



“REPRESENTATIONAL SYSTEMS AND SUBMODALITIES IN NLP”

**INTRODUCTION**

We experience the world through our senses. There is a representational system for each of our senses. NLP representational systems are made up of five modalities or senses referred to as VAKOG. Submodalities are finer distinctions or the subsets of the modalities (VAKOG). Modalities and Submodalities will be detailed in this segment.

**REPRESENTATIONAL SYSTEMS**

There are five representational systems (VAKOG) each representing one of our senses. They are:

VISUAL (V)	
AUDITORY (A)	
KINESTHETIC (K)	
OLFACTORY (O)	
GUSTATORY (G)	

We use all our representational system but only a few use all of them equally. Each one of us has our primary/predominant representational system which can be seen in our behavior and language. There are several tools for assessing your primary representational systems (VAK). **One such VAK test tool is uploaded as a E-resource.**

NLP asserts that for most circumstances and most people, three of the five sensory based modes seem to dominate in mental processing:

- Visual
- Auditory
- Kinesthetic (Body Feelings and Emotions)

If someone is asked to recall a great experience they had, what they will describe determines their primary rep system. The words or phrases used give an indication of the person's dominant sense.

Visually dominant people would describe their experience mostly in terms of sight. They might use words such as

- "Let's see..."
- "That looks right..."
- "Things are looking good..."

Auditory people would use auditory words such as:

- "I can hear..."
- "It sounds right..."
- "Listen to..."

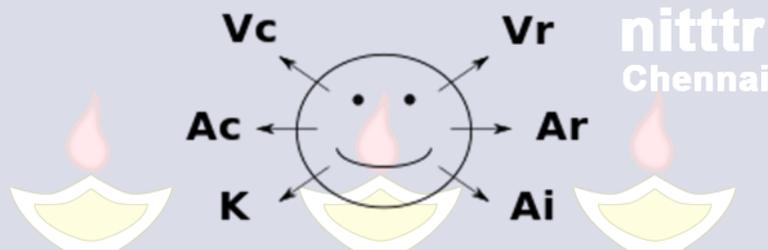
Kinesthetic people would use words that indicate touch, weight etc. such as:

- "That feels light..."
- "Get to grip with new..."
- "Hold on to..."

Matching a person's predominant style would be especially useful in developing rapport with the person.

## EYE ACCESSING CUES

NLP postulates that people make eye movements (Eye Accessing cues) that indicate the representational system, they are using. People store information in a certain way so that they use their eyes to locate the information either visually, auditorily, or kinesthetically.



The six areas the eyes will go to, to find information are;

Visual remembered (Vr) - (top right as you are looking at them);

Visual constructed (Vc) - (top left as you look at them);

Audio remembered (Ar) - (middle right as you look at them);

Audio construct (Ac) - (middle left as you look at them);

Auditory internal (Ai) - (lower right as you look at them);

Self talk

Kinesthetic (K) - (lower left as you look at them).

When you ask someone a question, you may have noticed their eyes move, using a Skilled NLP practitioner we can determine which representational system a person is accessing by the way they move their eyes. In addition, people may move their bodies to indicate in which quadrant of their brain they are searching to locate information. E-

**Resource for eye accessing cues is uploaded.**

## SUBMODALITIES

Submodalities are the fine distinctions we make within each representational system. They help us remember what we have seen, heard, felt, smelt and tasted both externally and imagined. They are the smallest building blocks of our thoughts. This is

because we code our memory of sensory experience using these building blocks. This is the way our brain tells us something is important or not or somewhere in between.

## EXAMPLES OF SUBMODALITY DISTINCTIONS

### VISUAL:

Brightness, Size, Color, Shape, Location, Distance, Contrast, Focus, Movement, Speed, Three-Dimensional/Flat, Framed/Panoramic, Orientation.

### AUDITORY:

Pitch, Tempo, Volume, Rhythm, Duration, Clarity, Location, Distance

### KINESTHETIC:

Pressure, Location, Frequency, Texture, Temperature, Weight, Intensity, Vibration

### USING SUBMODALITIES

Working with submodalities can help to get control over what is going on in our mind. We can increase motivation, change habits and attitudes and remove unwanted thoughts. For example, if someone is hurting you continuously, you will have a representation system for the event associated with that person, which will be really hurting for you. Think about the situation; change the submodalities by imagining that person as a cartoon character speaking in the cartoon voice. Instead of sad emotion, you will switch to humour.

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