

# NLP Cheat Sheet for Coders

## 1. Discover Your Representational System

**When to use:** To talk better with teammates, managers, or clients. Some people “see” ideas, others “hear” them, others “feel” them.

**How:** Think of your last holiday. What came first? a picture, a sound, or a feeling? That’s your main style.

## 2. Submodality Shift

**When to use:** To feel less annoyed by too many Slack messages, a failed build, or a memory that keeps replaying.

**How:** Picture the thought. Make it smaller, darker, or push it away. If it’s a sound, turn down the volume. Notice how the feeling changes.

## 3. Anchoring a Resource State

**When to use:** Before a code review, demo, or tough bug. Call up confidence fast.

**How:** Remember a time you felt great. At the peak, press thumb and finger together. Break the memory, repeat. Later, press the same fingers to bring back the feeling.

## 4. Circle of Excellence

**When to use:** Before going into a meeting, sprint demo, or interview.

**How:** Imagine a glowing circle on the floor. Step into it while remembering confidence or focus. Step out. Step back in and feel it again.

## 5. Reframing (Pairs)

**When to use:** When you think “I procrastinate” or “I’m too picky with details.”

**How:** In pairs: One says the problem. The other gives 2 new ways to see it. Example: “Procrastination = planning energy well.” Switch roles.

## 6. Reframe Relay (Group)

**When to use:** In team meetings or retros when people complain (“Debugging sucks”).

**How:** One person says a problem. Everyone gives a new positive meaning. Fast, one after another.

## 7. Future Pacing

**When to use:** To prepare for tomorrow's sprint, stand-up, or presentation.

**How:** Imagine the event. See yourself calm and successful. Use your anchor or Circle of Excellence. Run it twice in your mind.