



This contains review questions and some suggested references.

NLP FOUNDATIONS AND PRESUPPOSITIONS

1. List the presuppositions of NLP

- Thorsons Principles of NLP - O'Connor and McDermott
- see your INLPTA Trainers Training manual, under Neuro-Linguistic Programming in Practitioner section.

2. What is the Law of Requisite Variety?

- Frogs Into Princes - Bandler and Grinder
- Introduction to Cybernetics -
- Neuro Linguistic Programming Vol. 1, Dilts, Grinder, Bandler, Bandler, DeLozier, p. 151

3. What are the 3 legs of NLP? What are some of its variations?

- Frogs Into Princes - Bandler and Grinder
- see your INLPTA Trainers Training manual, under Neuro-Linguistic Programming in Practitioner section.

4. What does "the map is not the territory" mean?

- NLP Vol. 1
- Korzybski
- The Structure of Magic Vol. 1 and 2, Bandler and Grinder

5. What is the difference between the distinctions of process, pattern and content? Why are these distinctions important to know?

6. What is meant by the conscious and unconscious? Why is the difference important to know?

- Frogs Into Princes - Bandler and Grinder
- Trance-Formations - Bandler and Grinder
- Patterns 1

7. What are some of the existing definitions of NLP?

- Frogs Into Princes
- NLP Vol. 1
- Using Your Brain For a Change
- Turtles All The Way Down

8. What is your definition of NLP? Explain thoroughly.

9. What is the magic number 7 +/- 2 and why is it useful to know?

- The Magic Number 7 +/- 2 - George Miller
- Transformations Grinder and Bandler, pg. 80, 83, 191

10. List the well formedness conditions for outcomes.

- see your INLPTA NLP Trainers Manual, Practitioner Section.
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FRAMES

11. Describe the following frames and when to use them:

- a. Backtrack (Precision - Grinder and McMaster)
 - b. Relevancy (Precision - Grinder and McMaster)
 - c. As If (Precision - Grinder and McMaster; The Enneagram and NLP, Linden and Spalding - Appendix 4)

 - d. Open
 - e. Discovery
 - f. Outcome (Precision - Grinder and McMaster)
 - g. Contrast
 - h. Ecology
 - i. Agreement (Frogs into Princes, Bandler and Grinder, pp. 175 f / Reframing, Bandler and Grinder, pg. 162)
 - j. Absurdity
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META MODEL

(for this entire section, unless where noted: The Structure of Magic Vol. 1 - Bandler and Grinder)

12. What is the meta model? When is it used?

13. What are the three universal processes of modeling on which the meta model is based? What are the definitions of each?

14. What is a nominalization? What is its appropriate meta model response?

15. What is a deep structure?

16. What is a surface structure?

17. What is a derivation? Transformation?

18. What are the following meta model distinctions and their appropriate responses?

- a. simple deletion
- b. unspecified verbs
- c. "ly" adverbs
- d. comparative deletion
- e. nominalizations
- f. complex equivalence
- g. cause-effect
- h. mind reading
- i. unspecified or lack of referential index
- j. universal quantifier
- k. modal operator of necessity
- l. modal operator of possibility
- m. lost performative

19. List the various forms of linguistic presuppositions.

- The Structure of Magic Vol. 1, Appendix B - Bandler and Grinder

20. What is the difference between the Precision Model and the Meta Model?

- The Structure of Magic Vol. 1 - Bandler and Grinder
- Precision - Grinder and McMaster

21. What are the two most common ways in which the meta model is chunked in NLP?

- The Structure of Magic Vol. 1 - Bandler and Grinder
 - Applications of Neuro-Linguistic Programming - Dilts, Section V, pg. 2.
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MILTON MODEL

(for this entire section, unless where noted: Transformations - Bandler and Grinder, and Patterns of the Hypnotic Techniques of Milton H. Erickson, MD, Vol. 1)

22. What is the Milton Model? When is it used?

23. What is transderivational search (TDS)? How do you activate it?

24. What is an embedded command? How do you do it?

25. What is fractionation? (Frogs into Princes, Bandler and Grinder, pg. 156)

26. List the 4 types of ambiguity and give a definition and examples of each.

27. What is analogue marking?

28. What are Inverse Meta Model Patterns?

29. What are Stacked Presuppositions? Please give an example.

30. What are Conversational Postulates? Please give an example.

31. What are Causal Linkages? Please give an example for each of the following types:

- a. Simple conjunction
- b. Implied causatives
- c. Direct Cause-Effect

32. What are Factive Predicates? Please give an example.

33. What are Lesser Included Structures? Please give an example.

34. What are Embedded Questions? Please give an example.

35. What are Temporal Predicates? Please give an example.

36. What are Spatial Predicates? Please give an example.

37. What are Quotes? Please give an example.

38. What are Tag Questions? Please give an example.

39. What are Lesser Included Structures? Please give an example.

40. What are Behavioral Presuppositions? Please describe an example.

41. What is a Selectional Restriction Violation? Please give an example.

42. What is a referential index shift? Please give at least 3 ways in which you might facilitate it within a - context relevant to your area of interest.

- Frogs Into Princes, Bandler and Grinder pg. 159

43. What is the difference between a deep and shallow metaphor? how do you construct each? When and why would you use either?

- Therapeutic Metaphors - David Gordon

44. What are at least 4 uses for metaphors.

- Therapeutic Metaphors - David Gordon

45. What is a leverage induction? Please give at least 4 examples.

46. What are at least four ways to induce an altered state of consciousness?

47. What is a pattern interrupt? When is it used? What are its effects?

48. When would you use the Meta Model vs. the Milton Model and vice versa?

Explain the differences between the two in structure, intent and application

STATE MANAGEMENT

49. What is meant by a "state"?

50. What is meant by a "stuck state"?

- Introducing Neuro-Linguistic Programming - O'Connor and Seymour, p. 63-65.

51. What is meant by "going meta"?

52. What is the relationship between internal representations, physiology, state and the quality of your behaviors and results (the "face map")? Why are these distinctions important and how can you use them?

53. What is a physiology of excellence and why is it important?

54. What is the difference between confusion and overwhelm? When and why would you use either?

- Using Your Brain for a Change B Bandler, chap. VI

- Transformations B Grinder and Bandler, pp. 80-84

55. What is the difference between association and dissociation? When is each useful and not useful?

- Using Your Brain for a Change - Bandler pg. 40 onwards

- Change Your Mind and Keep the Change - Andreas and Andreas (see index listings)

- The Enneagram and NLP, Linden and Spalding - see Glossary

56. How do you facilitate association and dissociation?

- Using Your Brain for a Change - Bandler pg. 40 onwards

57. How do you facilitate a V-K dissociation? Double dissociation?

- Using Your Brain for a Change - Bandler pg. 37 - 48

- Frogs Into Princes - Bandler and Grinder, pg. 116

STRATEGIES

(for this entire section, unless where noted: Neuro Linguistic Programming Vol. 1, Dilts, Grinder, Bandler, Bandler, DeLozier, and see your INLPTA NLP Trainers Training Manual)

58. What is a strategy? How is it both different from and related to a state?

59. How do you elicit a strategy? What questions would you use?

60. What is a synesthesia?

- Neuro Linguistic Programming Vol. 1, Dilts, Grinder, Bandler, Bandler, DeLozier, p. 23 p. 235

- Introducing Neuro-Linguistic Programming B O'Connor and Seymour, pg. 50

61. How do you change or streamline a strategy?

62. How do you install a strategy?

63. What are the well formedness conditions for strategies?

64. What are the 8 learning strategies of Generative Learning?

(will be covered in the INLPTA Trainers Training sessions)

65. What is a TOTE? Please describe the details of its structure thoroughly.

66. What are the ways to notate the various representational distinctions with TOTEs?

- Neuro Linguistic Programming Vol. 1, Dilts, Grinder, Bandler, Bandler, DeLozier. pg. 38-40,

SENSORY ACUITY AND CALIBRATION

67. What is sensory based language?

- Frogs Into Princes - Bandler and Grinder

68. What is projection?

69. What is hallucination?

- Frogs Into Princes - Bandler and Grinder

70. What is calibration? How do you do it? Why do you do it?

- Transformations - Grinder and Bandler, pp. 201-212

- Introducing Neuro-Linguistic Programming - O'Connor and Seymour, p.65

71. Calibration is based on which presuppositions of NLP?

72. List at least 7 things you can calibrate.

- Trainers Manual

73. What is the difference between uptime and downtime and when would you use either?

- Frogs Into Princes - Bandler and Grinder, pg. 163

- The Enneagram and NLP, Linden and Spalding - see Glossary

74. List 3 ways you can develop each of the following:

a. visual external acuity

b. visual internal awareness and flexibility

c. auditory external acuity

d. auditory internal awareness and flexibility

e. kinesthetic external acuity

f. kinesthetic awareness and construct

g. olfactory acuity

h. gustatory acuity

i. uptime (Frogs into Princes, Bandler and Grinder, p. 163)

j. downtime (The Enneagram and NLP, Linden and Spalding - see Glossary)

k. auditory digital

75. What is meant by taking inventory on yourself?

- Turtles All The Way Down: Prerequisites to Personal Genius - Grinder and Delozier, pg. 151

76. What is meant by multi-tracking? How are some ways to do it?

77. What is the difference between simultaneous and sequential incongruity?

How do you calibrate each? How do you handle each?

- The Structure of Magic Vol. 2, Bandler and Grinder, 29-96

- Reframing, Bandler and Grinder pg. 179-203

78. What is the single most important component of physiology to work with and why?

ANCHORING

79. What are the keys to anchoring?

- See your INLPTA Trainers Training Manual

80. What are the steps to anchoring someone?

- Frogs Into Princes - Bandler and Grinder, pp. 82-96

81. What does it mean to collapse an anchor?

- Frogs Into Princes - Bandler and Grinder, pg. 106

82. What are the steps to collapsing an anchor and when would you do it?

- See your INLPTA Trainers Training Manual

83. How do you do a visual squash? When would you use it? How is it related but different to collapsing an anchor?

- Frogs Into Princes - Bandler and Grinder, pg. 129

84. What is chaining anchors, how do you do it and when?

- See your INLPTA Training Manual

85. What is a stacked anchor? How and when do you do it?

- Introducing Neuro-Linguistic Programming - O'Connor and Seymour, pg. 72

86. What is a search anchor? How and when do you do it?

- See your INLPTA Training Manual

87. What is a resource anchor? How and when do you do it?

- Introducing Neuro-Linguistic Programming - O'Connor and Seymour, pg. 72

- Frogs into Princes, Bandler and Grinder, pg. 115

88. How do you do a Change Personal History? When do you do it?

- Frogs Into Princes - Bandler and Grinder

89. What is the single most powerful representational system to anchor in? Why?

90. Give an example of an anchor that spans all rep systems.

91. What is a lifeline? How would you set one up and when would you use one?

- Turtles All The Way Down: Prerequisites to Personal Genius - Grinder and Delozier, pg. 76 onwards

92. What is a future pace and how do you do it?

- Introducing Neuro-Linguistic Programming - O'Connor and Seymour, pp. 77-78
- Transformations - Grinder and Bandler, pg. 158
- The Enneagram and NLP, Linden and Spalding , pg. 134
- Frogs into Princes, Bandler and Grinder, pg. 87

93. How do you do a circle of excellence? When is it used?

94. Describe at least 3 ways to do a self edit/personal edit.

RAPPORT

(See your INLPTA Trainers Training Manual)

95. What is an NLP definition for rapport?

96. What is meant by pacing and leading?

- Frogs Into Princes - Bandler and Grinder, pg. 80

97. List at least 7 things you can match in establishing rapport.

- See your INLPTA Trainers Training Manual

98. What is the difference between matching and mirroring?

- See your INLPTA Trainers Training Manual

99. What is crossover mirroring?

- Frogs Into Princes - Bandler and Grinder, pg. 79

100. What is the test for rapport?

- See your INLPTA Trainers Training Manual

REPRESENTATIONAL SYSTEMS

101. Draw a diagram of the eye patterns for a "normally wired right hand person".

- Frogs Into Princes - Bandler and Grinder
- See your INLPTA Trainers Training Manual

102. What is meant by a primary representational system and what are at least 5 ways to detect it.

- Frogs Into Princes - Bandler and Grinder

103. What is a lead representational system? How do you detect it if it is different from a person's primary representational system?

- Frogs Into Princes - Bandler and Grinder

104. What is a reference system?

- Frogs Into Princes - Bandler and Grinder

105. What is overlapping? How do you do it? When would you use it?

- Frogs Into Princes - Bandler and Grinder

106. What is another term often used for the technique of overlapping?

107. What is the difference between the rep systems of auditory tonal and auditory digital?

- See Woodsmall's book on Strategies

SUBMODALITIES

108. What are submodalities? What do they allow us to do?

- Using Your Brain For a Change - Bandler
- Insiders Guide to Submodalities - Bandler and MacDonald

109. What is the difference between analogue and digital submodalities?

- Change Your Mind and Keep the Change - Andreas and Andreas, pg. 11
- Introducing Neuro-Linguistic Programming - O'Connor and Seymour, pg. 58

110. What are critical submodalities?

111. What are driver submodalities?

- Change Your Mind and Keep the Change - Andreas and Andreas, pp. 90-93

112. Describe the standard swish pattern. When would you use it?

- Using Your Brain For a Change - Bandler, pg. 131-152
- Insiders Guide to Submodalities - Bandler and MacDonald, pg. 64

113. Describe how to design and conduct a designer swish.

- Change Your Mind and Keep the Change - Andreas and Andreas, pg. 50 onwards
- Insiders Guide to Submodalities - Bandler and MacDonald, pg. 81-83

114. What are the two major ways to do a compulsion blow out? How and when would you use them?

- Change Your Mind and Keep the Change - Andreas and Andreas pg. 89-113

115. How do you do the ecstasy pattern. Why would you use it?

116. What is a phobia?

- Heart of the Mind, Andreas and Andreas pg. 61

117. Describe how to remove a phobia.

- Using Your Brain for a Change - Bandler pg. 43 -48
- Heart of the Mind, Andreas and Andreas pg. 55-71
- Frogs into Princes, Bandler and Grinder, pg. 109

118. Describe how to create a compelling future.

- Change Your Mind and Keep the Change - Andreas and Andreas pg. 33-34

119. How do you do the following patterns and when:

a. confusion to understanding

- Using Your Brain for a Change - Bandler pg. 83- 101
- Insiders Guide to Submodalities - Bandler and MacDonald pg. 13-16

b. belief change

- Using Your Brain for a Change - Bandler pg. 103-115
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BELIEFS - DILTS

- Insiders Guide to Submodalities - Bandler and MacDonald, pg. 73-75

120. How do you elicit a timeline?

- Change Your Mind and Keep the Change - Andreas and Andreas
- Timeline and the Basis of Personality - Woodsmall and James

121. What is the difference between temporal submodalities and timeline intervention methods?

- Change Your Mind and Keep the Change - Andreas and Andreas pg. 1-36
- Heart of the Mind, Andreas and Andreas pg. 191-212

122. What is the difference between in time and through time?

- Timeline and the Basis of Personality - Woodsmall and James

REFRAMING

123. What is the premise upon which reframing is based?

- Reframing, Bandler and Grinder, pg. 9

124. When do you use a reframe?

- Reframing, Bandler and Grinder, pg. 96

125. What are the two basic categories of reframes? When do you use one or the other?

- Reframing, Bandler and Grinder, pg. 9, 3-43

126. What are the steps to a 6 step reframe? When do you use it?

- Reframing, Bandler and Grinder, pg. 114
- Frogs Into Princes, Bandler and Grinder, pp. 137-160
- Transformations - Grinder and Bandler, pp. 147-159

127. What are the steps to negotiating between parts? When do you use it?

- Reframing, Bandler and Grinder, pg. 45 - 56

128. How do you do the pattern of creating a new part? When do you do it?

- Reframing, Bandler and Grinder, pg. 57-103

ECOLOGY

129. What is ecology? Why is it important?

- Frogs Into Princes, Bandler and Grinder, pg. 147-149
- Change Your Mind and Keep the Change - Andreas and Andreas, pp. 105-106, pp. 126-127.

130. Describe at least 5 ways to do ecology checks.

- Frogs into Princes, Bandler and Grinder, pg. 149

MODELING

131. What are the elements to basic modeling? What presuppositions of NLP is modeling based on?

- see your INLPTA Trainers Training Manual

PERCEPTUAL SORTING

132. What is meant by a perceptual position?

- Using Your Brain for a Change - Bandler pg. 37 - 48
- Turtles All The Way Down: Prerequisites to Personal Genius - Grinder and Delozier, pg. 197 onwards

133. What is meant by position shifting?

- Using Your Brain for a Change - Bandler pg. 37 - 48
- Turtles All The Way Down: Prerequisites to Personal Genius - Grinder and Delozier, pg. 197 onwards, and pg. 366

134. What is the value of establishing multiple points of reference?

- Using Your Brain for a Change - Bandler pg. 37 - 48
- Turtles All The Way Down: Prerequisites to Personal Genius - Grinder and Delozier, pg. 197 onwards

135. What is a triple description and why is it important to do? Please give a thorough explanation of 1st, 2nd and 3rd position.

- Turtles All The Way Down: Prerequisites to Personal Genius - Grinder and Delozier, pg. 197 onwards

136. How do you actually do a triple description?

- Turtles All The Way Down: Prerequisites to Personal Genius - Grinder and Delozier, pg. 197 onwards

137. What are the 4 perceptual positions based on time? Why are they important to do

ADDITIONAL DISTINCTIONS

138. What are the 4 stages of learning (the learning ladder)? How is it different from 4 logical levels of learning?

- Introducing Neuro-Linguistic Programming - O'Connor and Seymour (see index listings)
- Steps to an Ecology of Mind, Bateson (This material will be covered in your training.)

139. What is a 4-tuple? 6-tuple?

- Patterns of the Hypnotic Techniques of Milton H. Erickson, MD, Vol. 2
- Magic Demystified, Lewis and Pucelik, chap. I

140. What is chunking and why is it useful to be flexible with it? Give examples of chunking up, down, and laterally.

- Introducing Neuro-Linguistic Programming - O'Connor and Seymour, pp. 150-152

141. What is sequencing and why is it important?

- Patterns of the Hypnotic Techniques of Milton H. Erickson, MD, Vol. 2 pg. 91 - 96.
- Neuro Linguistic Programming Vol. 1, Dilts, Grinder, Bandler, Bandler, DeLozier. pg. 20 onwards
- Reframing, Bandler and Grinder, pg. 151

142. What are values and why are they important to work with?

- Timeline and the Basis of Personality, Woodsmall and James
- Change Your Mind and Keep the Change - Andreas and Andreas, chap. IV
- Introducing Neuro-Linguistic Programming - O'Connor and Seymour, pp. 147 ff.

143. What are the 5 Satir Categories? How are they useful in change work?

- The Structure of Magic Vol. 2, Bandler and Grinder, pg. 47 onwards

144. List at least 5 things you can do with your internal dialogue.

145. What is a contextual marker? Why are they important to work with?

146. What is meant by 1st and 2nd attention?

- Turtles All The Way Down: Prerequisites to Personal Genius - Grinder and Delozier, pg. 62 onwards

147. What is meant by epistemology? Why is it important to study it?

	<p>148. What did Gregory Bateson mean by calling "I"the ultimate nominalization? - Turtles All The Way Down: Prerequisites to Personal Genius - Grinder and Delozier, pg. 195 onwards</p> <p>149. What is meant by the difference between 1st and 2nd order change? - Change - Watzlawick, Weakland and Fisch</p> <p>150. Describe a personal evolution process that you can do in 5 minutes on a daily basis for yourself.</p> <p>151. How will you celebrate having finished all these questions? This contains review questions and some suggested references.</p>	
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