

*Coaching with NLP*  
**Submodalities and  
The Perception Triangle**  
WORKBOOK

Submodalities are the subtle qualities of an internal representation. Changing submodalities allows us to change the meaning of our experience.

## SUBMODALITIES EXERCISE

COMPLETE THE FOLLOWING EXERCISE FIRSTLY ON YOUR OWN, AND THEN WITH A CLIENT OR PEER

### VISUAL SUBMODALITIES

SUBMODALITY	RESULT	RESULT
<b>Brightness</b>	Make the Image Dimmer	Make the Image Brighter
<b>Position</b>	Move the Image Further Away	Move the Image Closer
<b>Color</b>	Remove Color from Image (turn to B&W)	Enhance the Image Color
<b>Focus</b>	Blur the Image	Sharpen the Image

# Coaching Evolved

SUBMODALITY	RESULT	RESULT
<b>Size</b>	Make the Image Smaller	Make the Image Larger
<b>Distance</b>	Push the Image off into the Distance	Bring the Image Closer
<b>Movement</b>	Make the Image Still	Add Movement to the Image
<b>Frame</b>	Give the Image a Border	Make the image fill your view (panoramic)
<b>Associated</b>	Ensure that the Picture is 'through your own eyes'	See Yourself in the Image
<b>Clarity</b>	Make the Image Crystal Clear	Make the Image Fuzzy
<b>Depth</b>	Make the Image 2D	Make the Image 3D

## VISUAL SUBMODALITIES

SUBMODALITY	RESULT	RESULT
<b>Volume</b>	Quieten the Sounds within the Memory	Increase the Volume of the Sounds within the Memory
<b>Tone</b>	Lower the Tone of the Sounds	Increase the Tone of the Sounds
<b>Tempo</b>	Slow the Sounds Down	Speed the Sounds Up
<b>Pitch</b>	Lower the Pitch of the Sounds	Raise the Pitch of the Sounds
<b>Direction</b>	Change the position in space, where the sound comes from. Try several positions and see what makes a difference	

# Coaching Evolved

## KINESTHETIC SUBMODALITIES

SUBMODALITY	RESULT	RESULT
<b>Location in Body</b>	Move the feeling to different parts of your body	
<b>Weight</b>	Decrease the weight of the feeling	Increase the weight of the feeling
<b>Pressure</b>	Decrease the pressure of the feeling	Increase the pressure of the feeling
<b>Vibration</b>	Decrease the movement	Increase the movement
<b>Shape</b>	What shape is it?	Change to a different shape?
<b>Size</b>	Make the feeling bigger	Make the feeling smaller
<b>Temperature</b>	Decrease the temperature of the feeling	Increase the temperature of the feeling

WHAT DO YOU NOTICE ABOUT THE RESULTS?

## THE PERCEPTION TRIANGLE

The Perception Triangle is about changing your view to see an external event or situation from an angle you may not have been considering.

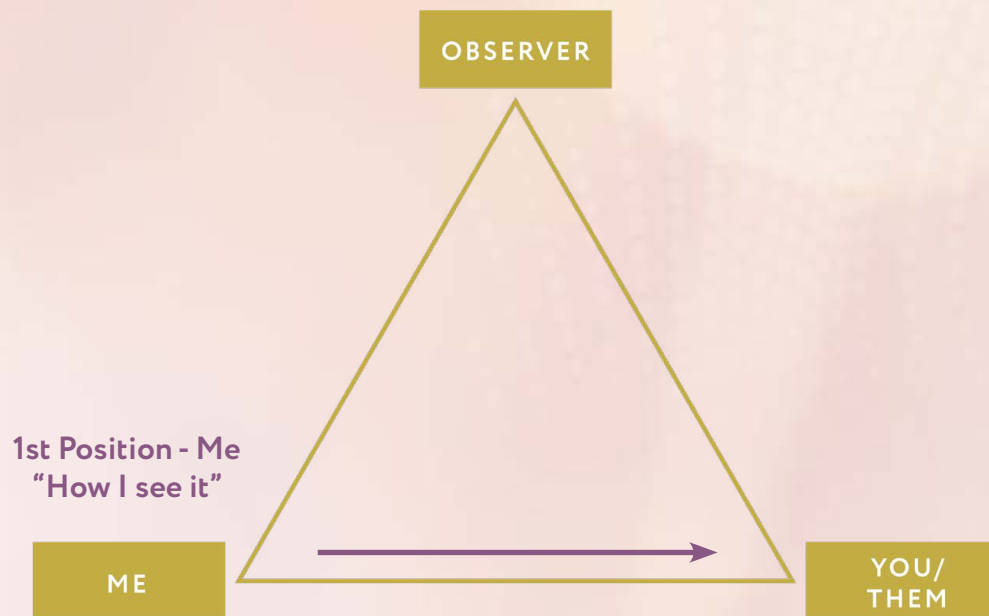


# Coaching Evolved

CONSIDER A CHALLENGE OR ISSUE THAT YOU HAVE PERSONALLY OR PROFESSIONALLY FROM EACH OF THE PERCEPTUAL POSITIONS:

1st

POSITION



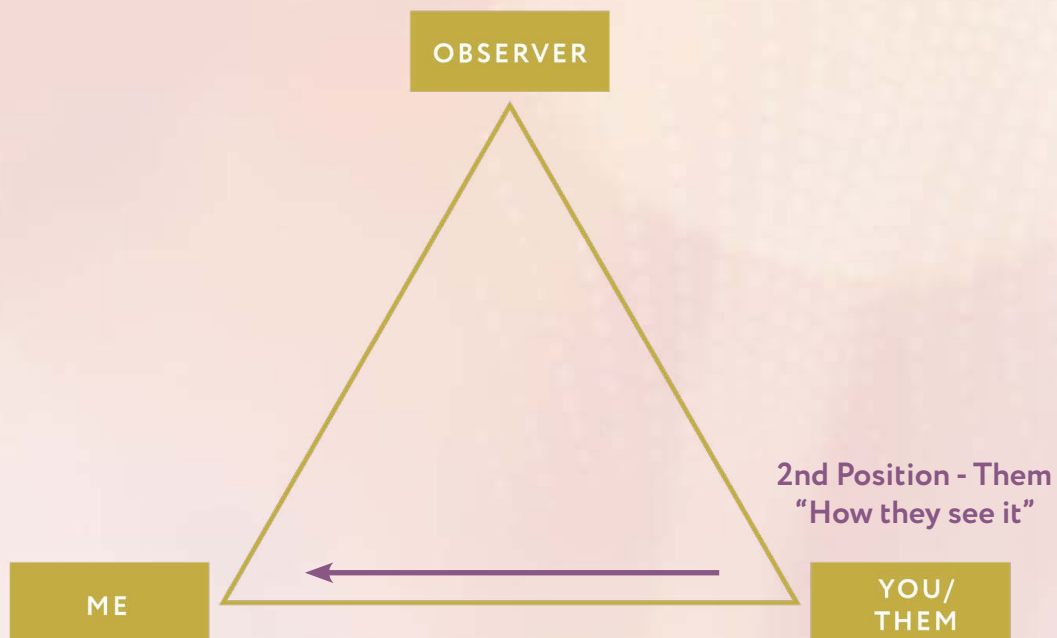
WHAT DO YOU NOTICE ABOUT HOW YOU SEE THE ISSUE OR CHALLENGE FROM THIS POSITION?

Blank space for writing responses.

# Coaching *Evolved*

2nd

POSITION

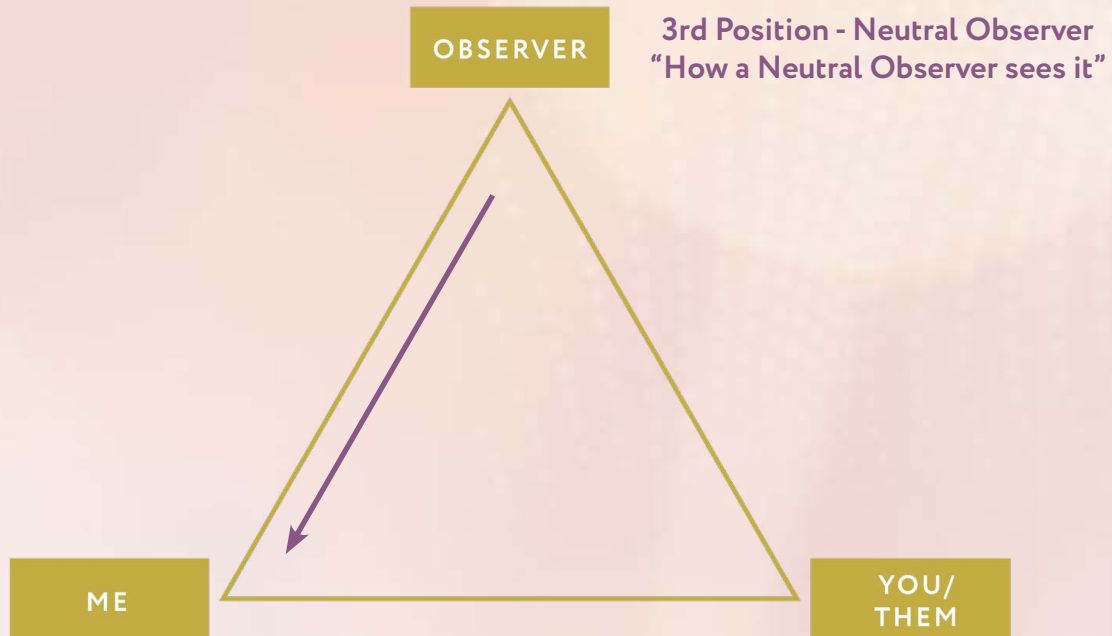


WHAT DO YOU NOTICE ABOUT HOW YOU SEE THE ISSUE OR CHALLENGE FROM THIS POSITION?



3rd

POSITION



WHAT DO YOU NOTICE ABOUT HOW YOU SEE THE ISSUE OR CHALLENGE FROM THIS POSITION?

1st

POSITION - RETAKEN



WHAT DO YOU NOTICE ABOUT HOW YOU SEE THE ISSUE OR CHALLENGE FROM THIS POSITION NOW, IN LIGHT OF YOUR NEW AWARENESS?

A large, empty white rectangular area intended for the user to write their response to the question above.

# Coaching Evolved

COMPLETE THE SAME EXERCISE WITH A CLIENT OR PEER

CONSIDER A CHALLENGE OR ISSUE THAT YOU HAVE PERSONALLY OR PROFESSIONALLY FROM EACH OF THE PERCEPTUAL POSITIONS:

**1st**

**POSITION**

*"How I see it"*

WHAT DO YOU NOTICE ABOUT HOW YOU SEE THE ISSUE OR CHALLENGE FROM THIS POSITION?

**2nd**

**POSITION**

*"How they see it"*

WHAT DO YOU NOTICE ABOUT HOW YOU SEE THE ISSUE OR CHALLENGE FROM THIS POSITION?

# Coaching Evolved

3rd

POSITION

*"How a Neutral Observer sees it"*

WHAT DO YOU NOTICE ABOUT HOW YOU SEE THE ISSUE OR CHALLENGE FROM THIS POSITION?

1st

POSITION - RETAKEN

*Reflect on new awareness*

WHAT DO YOU NOTICE ABOUT HOW YOU SEE THE ISSUE OR CHALLENGE FROM THIS POSITION NOW, IN LIGHT OF YOUR NEW AWARENESS?