PIVOT POINT Advantage

PO Box 337 Stanton, CA 90680

# Success Mastery 1 & NLP Practitioner Certification Test

NAME: _____ DATE: _____

*Use separate sheet if necessary.*

1. List six (6) presuppositions of NLP.

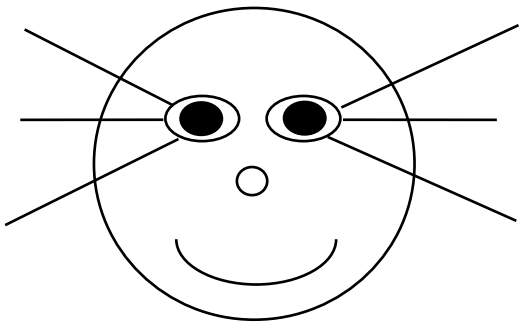
2. What is the law of requisite variety?

3. What is rapport?

4. List five (5) things to match in getting rapport.

5. What is cross over mirroring?

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 predicates, identify whether they are visual (V), auditory tonal (At), kinesthetic (K), olfactory (O), 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.

    That word leaves a sour taste in my mouth.

    Everyday above ground is a great day!

11. Describe the process of “overlapping representational systems” and give an example of when you would use this 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 (6) modalities of calibration.

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

16. What are six (6) keys to achievable outcomes?

17. What is the “Meta Model” and when it is useful?

18. What are the three (3) 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. What is an anchor?

24. What are four (4) keys to anchoring?

25. Describe how to anchor someone.

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

27. Describe the process of chaining anchors, and tell when you would use it.

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

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

30. What is a strategy?

31. What are the steps in eliciting a strategy?

32. List six (6) visual, six (6) kinesthetic, and six (6) auditory submodalities.

33. What is a “reframe”, and when is it useful?

34. What is the difference between a “context” and a “content” reframe?

35. What is the agreement frame, and when would you use it?

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

37. What are five (5) NLP insights into conducting successful meetings?

38. Why is “Intent” important in negotiations?

39. What are five (5) of the NLP tactics for negotiations?

40. How is NLP useful in successful selling?

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

Mind Reading –

Conversational postulate –

Simple conjunction –

Cause and effect –

Selectional Restriction Violation –

Lack of Referential Index –

Deletion –

Unspecified Predicate –

Analogical marking –

Ambiguities –

Embedded Question –

Extended Quotes –

Tag Question-

42. What is Neuro-Linguistic Programming?