

# PERCEPTUAL PATTERNS EXPLORATION

Directions: For each question, choose the answer that's most true and make a check mark in the appropriate column on page 330. If more than one option is given, choose both. For example, if the answer to #1 is "a," make a checkmark in both the AKV and AVK column.

Then, count how many check marks in each column. The one with the most is probably your pattern.

From what you can readily notice:

## 1. How would you describe how you talk?

- |   |          |
|---|----------|
| a. Words pour out, in logical order, all the time, without hesitation, have an excellent vocabulary | AKV, AVK |
| b. May be self-conscious or shy about speaking in groups  | VKA, KVA |
| c. Use many metaphors and images ("It's like a cyclone, a blue funnel, a whirling top")             | VAK, KAV |
| d. Talk mostly about actions, feelings, what's happening  | KAV      |
| e. Make hand motions before words, must use hands or movement to find words                         | VKA, KAV |
| f. Talk in circles, ask endless questions   | VKA, KVA |

## 2. How would you describe the way you make eye contact?

- |  |          |
|--|----------|
| a. Maintain steady, persistent eye contact   | VAK, VKA |
| b. "Eye shy," uncomfortable with eye contact for more than a few seconds, look away frequently | AKV, KAV |
| c. Keep steady contact, but blink or twitch if sustained                                       | AVK, KVA |
| d. Eyes glaze over if listening too long   | VKA, KVA |

## 3. How would you describe your handwriting?

- |   |          |
|---|----------|
| a. Neat and legible                             | VAK, VKA |
| b. Difficult to read                            | AVK, KVA |
| c. Childlike, sometimes letters may be unformed | AKV, KAV |

## 4. What do you remember most easily?

- |  |          |
|--|----------|
| a. What's been said, jokes, lyrics, names of people, titles; memorize by saying something repeatedly       | AKV, AVK |
| b. What's been seen or read, people's faces, how something looks, memorize by writing something repeatedly | VAK, VKA |
| c. What's been done or experienced, the feel or smell of something; memorize by doing something repeatedly | KVA, KAV |

**5. How would you describe your physical needs and skills?**

- |  |          |
|--|----------|
| a. Constantly in motion, jiggle a lot  | KAV      |
| b. Can sit still easily for long periods   | AVK, VAK |
| c. Can feel awkward or get easily frustrated with first learning physical activity | AVK, VAK |
| d. Learn physical skills easily with little or no verbal instruction               | KVA, VKA |
| e. Have high level of energy right beneath the surface                             | AKV, VKA |

**6. How do you respond to touch?**

- |  |          |
|--|----------|
| a. Tend to be shy about physical contact                         | AVK, VAK |
| b. Like to be touch and be touched by people you don't know well | KVA, KAV |
| c. Touch after initial contact                                   | AKV, VKA |

**7. How do you express feelings?**

- |  |          |
|--|----------|
| a. Very private about feelings             | VAK      |
| b. Feelings seem right beneath the surface | AKV, VKA |
| c. Express reasons for feelings            | AVK      |
| d. Very difficult to put feelings in words | KVA      |

**8. Under what conditions do you "space out?"**

- |  |          |
|--|----------|
| a. With too much visual detail, being shown something, or questions about what has been seen | AKV, KAV |
| b. With too many words, verbal explanations, or questions about what has been heard          | VKA, KVA |
| c. With too many choices of what to do, being touched; or questions about what is felt       | AVK, VAK |

**9. What do others perceive as your most annoying behavior?**

- |                                 |          |
|---------------------------------|----------|
| a. Can't sit still or stay put  | AKV, KAV |
| b. "Show-off"                   | VAK      |
| c. Wise-crack, "fresh" verbally | AKV, AVK |

**10. What do you remember most easily after seeing a movie, a TV program, or reading?**

- |   |          |
|---|----------|
| a. What the people and the scenes looked like | VAK, VKA |
| b. What was said or how the music sounded     | AKV, AVK |
| c. What happened or how the characters felt   | KVA, KAV |

**11. What's the first thing you do to remember someone's phone number?**

- a. Say it to myself or hear it in my head AKV, AVK
- b. See the phone or the numbers in my head VAK, VKA
- c. See myself picking up the phone and dialing KVA, KAV

**12. What's the thing you remember most easily about someone you just met?**

- a. What you did with them or how their energy felt KVA, KAV
- b. How they looked VAK, VKA
- c. Their name or what they said AKV, AVK

**13. What's the scariest, hardest for you to take?**

- a. Mean hurtful words VKA, KVA
- b. Poking, invasive touch AVK, VAK
- c. Nasty looks AKV, KAV

**14. How do you put something together?**

- a. I read the directions and then do it. Telling me confuses me VKA
- b. I read the directions, ask questions, then talk to myself as I do it. VAK
- c. I work with the pieces, then ask questions if I need to, never read directions KAV
- d. I work with the pieces, look at the diagram, then ask questions KVA
- e. I have someone tell me, then show me how, then I try it AVK
- f. I have someone tell me how to do it; then I try it. I only read directions as a last resort AKV

**15. What's the most important when you decide which clothes to wear?**

- a. How they feel, how comfortable they are, the texture KVA, KAV
- b. The colors, how they look on me, how they go together VAK, VKA
- c. An idea of what's me, the brand name what the clothes say about me, what I tell myself about them what calls to me AKV, AVK

	AKV	AVK	KAV	KVA	VKA	VAK
1						
2						
3						
4						
5						
6						
7						
8						
9						
10						
11						
12						
13						
14						
15						

Experience is the territory.

How we think about what we experience, the symbolic language or modality we use to process and describe our experience is the map.

### **FRONT CHANNEL-**

- rational, conscious, organizational, linear, the mind designed to control information.
- Like the screen on a computer. When data moves to this part of the mind, a person says s/he “remembers”

### **VISUAL-**

- Learns by seeing, being show, watching demonstrations
- Likes to read, see movies, TV, doodle, crossword puzzles, stare into space.
- Describes an experience with emphasis on the way it looked.
- Recognizes words by sight, people by face, usually neat handwriting.
- Very aware of the way clothes etc look, color coordinated.
- “Imagination” is thought of as visualization, mental pictures.
- Visual disorder very distracting.
- Likes to, or needs to plan in advance, organizes thoughts by writing them down, good with details, makes lists, takes notes.
- In new situation, looks around, examines structure.
- Facial expression is often index of emotional state.
- Tends to “blame” self or others rather than level about feelings.
- Frequently deals with a lot of paper.
- Frequently uses visual process predicates:  
See, look, perspective, point of view, clearer, vague, focus, flash, dark colorful, bright
- Breathing tends to come from upper part of chest and voice from upper range when person is making visual images.
- Meditation and relaxation often begin with closing eyes, or being in the dark or choosing what to look at.

### **KINESTHETIC-**

- Learns best by doing, direct involvement, concrete “hands-on” experience
- Needs to fidget, wiggle, move around a lot, pace. Likes action.
- Describes an experience by the movement, what happened or the emotional content.
- Remembers best what was done. Unfinished things to do, projects often distract.
- Needs space, needs to look down or away to think, physical comfort and environment very important. Learning associated with the place information was learned
- Imagery often in movement, dance, sculpture, shape, textures., smells.

- Distracted by inability to move. Touch and smell help concentration
- Does not like to plan. Attacks problems by doing them step by step and then talking about them or looking at them. Frequently makes piles of things.
- In new situations will try things out, rather than read the instructions. Touches, feels, manipulates.
- Emotions revealed in body movements and muscle tone. Flat affect is characteristic.
- Distracts or confuses when afraid to level.
- Gestures when speaking, often touches when speaking or listening.
- Dresses for comfort, and fell of material.
- Frequently uses kinesthetic process predicates- feel, touch, get a handle on, a grasp, a grip, smooth, warm, rough, hard, tight, temperature, soft, smooth.
- Breathing often comes from the belly and voice from bottom of range when makes kinesthetic images.
- Meditation and relaxation often begin with movement or stillness.

## AUDITORY-

- Learns best through listening, instructions, lectures, discussions
- Describes an experience with emphasis on the sounds, music, logic reasons.
- Enjoys radio, music, opera, plays, debates, arguments
- Learns to read phonically, frequently moves lips, subvocalizes, spells phonetically.
- Handwriting may be a little difficult to learn at first, often says strokes when writing.
- Remembers names, good at rote memorization, recalling facts, good spoken vocabulary, often signs to self a lot.
- “Imagery” often sparse, but rich in sounds, dialogue.
- May be logical, Socratic, philosophical.
- Easily distracted by random sounds.
- Frequently does not listen in conversation. Cannot wait to talk.
- Talks problems out, tries solutions, verbally
- In new situations will talk about the pros and cons.
- Expresses feelings verbally, may get super reasonable instead of leveling, likes to talk through problems, come to an “understanding”. Most emotions revealed by tone of voice, changes in pitch.
- Deals with a lot of conversation.
- Clothes matching not so important but can explain choice of clothes.
- Auditory Process Predicates-  
Tell, listen, say, discuss, reason, understand, explain, harmonize, tune in, amplify, shout, scream, ringing, volume
- Breathing tends to come from mid-chest and voice from mid-range when thinking in auditory images.
- Meditation and relaxation often begin with quiet, silence or choosing what to listen to.

## Perceptual Language Examples

V- *The way it looks to me...*

A- *I tell myself...*

K- *I just feel that...*

V- *See you soon.*

A- *Talk to you in a little while.*

K- *Let's get in touch*

V- *Clearly, we have a different perspective*

A- *You're talking out of both sides of your mouth*

K- *I can't get a handle on this at all*

V- *bright, clear, vague, focus, flash, colorful, dark,  
"You light up my life"*

A- *harmonious, explain, orchestrate, tone, amplify,  
discuss "You ring my chimes."*

K- *struggle, smooth, comfort, grasp, tight, out of touch  
"You give me goose bumps"*

“Let me see, what do I think? I think she’s gorgeous, I mean take a look at that bod! Have you ever seen curves like that? And those green eyes, and that black dress, and just look at how her nose turns up....but she bugs me sometimes, I mean she hates to read. I love to relax on Sunday by watching some football on TV...by the by did you see the score of the Vikings game?... and then just read the paper or a good book...man that’s my idea of a relaxing day ya know?”

“Well, what I’d like to tell you about is what this guy said to me, I mean he understood everything I was trying to tell him, and what a voice he had...deep, harmonious, and he was very articulate, a brilliant speaker. W We had a great late night talk after the concert. He’s so conversant with the political situation and his ideas just turn me on. He read some love poetry to me and I just about... my heart was singing I’ll tell you, and I even like to argue with him, it may sound strange, but arguing with him really turns me on!”

“We went for a walk in the woods and I just felt so in love with her...we made the deepest connection. I mean she’s happy to hold hands and she smells like violets and new hay and we swam in this wonderful cold crisp stream and I just felt in synch with her, in rhythm, you know? She likes to do a lot of the same things I do, and we can talk about our feelings easily. When she touches me, I just melt. She actually likes to touch and cuddle, and her energy is smooth, easy like a hot pulsing. I know we’re gonna get it on real well. She doesn’t invade my space or crowd me either.”



## Self-Interview

- What do you like most about your life right now?
- What do you like about the work you do?
- What do you do in your life that gives you goosebumps; makes your eyes shine, puts a song in your heart?
- What have you always wanted to try and haven't?
- What kinds of activities don't interest you in the least?
- What subjects were the most difficult?
- Do you read a lot? What's it like for you?
- Do you write a lot? What...notes, journal, letters, work related papers? Other?
- What are your favorite ways to relax?
- How do you spend most of your free time?
- Do you play a musical instrument? Do you listen to music? When? What kind?
- What kinds of sports or physical activities, if any, do you participate in?
- In what ways do you like to be creative?
- How do you know that someone really loves you?
- How do you put yourself to sleep?
- What do you already know about how you learn?

-----NO ENEMIES WITHIN-----

## Triggers to States of Consciousness

If Kinesthetic Activity Triggers:	If Auditory Activity Triggers:	If Visual Activity Triggers:
<p style="text-align: center;"><b>Conscious Mind</b> <i>Alert</i></p> <ul style="list-style-type: none"> <li>• Learns most easily by doing</li> <li>• Immediate access of physical sensations</li> <li>• Does things logically</li> <li>• Movement is strong, direct</li> <li>• Jiggles, constantly in motion</li> <li>• Touch energizes, brings alert</li> <li>• Touch is casual, natural</li> <li>• Organizes in piles</li> </ul>	<p style="text-align: center;"><b>Conscious Mind</b> <i>Alert</i></p> <ul style="list-style-type: none"> <li>• Learns most easily by discussing</li> <li>• Immediate access of names, what was said</li> <li>• Says things logically, no hesitation</li> <li>• Describes abstract ideas with complex language</li> <li>• Constant and intense talking</li> <li>• Speaking energizes, brings alert</li> <li>• Verbal contact is casual, natural</li> <li>• Organizes by talking about what needs to be done</li> </ul>	<p style="text-align: center;"><b>Conscious Mind</b> <i>Alert</i></p> <ul style="list-style-type: none"> <li>• Learns most easily by reading, watching</li> <li>• Immediate access of the way things look</li> <li>• Writes things logically</li> <li>• Shows and illustrates ideas</li> <li>• Constant and intense eye contact</li> <li>• Writing energizes, brings alert</li> <li>• Eye contact is casual, natural</li> <li>• Organizes in lists</li> </ul>
<p style="text-align: center;"><b>Sub-conscious Mind</b> <i>Confused</i></p> <ul style="list-style-type: none"> <li>• Movement helps to sort thoughts</li> <li>• Feels pent-up energy frequently</li> <li>• Feelings right beneath the surface</li> <li>• Often pulled in two directions</li> <li>• Hand gestures accompany words</li> <li>• Feels what they see or hear</li> <li>• Touch/movement is bridge between inner and outer worlds</li> </ul>	<p style="text-align: center;"><b>Sub-conscious Mind</b> <i>Confused</i></p> <ul style="list-style-type: none"> <li>• Talking helps to sort thoughts</li> <li>• Hears both sides of a story</li> <li>• Metaphors right beneath the surface</li> <li>• Can hear inner voice while listening to words on the outside</li> <li>• May hesitate slightly to find words</li> <li>• Can hear the whole and details in a conversation</li> <li>• Words are the bridge between inner and outer worlds</li> </ul>	<p style="text-align: center;"><b>Sub-conscious Mind</b> <i>Confused</i></p> <ul style="list-style-type: none"> <li>• Writing/drawing helps to sort thoughts</li> <li>• Sees things from two directions</li> <li>• Visions right beneath the surface</li> <li>• Can see visions with eyes open or closed</li> <li>• Has to look to side to find words</li> <li>• Can see whole and details</li> <li>• Vision is bridge between inner and outer worlds</li> </ul>
<p style="text-align: center;"><b>Unconscious Mind</b> <i>Entranced</i></p> <ul style="list-style-type: none"> <li>• Feels the whole of something</li> <li>• Doesn't like to do things in same way repeatedly</li> <li>• Needs verbal or visual instructions to learn to do new things</li> <li>• Needs to close eyes to access body sensations</li> <li>• Feelings can be overwhelming</li> <li>• Very sensitive and shy to touch</li> <li>• Touch entrances</li> <li>• Movement generates images</li> <li>• Does things non-linearly, creatively</li> </ul>	<p style="text-align: center;"><b>Unconscious Mind</b> <i>Entranced</i></p> <ul style="list-style-type: none"> <li>• Hears the whole of something</li> <li>• Doesn't like to speak in detailed way to groups of people</li> <li>• May forget names, initials, words may take a long time to access</li> <li>• Hates to have words filled in by others</li> <li>• Words may be overwhelming</li> <li>• Can hear harmonies internally</li> <li>• Sensitive to tone of voice</li> <li>• Auditory input entrances</li> <li>• Sounds generate ideas</li> <li>• Hears things creatively</li> </ul>	<p style="text-align: center;"><b>Unconscious Mind</b> <i>Entranced</i></p> <ul style="list-style-type: none"> <li>• Sees the whole of something</li> <li>• Doesn't like to write detailed things in same way repeatedly</li> <li>• Shy and sensitive to prolonged eye contact</li> <li>• Visual stimulations can be overwhelming</li> <li>• Visual input entrances</li> <li>• Visions generate ideas</li> <li>• Sees things creatively</li> </ul>