

# Representational Systems Exercise

Representational Systems is the term used to describe our main internal and external communication channels. As a human being we process the world the 5 senses, so when we communicate we also do so through these 5 senses.

This is often called - in hypnosis and NLP - the VAKOG model. It looks like this:

V = Visual (sight)

A = Auditory (sound)

K = Kinesthetic (feeling, sensation and touch)

O = Olfactory (smell)

G = Gustatory (taste)

One of the functions of incorporating rep systems into your stories is to make them more sensory rich. A sensory rich story will pull a person in and impact them more.

Here are two exercises you can do:

## Basic Representational systems Exercise:

- 1 Write out the basic idea of your story - do this as if you were speaking it out loud.
- 2 Now take a look at it and see if you are using a balance of the 3 main rep systems (VAK). Are you incorporating all three?
- 3 Now add in extra layers of description to your story, making it more sensory rich. Make sure that there are visual, auditory and kinesthetic elements to your linguistic description.
- 4 If possible, you can even add in olfactory and gustatory elements.
- 5 Read your story out loud - with the additional layers of description. How does it now sound? If you like, read both versions out to a friend and get feedback. You should find that the sensory rich version impacts a person's neurology more.

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## More advanced Representational systems exercise:

In this, more advanced, exercise we will be incorporating the idea that a person has a "preferred" representational system. The general idea behind this exercise is to listen to the types of words and phrases they use and take note. Then, when you tell your story, start off with their preferred rep system and then gradually lead it into a more sensory rich version that incorporates all the senses.

You can see examples of these different sensory words and phrases below the exercise.

To embed this idea, the following exercise can be useful. This can be done either through general conversation or you can ask them about a specific topic. *E.G. A purchase they have made in the last 6 months or a year:*

- 1 Listen to the words the person uses - in general conversation or you can ask them about a purchase they have made recently.
- 2 Do they describe their world/situation predominately through visual, auditory or kinesthetic words and phrases?
- 3 Once you have an idea what their preference is, feed it back to them.
- 4 Then start to expand your descriptions to include all the senses. Listen to see if they follow you by doing the same.

## Examples of sensory language:

### VISUAL

See  
Look  
View  
Reveal  
Show  
Dawn  
Appear  
Envision  
Illuminate  
Imagine

### AUDITORY

Hear  
Listen  
Sounds  
Make music  
Harmonize  
Rings a bell  
Tune in/out  
Be all ears  
Silence  
Be heard

### KINESTHETIC

Feel  
Touch  
Grasp  
Catch on  
Get hold of  
Slip through  
Tap into  
Make contact  
Hard  
Throw out

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## VISUAL

Clear  
Foggy  
Focused  
Hazy  
Panoramic  
Picture  
Panoramic  
Crystal  
Dim  
Reflect  
Beautiful  
An eyeful  
Appears to me  
Beyond a shadow of a  
doubt  
Bird's eye view  
Catch a glimpse  
Clear-cut  
Dim view  
Flashed on  
Get a scope on  
Get perspective  
Hazy idea  
In view of  
Looks like  
Make a scene  
Mental picture  
Mind's eye  
Naked eye  
Paint a picture  
See to it  
Shortsighted  
Sight for sore eyes  
Staring off into space  
Take a peek  
Tunnel vision

## AUDITORY

Resonate  
Crisp  
Deaf  
Mellifluous  
Dissonance  
Question  
Unhearing  
Beat  
Clash  
Tinkle  
Afterthought  
Blabbermouth  
Call on  
Clear as a bell  
Clearly expressed  
Describe in detail  
Earful  
Give an account of  
Give me your ear  
Grant an audience  
Heard voices  
Hold your tongue  
Idle talk Inquire  
Loud and clear  
Manner of speaking  
Purrs like a kitten  
To tell the truth  
Tongue-tied  
Unheard of  
Voiced an opinion  
Well informed

## KINESTHETIC

Turn around  
Unfeeling  
Concrete  
Scrape  
Get a handle  
Solid  
Cold  
Hot  
Rigid  
Heavy  
All washed up  
Boiled down to  
Chip off the old block  
Come 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  
Lay your cards on the table  
Pain in the neck  
Pull some strings  
Sharp as a tack  
Slipped my mind  
Smooth operator  
Start from scratch  
Stiff upper lip  
Stuffed shirt