



LEGENDARY LIVING

Instructions:

- 50 Questions – Multiple Choice
- Please complete the test by placing your answer in the box at the right – HAVE FUN!



1	Which of the following is a suggestibility test	
A	Postural Sway	
B	Book and Balloon	
C	Finger Vise	
D	All of the above	

2	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	

3	The Letters “E” in C.R.E.A.T.E. stand for	
A	Evidence Procedure & End Step	
B	Ecological & End Step	
C	Extra Step & Entrepreneurial	
D	Established & Exact	

4	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	

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

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

7	Three other areas we can calibrate physiological change are	
A	Breathing, Eye Color, Blink Rate	
B	Breathing, Lower Lip Size and Eyes	
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	Mind Reading skills	
B	Breathing	
C	Mirroring & Matching	
D	Making the other person think exactly like you do about everything	

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

10	V° 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	When using the Phobia Scramble, it is important to	
A	Run the movie forward once in black and 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	

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

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	See, watch, looks good to me, clear	
B	I got it, Gut feel, Feel my way through, Push through it	
C	I hear you, Loud & Clear, Rings true, Resonates with me	
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 hear you, Loud & Clear, Rings true, Resonates with me	
B	I got it, Gut feeling, 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	

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

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

19	The following is an AUDITORY statement	
A	Things are looking up	
B	I get where you are going	
C	You really sound excited	
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 Representational System to your own	
D	Move from a preferred to non-preferred Representational System	

21	A key criteria for creating outcomes is	
A	Only set one goal at a time	
B	To have it stated in the positive	
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 was crying	
B	The volume of his voice diminished	
C	She looked thrilled	
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	Visual, Auditory, Kinaesthetic & Auditory Digital	
B	Tone, Tonus, Lower Lip Size, Blink Rate	
C	Tone, Tempo, Volume and Timbre	
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 tool to overcome limiting emotional states	
B	A bell ringing and causing reactions	
C	A powerful set of emotional states	
D	A link between a physical stimulus and an emotional state or response	

27	The Five keys to anchoring are	
A	Intensity, Timing, Uniqueness, Repetition, Number of Times	
B	Intensity, Timing, Uniqueness, Replicability, 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 shallow structure of language	
B	Explores and/or uncovers specificity and deep 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	Rapport is defined as	
A	The ability to influence someone to do what you want them do to	
B	A feeling of friendship toward another person	
C	A feeling of trust and responsiveness	
D	A strategy for getting what you want	

31	The three processes for internalizing experience and upon which the Clarity Model is based are:	
A	Distortion, Deletion & Greatness	
B	Distinction, Deletion & Generalization	
C	Distortion, Deletion & Generalization	
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 Process, it is important to	
A	Always use a bell ringing every time you set a state anchor	
B	Stack powerful positive states and ALWAYS stack the negative states	
C	Use all the knuckles on both hands if you have to	
D	Stack powerful positive states and DO NOT stack the negative states	

34	A Neural bridge is a kinaesthetic strategy for transitioning through anchored states whereby	
A	The second state must be an away from and the second last must be toward	
B	The second state can 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	Used to build modalities	
B	The building blocks of the structure of experience	
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 similarities in two or more patterns	
B	The process of identifying the differences 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 Cues, the lower right hand quadrant when looking at another person could mean they are accessing	
A	Visual Remembered	
B	Visual Construct	
C	Auditory Remembered	
D	Auditory Digital	

40	What is the Question to this 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	Love	
B	Buying	
C	Spelling	
D	All of the above	

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

43	A Phobia is	
A	The Immune system attacking it's own body	
B	Justified if the thing is really scary	
C	An intense irrational fear	
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, and could be considered	
A	A Loser	
B	A Through Time Person	
C	An In Time Person	
D	Someone who needs to take the Transformational Leader & Coach Level 1 course	

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

46	The sensory modalities are	
A	Visual, Auditory, Kinaesthetic, Gustatory, Olfactory and Auditory Digital	
B	Visual, Auditory, Kinaesthetic and Auditory Digital	
C	Visual Constructed, Visual Remembered, Auditory Remembered, Auditory Digital	
D	Visual, Auditory, Kinaesthetic	

47	The three statements for the Agreement Frame are:	
A	Get it, Got it, Good	
B	Yes, I see, I appreciate	
C	An elegant way to overcome resistance	
D	I appreciate and....I respect and....I agree and....	

48	In Strategic Visioning™ it is important that the final state be	
A	Dissociated so that the ultimate outcome is still a surprise	
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 to create tension toward achievement of the goal	

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 spelling strategy	
B	Eliciting someone's Time Stream	
C	The first thing you need to do before you start a Parts Integration	
D	A suggestibility test in hypnosis	

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