



Wealth DNA III - NDE Transformational Speaker & Trainers Training

Location _____ (Online course)

Date of Training _____

Instructions:

- 100 Questions – Multiple Choice
- Please complete the test as per the example below placing your answer in the box at the right
- The answer given below is 'A'

Example:

1	The pass mark required for this test is	
A	75%	A
B	100%	
C	25%	
D	Not Applicable	



1	Rapport is defined as	
A	A feeling of trust and responsiveness	
B	A feeling of friendship toward another person	
C	The ability to influence someone to do what you want them to do	
D	A strategy for getting what you want	

2	One indicators of rapport is	
A	The ability to lead behavior	
B	The ability to know what the other person is thinking	
C	An internal dialogue saying you know this person	
D	Accurately guess their star sign	

3	The sensory modalities are	
A	Visual, Auditory, Kinesthetic, Gustatory, Olfactory and Auditory Digital	
B	Visual, Auditory, Kinesthetic and Auditory Digital	
C	Visual Constructed, Visual Remembers, Auditory Digital	
D	Visual, Auditory, Kinesthetic	

4	The Law of Requisite Variety states:	
A	The person with the most behavioural flexibility is in control	
B	The person with the most Sensory Acuity is in control	
C	The person with the most Situational Awareness is in control	
D	The requirement of every person to have rapport with their unconscious mind	

5	In regards to Sensory Acuity we look for Skin Color shifts from	
A	Light to Dark	
B	Shiny to Not Shiny	
C	Blood to no Blood	
D	None of these	

6	In regards to Sensory Acuity we look for Skin Tonus shifts from	
A	Shiny to Not Shiny	
B	Light to Dark	
C	Changes in shape as indicated by lines or no lines	
D	All of the above	

7	Three other areas we can calibrate physiological change are	
A	Breathing, Lower Lip Size and Eyes	
B	Breathing, Eye Color, Blink Rate	
C	Blink Rate, Feeling inside, Saying Something (optional)	
D	A & B but not C	

8	The basis of gaining rapport with another person is	
A	Mirroring & Matching	
B	Breathing	
C	Mind Reading skills	
D	Making the other person think exactly like you do about everything	

9	Three areas to mirror/match for gaining rapport are	
A	Physiology, Breathing, Chunk Size	
B	Mirroring, Matching and Heart Rate	
C	Blink Rate, Feeling inside, Saying Something (optional)	
D	All of the above	

10	V ^c describes	
A	Visual Color – a Sub-Modality	
B	Venus Corpulorum – a Brain construct opposite the R.A.S.	
C	Virtual Constructed	
D	Visual Constructed	

11	Preferred Representational System is	
A	The sensory modality most commonly used to access and process experience	
B	The sensory modality used to initiate access to stored information by some	
C	The key defining aspect of a person's personality	
D	The only thing necessary to mirror to create instant rapport	

12	Lead Representational System is	
A	The sensory modality used to initiate access to stored information by some	
B	The only thing necessary to mirror to create instant rapport	
C	An indicator of someone hiding the truth	
D	A way to lead someone from their own Preferred Rep System to your own	

13	Lead Representational System is usually determined by	
A	Initial Eye Movement when asked questions causing memory recall	
B	Asking for it – “What is your Lead?”	
C	Taking the neurological opposite of the Preferred System	
D	Looking for R.E.M. during sleep	

14	The following is a list of VISUAL Predicates/Predicate Phrases	
A	See, Watch, Looks good to me, Clear	
B	I hear you, Loud & Clear, Rings true, Resonates with me	
C	I got it, Gut feel, Feel my way through, Push through it	
D	Does that make sense, Think it through, Let's be logical, List the Options	

15	The following is a list of AUDITORY Predicates/Predicate Phrases	
A	I hear you, Loud & Clear, Rings true, Resonates with me	
B	I got it, Gut feel, Feel my way through, Push through it	
C	See, Watch, Looks good to me, Clear	
D	Does that make sense, Think it through, Let's be logical, List the Options	

16	The following is a list of KINESTHETIC Predicates/Predicate Phrases	
A	I got it, Gut feel, Feel my way through, Push through it	
B	I hear you, Loud & Clear, Rings true, Resonates with me	
C	See, Watch, Looks good to me, Clear	
D	Does that make sense, Think it through, Let's be logical, List the Options	

17	The following is a list of AUDITORY DIGITAL Predicates/Predicate Phrases	
A	Does that make sense, Think it through, Let's be logical, List the Options	
B	See, Watch, Looks good to me, Clear	
C	I got it, Gut feel, Feel my way through, Push through it	
D	I hear you, Loud & Clear, Rings true, Resonates with me	

18	The following is a VISUAL statement	
A	Things are looking up	
B	You really sound excited	
C	I get where you are going	
D	All of the above	

19	The following is an AUDITORY statement	
A	You really sound excited	
B	I get where you are going	
C	Things are looking up	
D	None of the above	

20	The process Overlapping Representational Systems means to	
A	Take someone else's rapport and make it your own	
B	Uncover someone not telling the truth	
C	Lead someone from their own Preferred Rep System to your own	
D	Move from a preferred to non-preferred Rep System	

21	A key criteria for creating outcomes is	
A	To have it stated in the positive	
B	Only set one goal at a time	
C	Strategic Vision every goal you set	
D	Include Away From States to cause motivation	

22	The following is a Mind Read (MR)	
A	She looked thrilled	
B	The volume of his voice diminished	
C	She was crying	
D	She said to me that she did not like chocolate	

23	The following is a sensory based (S) observation	
A	The volume of his voice diminished	
B	She looked thrilled	
C	The other person is upset now	
D	They are not a goal achiever	

24	Four components of verbal communication for mirroring & matching are	
A	Tone, Tempo, Volume and Timbre	
B	Tone, Tonus, Lower Lip Size, Blink Rate	
C	Visual, Auditory, Kinesthetic & Auditory Digital	
D	It is actually three, because three is the magic number in hypnosis	

25	The following is true for describing the R.A.S.	
A	Reticular Activating System = determines what we focus on and delete	
B	Result Acceleration System = determines what we focus on and delete	
C	Reticular Activating System = determines what language we understand	
D	None of the above	

26	An anchor is defined as	
A	A link between a physical stimulus and an emotional state or response	
B	A bell ringing and causing reactions	
C	A powerful set of emotional states	
D	A tool to overcome limiting emotional states	

27	The Five keys to anchoring are	
A	Intensity, Timing, Uniqueness, Replicability, Number of Times	
B	Intensity, Timing, Uniqueness, Repetition, Number of Times	
C	Intent, Timing, Uniqueness, Replicability, Number of Times	
D	Internet, Timing, Uniqueness, Replicability, Number of Tempos	

28	The Clarity Model is a linguistic model that	
A	Explores and/or uncovers specificity and deep structure of language	
B	Explores and/or uncovers specificity and shallow structure of language	
C	Creates ambiguity through artfully vague language patterns	
D	All of the above	

29	The Clarity Model is the linguistic opposite of the	
A	Hypnotic Language Patterns	
B	Unclarity Model	
C	Ambiguity Model	
D	Meta Model	

30	The "E's" in C.R.E.A.T.E. stand for	
A	Established & Exact	
B	Extra step & Entrepreneurial	
C	Evidence Procedure & End Step	
D	Ecological & End Step	

31	The three process for internalizing experience and upon which the Clarity Model are based are	
A	Distortion, Deletion & Generalization	
B	Distinction, Deletion & Generalization	
C	Distortion, Deletion & Greatness	
D	Seeing it, Feeling it, Believing it	

32	Future Pacing is useful for	
A	Generalizing change into a person's real life and future time stream	
B	Ending a process on a high	
C	Using hypnosis	
D	Making it look like you know what you are doing with this stuff	

33	When collapsing a negative anchor using the Collapse Anchor it is important to	
A	Stack powerful positive states and DO NOT stack the negative states	
B	Stack powerful positive states and ALWAYS stack the negative states	
C	Use all the knuckles on both hands if you have to	
D	Always use a bell ringing every time you set a state anchor	

34	A Neural bridge is a kinesthetic strategy for transitioning through anchored states whereby	
A	The second state can be an away from and the second last must be toward	
B	The second state must be an away from and the second last must be toward	
C	The second state can be an away from and the second last can be toward	
D	The second state can be an away from and the second last can be toward	

35	Sub-Modalities are	
A	The building blocks of the structure of experience	
B	Used to build modalities	
C	Only a basic tool used in old style processes	
D	The smallest part created during stressful times	

36	Three keys to producing results with working with Sub-Modalities are	
A	Speed, Universals, Drivers	
B	Speech, Universals, Drivers	
C	Speed, Universals, Direction	
D	Associated, Dissociated, Location	

37	Contrastive Analysis is	
A	The process of identifying the differences in two or more patterns	
B	The process of identifying the similarities in two or more patterns	
C	A Context Reframe	
D	Is the only tool necessary for successful sales	

38	With a Belief Change with Sub-Modalities (SMDs), which is true	
A	Elicit all SMDs except for the new desired state	
B	Elicit all SMDs including the new desired state	
C	Elicit all SMDs except for the old unwanted state	
D	Elicit no SMDs except for the new desired state	

39	According to Eye Accessing Cures, the lower right hand quadrant when looking at another person could mean they are accessing	
A	Auditory Digital	
B	Visual Construct	
C	Auditory Remembered	
D	Visual Remembered	

40	Answer: The order & sequence of internal and external events consistently applied to deliver a desired result... Question...	
A	What is “anchoring”?	
B	What is “a Strategy Scrambler”?	
C	How do you change someone?	
D	What is the definition of “a Strategy”?	

41	Motivation, Decision, Convincer, Reassurance are the major components of which Strategy:	
A	Buying	
B	Love	
C	Spelling	
D	All of the above	

42	What are the major components of a Love Strategy	
A	Attraction, Recognition, Deep Love	
B	Motivation, Decision, Reassurance	
C	Number of times, Automatic, Constant	
D	Visual, Auditory, Kinesthetic	

43	A Phobia is	
A	An intense irrational fear	
B	Justified if the thing is really scary	
C	The Immune system attacking it’s own body	
D	There for life – nothing can fix it	

44	Someone who is often late, likes to live in the moment, is not inherently good at setting Goals could be considered	
A	An In Time Person	
B	A Through Time Person	
C	A Loser	
D	Someone who needs to do Wealth Acceleration Certification Level 1	

45	The three statements for the Agreement Frame are:	
A	I appreciate and... I respect and... I agree and...	
B	An elegant way to overcome resistance	
C	Get it, Got it, Good	
D	So long, Farewell, auf Wiedersehen, Goodbye	

46	When using the Phobia Scramble it is important to	
A	Run the movie forward once in black & white and then backwards repeatedly	
B	Run the movie forwards and backwards in rapid motion	
C	Run the movie forwards slow and backwards fast	
D	Use black and white to paint out the difference in their response	

47	In a Parts Integration you need to do this first	
A	Identify the conflict and the parts involved	
B	Elicit opposite or “flip side of the coin”	
C	Test & Future Pace	
D	Separate Intention from Behavior by chunking up to common ground	

48	In Strategic Visioning™ it is important that the final state be	
A	Dissociated to create tension toward achievement of the goal	
B	Associated so that the person knows it is possible	
C	Associated because that’s what the Law of Attraction says to do	
D	Dissociated so that the ultimate outcome is still a surprise	

49	“Close your eyes, think of something in your future. Point in that direction. Do the same for something in your past.” – is the process for	
A	Eliciting someone’s Time Stream	
B	Eliciting someone’s spelling strategy	
C	The first thing you need to do before you start a Parts Integration	
D	A suggestibility test in hypnosis	

50	According to Chris Howard in his book Instant Wealth : Wake Up Rich and this course “Wealth” is	
A	Only about the money	
B	Never about money – it’s not the problem – there is abundance everywhere	
C	Is about the abundance of Facebook friends and Twitter followers you attract	
D	Is about wealth on all levels, Physical, Spiritual, Emotional AND Financial	

51	The following is a question used to “chunk up”	
A	What is this an example of?	
B	How can I know for sure?	
C	Can I be, do have and create anything I want?	
D	What is an example of this?	

52	Deductive Learning is the process of	
A	Taking the big picture and breaking it into smaller component parts	
B	Taking the small picture and building it into a bigger context	
C	Differentiating between context and content	
D	Deframing all learning at a basic level	

53	Intensity of SEE, Flexibility of Nervous System, Rate of Change + what are the key elements effecting the boundary conditions of a nervous system	
A	Number of time the event happened	
B	The age of the person in question	
C	The age of the person's first recalled memory	
D	Their knowledge of Subconscious Reprogramming	

54	What are the four formation periods of values and personality?	
A	Imprint, Modelling, Socialization, Work Persona	
B	School, Media, Religion, Family	
C	Past Life, Geological, Pre-birth, Imprint	
D	Birth, Early Life, School, Work	

55	The following are common and effective uses for Expanded Awareness	
A	Presenter/Learner State, Obliterate Negative Emotions, Release Attachment	
B	Shopping, surfing & tandem sky-diving	
C	Parts Integration & the Behavior Replacement Model	
D	Sleeping, rest & hypnosis	

56	The following is a type of Future Pace	
A	Back Slide	
B	Collapse Anchors	
C	Like to Dislike Momentum Pattern	
D	Hypnotic	

57	The most common use for creating an anchor for yourself is	
A	Resource Anchoring	
B	Elite sports performance	
C	Parts Integration	
D	Hypnosis	

58	Ecology is	
A	The study of consequences	
B	A Gnostic Science adapted to modern human performance studies	
C	The study of insects	
D	Nothing of interest	

59	The key phrases used during the Identity Expansion Process are:	
A	“Is that all that you are? What are you that’s more than that?”	
B	“That’s right... very good”	
C	“Wherever you are, my voice will go with you”	
D	“Do you fully support my magnificence, my own personal journey...”	

60	Mapping Across Sub-Modalities is useful for	
A	Belief Change with SMDs	
B	Momentum Patterns	
C	Performance Enhancement Work	
D	All of the above	

61	“Go back to that time, float down into your body, look through your own eyes and see what you saw, hear what you heard and feel the feelings now” is the	
A	State Elicitation Script	
B	Associated State Rehearsal	
C	Dissociated State Rehearsal	
D	The Identity Expansion Pattern	

62	A person who plans most aspects of their day, is usually on time or early, is habitual about using a planning system of some kind is probably	
A	Through Time in their Time Coding Meta Program	
B	In Time in their Time Coding Meta Program	
C	Clearly a go-getter and goal achiever	
D	Never going to make it in today’s world	

63	Metaphors are best when...	
A	They utilize the listeners own likes, dislikes and interests	
B	They are so unconscious there is absolutely no connection possible	
C	They are totally made up and contain no truth at all	
D	They protect the innocent	

64	Cognitive Re-Imprinting™ is part of the two-step Speed Modelling™ developed by Chris Howard and taught at Billionaire Bootcamp™. The other is...	
A	Cognitive Profiling™	
B	Subconscious Reprogramming™	
C	Values Elicitation and Installation	
D	Precision Reframing	

65	“The chair is begging to be sat on” is an example of a	
A	Selectional Restriction Violation	
B	Scope Ambiguity	
C	Extended Quote	
D	Tag Question	

66	“Hear me while you sit here and write this down, and there is a lot to be righted...is there not” contains examples of	
A	Phonological Ambiguity and Tag Question	
B	Selectional Restriction Violation & Double Bind	
C	Analogical Marking and Tag Question	
D	Mind Reading & Anchoring	

67	“I would like you to stop writing, put your pen and listen to me now” is an example of	
A	And Embedded Command	
B	A Syntactic Ambiguity	
C	A Selectional Restriction Violation	
D	An Implied Causative	

68	The four quadrants of Cartesian Logic are	
A	Theorem, Converse, Inverse and Non-Mirror Image Reverse	
B	Theorem, Concave, Inverse and Non-Mirror Image Reverse	
C	Idea, Conscious, Unconscious and Super Conscious	
D	Parent, Child, Adult & Ego	

69	The following are Meta Programs	
A	Relationship Filter, Work Preference, Convincer, Chunk Size	
B	Dominance, Influence, Steadiness, Compliance	
C	Visual, Auditory, Kinesthetic, Auditory Digital	
D	Work Preference, Convincer, Time Storage, Love, Motivation Filter	

70	“What is most important to us” is the definition of	
A	Importance Filter Meta Program	
B	Beliefs	
C	Decisions	
D	Values	

71	The Three types of Values Elicitations are	
A	Standard, Motivation and Threshold	
B	Conscious, Unconscious and Super Conscious	
C	Toward-Toward, Away-Away, Toward-Away	
D	Hypnotic, Waking State, Anchored	

72	The following are correct pairings for labels in Gravesian Values Levels	
A	1 = Beige, 2 = Purple, 3 = Red, 4 = Blue, 5 = Orange, 6 = Green, 7 = Yellow	
B	1 = Beige, 2 = Purple, 3 = Red, 4 = Blue, 5 = Orange, 6 = Yellow, 7 = Green	
C	2 = Purple, 3 = Red, 4 = Blue, 5 = Orange, 6 = Green, 7 = Yellow, 8 = Coral	
D	1 = Beige, 2 = Red, 3 = Blue, 4 = Coral, 5 = Turquoise, 6 = Tangerine	

73	The Gravesian Values Level most commonly associated with Entrepreneurial Achievement is	
A	Orange	
B	Yellow	
C	Green	
D	Red	

74	Secondary gain is described as	
A	An often times unconscious benefit for a limiting emotion or behavior	
B	An extra benefit derived from a positive anchor	
C	Part of a Phobia	
D	The second level of goal achievement	

75	“Ask your unconscious mind to take you back to the time when that first became an issue to you”. In hypnosis this is called a	
A	Transderivational Search	
B	Transdivisional Search	
C	Induction	
D	Anchored Response	

76	Values Hierarchy can be changed primarily through	
A	Sub-Modalities and Direct Hypnosis	
B	Momentum Patterns	
C	Anchoring	
D	They cannot be changed	

77	The three criteria for learnings in the Release Position in Subconscious Reprogramming are	
A	Positive, For the Future, For Yourself	
B	Intensity, Timing, Uniqueness	
C	Unconscious, Good, Big	
D	Color, Vibration, Sound	

78	The most correct and useful order of 4MAT Structure is	
A	Why, What, How, What if	
B	What, How, What if, Why	
C	What if, How, What, Why	
D	Any way – they order and sequence don't matter so long as you get them all	

79	The exercise or process segment of a Training or Presentation comes in what section of 4MAT	
A	How	
B	What if	
C	Why	
D	What	

80	The section of 4MAT where facts and historical details are given is the	
A	How	
B	What if	
C	Why	
D	What	

81	The section of 4MAT where relevance is established is the	
A	Why	
B	What if	
C	How	
D	What	

82	The section of 4MAT used to check understanding and allow for additional questions is the	
A	What if	
B	Why	
C	How	
D	What	

83	In Group Dynamics, the stage characterized by powerful cohesion and achievement of desired results is which	
A	Norming & Performing	
B	Forming	
C	Storming	
D	Mourning & Transforming	

84	A key strategy to creating powerful and almost instant group rapport is the use of	
A	Expanded Awareness	
B	A Participant Survey beforehand to discover likes and dislikes	
C	Hypnosis	
D	Thorough Screening of the audience to ensure only good people get in	

85	Hypnotic Language Patterns are most effective...	
A	Throughout the entire presentation	
B	Only during Metaphors or Loops	
C	When "doing" hypnosis	
D	During Bookstores	

86	The most time is spent telling Loops or stories on the	
A	Opening	
B	Closing	
C	Building up suspense	
D	Repeating your self and using hypnotic language to cover the mistake	

87	Tonal Anchoring is	
A	The use of tonal (or sound) patterns to create emotional response	
B	Not an effective method of emotional elicitation	
C	Only possible when singing	
D	More to do with where you stand on stage rather than what you say	

88	Phrase Anchors can	
A	Be used anywhere in your presentation and it is important to “stack” them first	
B	Be used anywhere and people will just naturally get it because they’re good	
C	Be used only in your loops	
D	Be used only in your 4MAT content	

89	What percentage of Audience engagement are you aiming for at all times?	
A	100	
B	75	
C	At least 50	
D	As much as you can get	

90	Another term for Metaphors in a presentation is	
A	Multiple Embedded Metaphors	
B	Nested Loops	
C	Nested Threads	
D	All of the above	

91	The standard Satir Categories are	
A	Blamer, Placater, Computer, Distracter & Leveler	
B	Blamer, Placater, Commoner, Distracter & Leveler	
C	Blamer, Placater, Computer, Distractor & Leveler	
D	Blamer, Placater, Computer, Distracter & Listener	

92	To disarm an aggressive Participant you could use a strategy involving the use of	
A	Placater	
B	Distracter	
C	Blamer	
D	None – just kick them out	

93	Leveler ends with the palms facing	
A	Down	
B	Up	
C	To the side	
D	It doesn’t matter – it’s not about palms; it’s about the controlled expression	

94	A key strategy to delivering a relaxed and intimate Presentation is a	
A	Conversational presentation style	
B	A cocktail of psychotropic drugs	
C	Deep Induction for Participants	
D	Deep Induction for Yourself	

95	When looking at the stage, Past/Problem/Negative is on the	
A	Left	
B	Right	
C	At the back	
D	Anywhere as long as it isn't near your chair	

96	The most effective Wall (or Flip) Charts have	
A	Only a one or two key points, big BLOCK letters & minimum two colors	
B	All the information possible on them	
C	Diagrams to explain the point being made	
D	A monochromatic color scheme so as not to confuse the color blind people	

97	Types of anchors used by the most effective Presenters include	
A	Temporal, Stage, Tonal, Phrase, Self	
B	Collapse, Neural Bridge, Resource	
C	Conscious, Unconscious, Super Conscious	
D	None – anchors are only effective one on one	

98	The best sequence of Modalities to use for large scale and high energy presentations in order to create Charisma is	
A	V – A – K	
B	K – A – V	
C	V – A – K – A ^d	
D	V – A ^d – K	

99	The most effective method of remembering and delivering a presentation to create a connection with the audience and mastery of the material is to use	
A	4MAT, Visual Stack or similar memory technique & speak on what you know	
B	A script and study it till you can recite it from memory	
C	To write everything on the Power Point display and read it	
D	Use notes or a teleprompter and read it so you don't forget anything	

100	The most important function a leader can carry out in the Mourning & Transforming Stage of a Group is to give the group	
A	A Pass Mark	
B	A Present	
C	A Reference	
D	A Sense of Closure – Congratulations, your test is complete	