong to cheat.

- I regret my decision.
- Nobody ever pays any attention to me.
- Sue loves me.
- Susan hurt me.
- I'm angry.
- I should study harder.

20. What is personal power and how does one get it?

21. What is "state" and why is it important?

22. What is a "pattern interrupt" and when is it useful?

23. Describe the following frames and tell when to use them:
a.   **Evidence:**
b.   **Backtrack:**
c.   **Relevancy:**
d.   **Contrast:**
e.   **Ecology:**
f.   **As if:**

24. What is an anchor?

25. What are the five keys to anchoring? Why are they important?

26. Describe how to anchor someone. What is the mnemonic?

27. Describe the process of collapse anchors and tell when it is useful to do so.

28a. What is chaining and when do you do it?

28b. Describe 5 criteria for the intermediate states when designing a chain.

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

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

31. What is a phobia?

32. What is a strategy?

33a. What are 2 ways to elicit a strategy? When do you use them?

33b. What are the steps in eliciting a formal strategy? (script)

34. List six (6) visual and (6) auditory and six (6) kinesthetic submodalities.

VISUAL	AUDITORY	KINESTHETIC

35. What is a "reframe" and when is it useful?

36. What is the difference between "Context" and "Content" reframe?

37.What is the "agreement frame" and when would you use it?

38.What is a conditional close and when would you use it?

39. What are five NLP insights into conducting successful meetings?

40. Why is "Intent" important in negotiations?

41. What are five of the NLP tactics for negotiations?

42. How is NLP useful in successful selling?

43. What is Parts Integration? When do you use it?

44. Describe how to do a Parts Integration intervention.

45. How do we use metaphors in NLP? For what purpose?

46. How to construct a metaphor?

47. Prepare a phrase for each of the following Milton Model Patterns:
Mind reading:
1.   **MIND READ:**
2.   **LOST PERFORMATIVE:**
3.   **CAUSE & EFFECT:**
4.   **COMPLEX EQUIVALENCE:**
5.   **PRESUPPOSITION:**
6.   **UNIVERSAL QUANTIFIER:**
7.   **MODAL OPERATOR:**
8.   **NOMINALIZATION:**
9.   **UNSPECIFIED VERB:**
10. **TAG QUESTION:**
11. **LACK OF REFERENTIAL INDEX:**
12. **COMPARATIVE DELETION (Unspecified Comparison):**
13. **PACE CURRENT EXPERIENCE:**
14. **DOUBLE BIND:**
15. **CONVERSATIONAL POSTULATE:**
16. **EXTENDED QUOTES:**
17. **SELECTIONAL RESTRICTION VIOLATION:**
18. **AMBIGUITY:**
     a.   **Phonological:**
     b.   **Syntactic:**
     c.   **Scope:**
     d.   **Punctuation:**

48. What is Neuro Linguistic Programming? (your own definition)