

**Basic Practitioner Requirements
For Certification**

Date: _____

Name: _____

Address: _____

City, State/Prov., Postal Code:

Telephone: _____ Email: _____

NLP Practitioner Exam – Part I

1. What is *NLP*? _____
2. In its simplest terms, *NLP* is a _____
3. _____ is a good process for changing internal representations and meaning.
4. Outline the basic steps of the *Submodalities Belief Change*.
5. Describe the steps of a *Swish Pattern*.
6. What is the difference between being *Associated* and *Disassociated*?
7. Eye movements upward indicate _____.

8. The **Meta Model** is an example of _____ .
9. Giving new meaning to a behavior is a type of _____ .
10. What are 2 key differences between a **State** and an **Outcome**?
_____ and _____ .
11. **Ring of Power** is good to use when _____
_____ .
11. What is **Rapport**? _____
12. What is the purpose of **Rapport**? _____ .
13. _____ is a basic way to gain **Rapport**.
14. What is a **Perceptual Filter**?
15. Briefly describe the purpose of **Anchoring** and give an example of how it might be used.

_____ .
16. What is the importance of **Future Pacing**?
17. What is **Reframing**? _____
18. What is the minimum number of steps for an effective **Strategy**? _____
19. Describe “looping” with respect to **Strategies**.
20. Briefly describe the process of **Contrastive Analysis**.
21. When might you use the **Fast Phobia Technique**?

22. What are 3 other uses for the *Fast Phobia Technique*?

- _____
- _____
- _____

23. List 3 important functions of the Unconscious Mind and why are they important.

- _____
- _____
- _____

24. How are *predicates* helpful when working with a client?

25. List the *Presuppositions* of NLP

26. What is meant by “The Map is not the Territory?” _____

27. What is the main difference between the Meta Model and the Milton Model?

25. Draw and label a simple *Eye Accessing Cues* chart for a normally organized person.

N.L.P. Exam – Part II

Please answer each of the following questions on a separate sheet or document.

1. Describe how you would use rapport techniques in:
 - A. a professional setting (therapy, sales, etc.)
 - B. in a social setting.
2. How will you use NLP to personally improve your own life? Give two examples of specific situations you want to change, what the desired change is, and what processes/interventions you will use to get the result you want.
3. Pick **two** topics and describe how you would use NLP to treat:
 - A. an addiction (i.e. smoking, alcohol, sex, food)
 - B. fear of speaking in public
 - C. interfamily communication problems
 - D. phobia of some other type (some situation, insect or animal, etc.)
 - E. road rage
 - F. working with children/youth experiencing either
 - 1) low self esteem
 - 1) getting poor grades
4. Write up a case study of one of your practice clients. Describe the presenting condition(s), the desired outcome(s) and the techniques/interventions use to help them get the result(s).

Email or Fax completed exam to:

Fax: (855) 497-8383

Email: info@zeropainnow.com

Thank you.