NLP Exercise Instructions:
KEEP THIS SECRET. You cannot ask the teacher questions about this or you will give the observation away. Don't let the interviewee see what you are recording.

Ask the following questions one at a time and carefully observe the interviewee's eyes. Write down next to each question the number from table 1 that represents where the interviewee’s eyes dart to when first thinking about the question. Use the table from your perspective as though you were holding it up next to the person’s face. E.g. quadrant 3 is your right, but the subject’s left.

Pick only 1 cell per question that represents the majority of the eye direction. Don’t worry about the 2 letters after the question for now.

Before you begin, if ask the interviewee is left or right handed: ________________.

Interview Questions

1. What noise does a cow make? ____ (AR)
2. How would a cow with a Spanish accent sound? ____ (Al)
3. What is the color of your front door? ____ (VR)
4. What would your voice sound like if you had marbles in your mouth? ____ (AI)
5. Would you rather be a lion or a bear? ____ (ID)
6. When you talk to yourself, what type of voice do you use? ____ (ID)
7. What is your favorite Michael Jackson song? ____ (AR)
8. What does it feel like to be in a nice warm bath? ____ (TF)
9. What will you look like in 15 years? ____ (VI)
10. What does your favorite music sound like? ____ (AR)
11. What would Willie Nelson sound like singing a rap song? ____ (AI)
12. What would the offspring of a cat and a rabbit look like? ____ (VI)
13. How would you convince someone to stop swearing? ____ (ID)
14. How does a kiwi skin feel? ____ (TF)
15. What does Willie Nelson sound like ____ (AR)?
16. Which is better: a raise or an equivalent bonus? ____ (ID)
17. What color was your shirt yesterday? ____ (VR)
18. Can you name a song you heard on the radio today? ____ (AR)
19. How did you feel last time you were late for a meeting? ____ (TF)

Table 1 Eye Positions

<table>
<thead>
<tr>
<th>1</th>
<th>2</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>5</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>8</td>
<td>9</td>
</tr>
</tbody>
</table>

Courtesy Dr. Charles (Chuck) Suscheck. For further information or assistance in management consultation, you may contact Dr. Suscheck at chuck@suscheck.com
NLP Exercise

This exercise was developed by Dr. Charles (Chuck) Suscheck as an exercise in observing body language. It is not intended to predict behavior or the thoughts of the subject being interviewed. This information is provided free of charge and can be distributed freely as long as Dr. Suscheck is cited as the author for this exercise.

The exercise demonstrates some of the concepts of Neuro-linguistic programming (NLP), an approach to communication, personal development, and psychotherapy created by Richard Bandler and John Grinder in the 1970s. Its creators claim a connection between the neurological processes ("neuro"), language ("linguistic") and behavioral patterns learned through experience ("programming"). Originally, they wrote about reconstructed memories versus generated memories—the difference between imagination and an event that actually happened. Over the years, that somehow evolved into lying versus genuine memories, which has been proven untrue. Nevertheless, the technique in conjunction with other body language observations provides interesting insight into a subject’s thinking process.

Eye Direction When Thinking

![Eye Direction Chart]

Straight ahead = Accessing information

Courtesy Dr. Charles (Chuck) Suscheck. For further information or assistance in management consultation, you may contact Dr. Suscheck at chuck@suscheck.com