

## Session 20: Sensory Based Language (Predicates)

So the next time you are in a meeting pay attention to what your colleagues say and make a point of listening for the type of sensory language they use. When you listen carefully, it is possible to identify patterns in their language that indicate a preference for one representational system over the others. You may discover that most of the words that are used refer to one sense more than any of the others. This is a clue to that person's model of the world. In NLP these sensory words are known as **Predicates**.

Pay attention and then you can match a particular colleagues' preference and start using those words back to them. By being able to understand and speak to colleagues in their own representational system, you will heighten the sense of rapport between you and pave the way for the trust that is so important in any close relationship.



*Great communicators instinctively pick up on a person's language and use it in their conversation so that the person they are engaging feels comfortable with them*

just  
another  
example

## Sensory Based Words (Predicates) and Short Phrases

<b>Visual</b>	<b>Auditory</b>	<b>Kinaesthetic</b>	<b>ad</b>
see	hear	feel	sense
look	listen	touch	experience
view	sound(s)	grasp	understand
appear	make music	get hold of	think
show	harmonise	slip through	learn
dawn	tuni in/out	catch on	process
reveal	be all ears	tap into	decide
envision	rings a bell	make contact	motivate
illuminate	silence	throw out	consider
imagine	be heard	turn around	change
clear	resonate	hard	perceive
foggy	deaf	unfeeling	insensitive
focused	melodious	concrete	distinct
hazy	dissonance	scrape	conceive
crystal	question	get a handle	know
picture	unhearing	solid	describe
flash	attune	impression	question
fade	silence	sensation	perceive
vivid	announce	expansion	be conscious

just  
another  
example

## Sensory Based Phrases

### Visual

An eyeful

Appears to me

A shadow of a doubt

Bird's eye view

Catch a glimpse of

Clear-cut

Dim view

Flashed on

Get a perspective on

Get a scope on

Hazy idea

Horse of a different colour

In light of

In person

In view of

Looks like

Make a scene

Mental image

Mental picture

Mind's eye

Naked eye

### Auditory

Afterthought

Blabbermouth

Clear as a bell

Clearly expressed

Call on

Describe in detail

Earful

Give an account of

Give me your ear

Grant an audience

Heard voices

Hidden message

Hold your tongue

Idle talk

Inquire into

Keynote speaker

Loud and clear

Manner of speaking

Pay attention to

Power of speech

Purrs like a kitten

### Kinaesthetic

All washed up

Boils down to

Chip off the old block

Get to grips with

Control yourself

Cool/calm/collected

Firm foundations

Get a handle on

Get a load of this

Get in touch with

Get the drift of

Get your goat

Hand in hand

Hang in there

Heated argument

Hold it!

Hold on!

Hothead

Keep your shirt on

Know-how

Lay cards on table

Paint a picture	State your purpose	Pain-in the neck
See to it	Tattle-tale	Pull some strings
Short sighted	To tell the truth	Sharp as a tack
Showing off	Tongue-tied	Slipped my mind
Sight for sore eyes	Tuned in/tuned out	Smooth operator
Staring off into space	Unheard of	So-so
Take a peek	Utterly	Start from scratch
Tunnel vision	Voiced an opinion	Stiff upper lip
Under your nose	Well informed	Stuffed shirt
Up front	Within hearing	Too much of hassle
Well defined	Word for word	Topsy-turvy

## Session 20: Sensory Based Language (Predicates) / Assignment

Please ensure that you have read Pages 68 – 71 and have listened to the MP3 recording before completing the following exercises:

### Exercise 1

Please indicate whether the following phrases are Visual (V), Auditory (A), Kinaesthetic (K), Olfactory (O) or Gustatory (G).

Get up your nose	
Keep an eye on things	
Develop a taste for	
Music to my ears	
Take a long term view	
On the tip of my tongue	
Tune into new ideas	
Crystal clear	
Sound people out	
Have it drummed into you	
Turn your nose up at things	
Keep a balance in your life	
A different perspective	
Bit off more than you can chew	
Hold on tight to reality	
Pick up the scent of a scandal	
Speaking the same language	
Get sniffy	
Clear as mud	
Get a flavour of a new experience	
Crystal clear	
Keep things sweet	
Dig your heels in	
Avoid souring relationships	
Get a feel for things	
A way of looking at	
Calling the tune	
Point of view	
Get to grips with new trends	
Paint a picture	
Maintain harmonious relationships	
Sketch an outline	
Fill in the details	
Shed some light on	
Give me a buzz	
See right through him	
Get your teeth into	
Keep an ear to the ground	

On the same wavelength	
Rattle around in my head	
Have exquisite taste in things	
Tone it down	
Rub you up the wrong way	
Look after yourself	
On the same wavelength	
In harmony	
Making a spectacle of himself	
Shouting the odds	
A bitter pill to swallow	
Get to grips with	
Get a handle on	
See your way clearly	
Chew it over	
A pain in the neck	
Get a flavour of	
Put it in your pipe and smoke it	
Allow it to settle	

## Exercise 2

Write a short marketing piece about your company and / or company's products in 5 or 6 lines. Then rewrite it, first with only Visual words, then with only Auditory words, then with only Kinaesthetic words and, finally, with only Auditory Digital – Thinker - words.

**Original Topic:**

**Visual:**

**Auditory:**

**Kinaesthetic:**

**Auditory Digital:**