



Grass Roots NLP

Online Web Conference
September 27th 2010

Thought Provoking Questions:

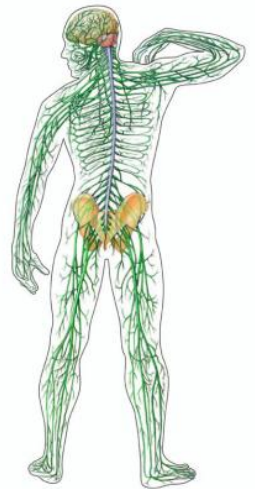
- ▶ What does kinesthetic mean?
- ▶ What are kinesthetic submodalities?
- ▶ What is the language of kinesthetics?
- ▶ How are kinesthetics linked to motivation?
- ▶ How important is kinesthetic intelligence in NLP?



What does Kinesthetic Mean?

▶ Definitions:

- Greek Root: *Kin*, To move or set in motion
- Medical and Academic Community: Adj. Sensation of movement or strain in muscles, joints, ligaments, “*Muscle Sense*”. Basis of Kinesiology.
- NLP Community: Noun. All bodily sensations, subcategorized as *tactile*, *visceral* and *proprioceptive*. Studied as a component of NLP Strategies.



▶ Synonyms:

- Physical, Somatic, Biological, Corporal, Bodily
- Physiology, Neurology, Biology, Soma, Body

Why are Kinesthetics Important?

▶ NLP Presupposition:

“Mind and Body are One System”

- Mind is going nowhere without the body
 - Of all our sensory modalities, Kinesthetics involve the most sheer mass
 - Kinesthetics are the oldest biological sensory modality.
 - All *states* have mental and physiological aspects
 - *Anchoring* elicits involvement of physiology
- ▶ Most unconscious functions are in the body.
- Endocrine System, Digestive System, Respiratory System, Circulatory System, Immune System, Local Nervous Circuits, Muscle Memory



Integrated Mind and Body

▶ What mental messages influence the body?

◦ Top-Down Messages

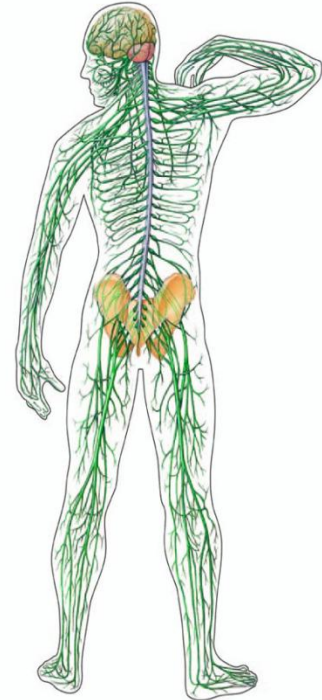
- Cultural Norms, Social Rules, Values and Beliefs
- Pessimistic vs. Optimistic Outlook
- Deservingness, Worthiness
- Locus of Control



▶ What bodily message influence the mind?

◦ Bottom-Up Messages

- Hunger, Sex, Sleep
- Threat vs. Danger
- Acceptance vs. Rejection
- Stress vs. Eustress

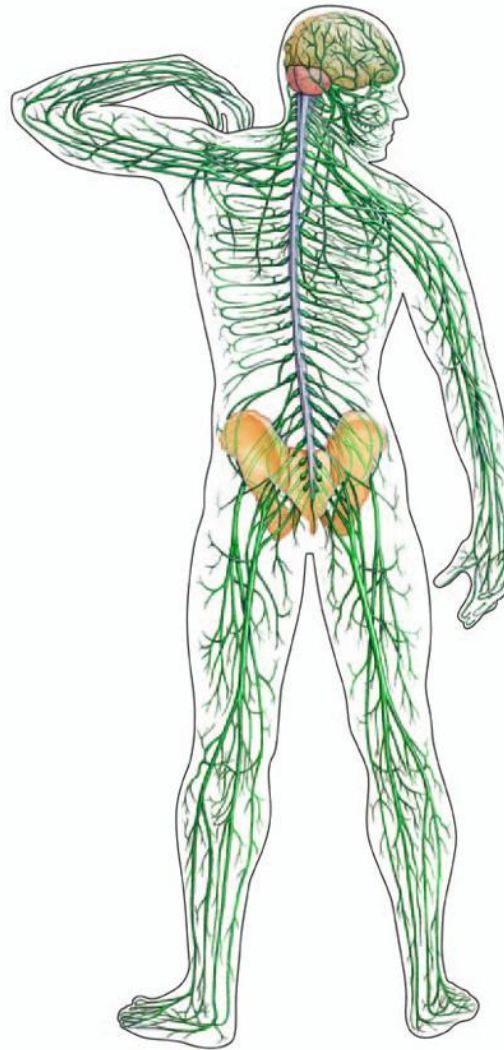


▶ *Meta Programs* involve mind / body interaction

- Some interactions are situational, others chronic

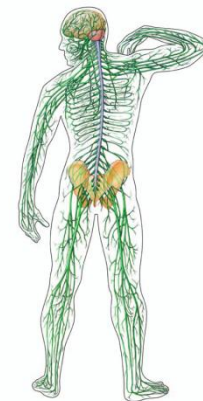
Kinesthetic Submodalities?

- ▶ Location
- ▶ Size, Shape
- ▶ Sharpness
- ▶ Movement
- ▶ Speed
- ▶ Containment
- ▶ Temperature
- ▶ Duration
- ▶ Intensity
- ▶ Weight
- ▶ Rotation



Kinesthetic Language?

- ▶ Kinesthetic Language is *Non-Verbal, and Symbolic*.
- ▶ Taken together, kinesthetic submodalities create a unique bio-symbolic “*signature*”.
- ▶ Kinesthetic Language is *felt and expressed by the Body: Electrically, Magnetically, Chemically*
 - Central Nervous System, Endocrine System, Respiratory/Circulatory System, Reproductive System, Digestive System.
- ▶ Kinesthetic Language is Communicated from Body to Body: *Non-Verbally, through Visual, Auditory, Tactile Channels. “Body Language”*.
- ▶ *Mirror Neurons* in the receiver recapitulate the sender’s bio-symbol in the body of the receiver.



How to “listen” to the body

- ▶ Simple *Awareness*
- ▶ *Attitude of allowing, non-judgment, curiosity*
- ▶ If there are images, sounds, or voices, also notice the *signature of the feeling*
- ▶ Names to describe the feeling can come much *later*. Names are a *representation*.
- ▶ *Breathing is shared function* between unconscious and conscious mind.



Some Signature Bio-Symbols

- ▶ Safety vs. Threat
- ▶ Attraction vs. Repulsion
- ▶ Go vs. Stop vs. Wait
- ▶ Love and Acceptance vs. Rejection
- ▶ Expression vs. Suppression
- ▶ Funny vs. Serious
- ▶ Spirituality vs. Existentialism



Now, Let's Play!

▶ Explore Your Bio-Symbolic Signatures:

- Safe vs. Threat
- Attractive vs. Repulsive
- Go vs. Stop vs. Wait
- Love and Acceptance vs. Rejection
- Expressive vs. Repressive
- Funny vs. Serious
- Spiritual vs. Existential

- Integrate/Assimilate...



Now, Let's Play!

- ▶ Explore Bio-Symbolic Signatures in Others:
 - Safe vs. Threat
 - Attractive vs. Repulsive
 - Go vs. Stop vs. Wait
 - Love and Acceptance vs. Rejection
 - Expressive vs. Repressive
 - Funny vs. Serious
 - Spiritual vs. Existential
 - Integrate/Assimilate...



Ideas for Future Topics

- ▶ NLP Presuppositions: Saving all kinds of time
- ▶ Modeling: Making excellence your own
- ▶ Neurolinguistics: Effective communication
- ▶ Tough Problems: Autism and NLP?
- ▶ Transformation: Becoming new, becoming more
- ▶ Relationships: What men and women really want
- ▶ Performance: Getting more with less
- ▶ Accelerated Learning: What children can teach us
- ▶ State Management: Changing and Utilizing states
- ▶ Perspectives: Association and dissociation work

What do you want more of?



What's Next?

- ▶ Practice, Practice, Practice NLP in Real Life
- ▶ Read Articles and Blogs on Grass Roots NLP
- ▶ Ask Questions on Grass Roots NLP Forums
- ▶ Continue networking with other NLPers
- ▶ Consider presenting in this Web Conference
- ▶ Share your stories on <http://GrassRootsNLP.com>

- ▶ Personal Training and Coaching is also available

- ▶ Send questions, comments and feedback to:

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