

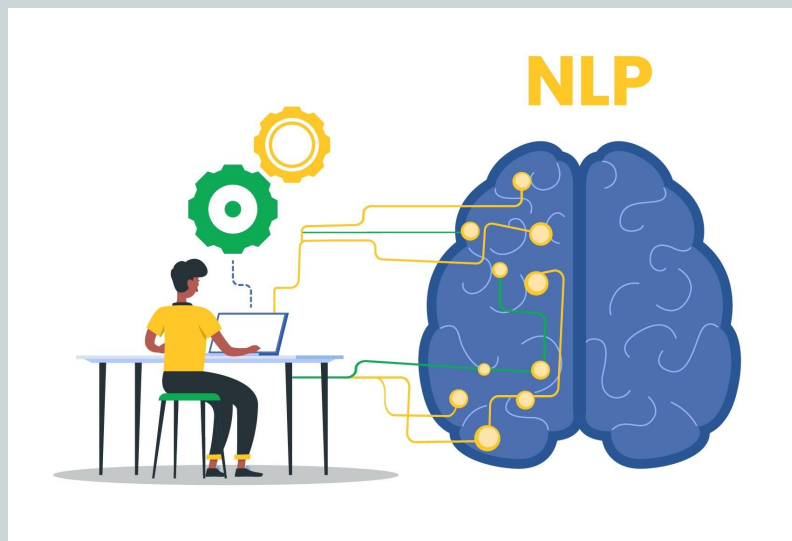
Representational sensory systems in NLP

AGENDA

- Establishing the expectations for the session
- Introduction of NLP
- Sharing our experiences
- Debrief

Representational sensory systems in NLP for students

"The Map is Not the Territory"



Representational Systems

The world around us exists in our perceptions and memories. NLP has named our sensory channels “representational” systems referring to the way we “re-present” or make sense of our external environments. Due to the constant bombardment of the information we receive every day, NLP practitioners maintain that most people have created a set of filters to keep from becoming overwhelmed.

Representational Systems

These filters can be divided into visual, auditory and kinaesthetic (VAK) channels. In adults and older adolescents, the kinaesthetic channel is generally subdivided into a motoric or an emotional preference. When we are truly relaxed we find it easier to access and make use of each of these sensory channels. However, when we are stressed we tend to rely on our most comfortable channel(s). It is possible to perceive information in one channel, store it as a memory using another channel and express it using the third one. By noticing details of how people speak and act, we can better understand the systems they are using at the time. This then enables us to communicate and teach more effectively.

**Respect the model (map / representation) of the
world of the other**

We each have a preferred way of representing the world to ourselves, a preferred representational system. By understanding the preferred system you can:

- Get better learning outcomes
- Set better and more compelling goals
- Design work tasks to suit your preference and therefore improve your performance

NLP Representational Systems

Discover your preferred way of thinking and interpreting the world – your preferred Representational System:

- Auditory people
- Visually-oriented people
- Kinaesthetically-oriented people



Visually-oriented people need to see information to understand it. They often use colour-coded systems to help organize material. They like to get handouts and need to take notes so that they can refer to them later. As teachers, they may spend time making their handouts look good and students will often highlight or underline important material. They may, however, have trouble remembering oral instructions.



Auditory people, on the other hand, process information by listening and prefer to concentrate on the voice and tonality of the speaker. They love discussions and remember details of what was discussed. Sometimes they need to think aloud and talk through their thoughts. Auditory learners often acquire excellent accents in foreign languages and can express themselves well.



Kinaesthetically-oriented people understand information through their feelings and experiences. They need to try things out for themselves and are often the action-oriented students in a classroom who enjoy hands-on projects and tasks. They tend to use gestures and movements while speaking and may have trouble sitting still for too long a period. They enjoy the social aspect of class and they need to have a good atmosphere to feel comfortable.

NLP Representational Systems

You've probably heard people say things like *"I see what you mean"* or *"I hear you"*. These are not just cute euphemisms, but insights into how that person's mind is working.

Once you know someone's primary representational system, you can speak in a way that's pleasing to and gains rapport with their unconscious mind.

We cannot change others, we can only change ourselves.



Thank you! 🙌

Questions?

Helpful Resources

- <https://excellenceassured.com/nlp-training/nlp-preferred-representational-systems-test?wpvqas=d3B2cWFzJTVCJTVEPTU2JndwdnFhcyU1QiU1RD01NyZ3cHZxYXMINUIIINUQ9NjImd3B2cWFzJTVCJTVEPTY4JndwdnFhcyU1QiU1RD02OSZ3cHZxYXMINUIIINUQ9NzQmd3B2cWFzJTVCJTVEPTc4JndwdnFhcyU1QiU1RD04MyZ3cHZxYXMINUIIINUQ9ODcmd3B2cWFzJTVCJTVEPTg5JndwdnFhcyU1QiU1RD05NSZ3cHZxbj0xMSZ3cHZxY3E9MTE=>
- <https://www.transformdestiny.com/nlp-guide/nlp-representational-systems-preference-test.asp>
- <https://www.medicalnewstoday.com/articles/320368#1>
- <https://wordwall.net/resource/1065979/movers-icebreaker>
- <https://www.slideshare.net/Fionacampbell/what-is-neuro-linguistic-programming-nlp-18052438>
- <https://wordwall.net/resource/1065979/movers-icebreaker>
- <https://www.goodtherapy.org/learn-about-therapy/types/neuro-linguistic-programming>
- <https://happyrubin.com/nlp/how-to-build- rapport/>
- <https://www.slideshare.net/Fionacampbell/what-is-neuro-linguistic-programming-nlp-18052438>
- <https://happyrubin.com/nlp/presuppositions/>
- <https://www.youtube.com/watch?v=0onG1OUTUWk>
- <https://docs.google.com/forms/d/e/1FAIpQLSeLqCAquEnZ07HuzIPB5KLtshd5ayTChL-r7W3v-dnFtz0VtQ/viewform>



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