

SENSING OURSELVES

Introduction

Just about everything that we experience in our lives we do so through one or more of our five senses, whether it be the experiences that we take in from the world around us or in what we give out from within ourselves to the outside world. Our senses are part of the “wiring” in our brains that is the basis of how we make sense of our world. They provide us with the means to understand what is happening for us at any time and are connected to other parts of our mind/body system.

OUR SENSORY SYSTEM

- WE HAVE FIVE MAIN SENSES WHICH COLLECTIVELY ARE KNOWN AS OUR REPRESENTATIONAL SYSTEM
- THIS IS HOW WE CODE INFORMATION IN OUR MINDS IN ONE OR MORE OF THE FIVE SENSORY SYSTEMS
- PREDICATES - SENSORY BASED WORDS THAT INDICATE THE USE OF ONE REPRESENTATIONAL SYSTEM

SENSORY LEARNING

- * The vast majority of our learning is done through our five senses.**
- * That is, we learn by seeing, hearing, doing, tasting or smelling.**
- * In the same way, we interact and communicate with the world from our internal experiences to the outside world.**
- * Most people are dominant in one of the three major senses and it will depend on which one you are more dominant in as to which one you learn best from.**

What this means in a teaching setting is that the teachers who use something that stimulates something from all of senses will usually get the best results from their group. If they only use one sensory form, e.g. visual, then only those students who are dominant visually will have the opportunity to learn and understand the lesson fully. Therefore, good teachers will have texts to read and videos or similar for their visual students, auditory and speaking for their sound dominant students, something tactile and hands on for their feeling students as well as incense candles and some sweets or eats for the smell and taste students.

Considerable research has determined that around 40% of the population are dominant visually, about 40% are dominant with the feeling (kinaesthetic) sense, about 20% are dominant with sound (auditory) and about 1% are dominant in taste or smell.

This research has also found that the three main senses have an internal and external part as shown below.

Visual – Internal

The pictures in our minds
Colours, shapes, sizes, light etc.

- External

The world we see around us

Kinaesthetic – Internal

How and what we feel emotionally
Includes all our emotions.

- External

What we touch physically
Soft, hard, flat, rough etc.

Auditory – Internal

Our self-talk, our thoughts, the voice(s) in our head
Tempo, pitch, volume, direction etc

- External

The sounds around us that we hear from the outside.

Gustatory – what we taste

Sweet, sour, acidic

Olfactory – what we smell

Clear, odourless, pungent, smoky etc.

As part of this “connection” in our brains that ties everything together, we also have a whole range of words and phrases connected to each sense along with eye movements.

As we understand more about how our senses work for us, we can also use them to build rapport with people. If we listen closely to the words they are using, we can pick up whether they use more words from one sense and that will be their dominant sense and if we respond using similar words from that sense, then it will build very fast unconscious rapport.

Similarly, our eye movements also indicate our dominant sense. However, these are often a little more difficult to detect. The only indication is usually only a quick flicker of the eye. People who are visually dominant will look up before they answer a question, auditory dominant people will keep their eye movements parallel although if you ask them to work something out, they will look down to their left if they are right-handed and vice versa if they are left-handed because they are accessing their auditory digital function. This is also connected to our left-brain function where we access things like logic and analysis. People who are dominant with their feeling sense will look down to their right if they are right-handed and to the left if they are left-handed.

An example of how this happens can also be demonstrated using depression as example. When I ask people where they are physically looking when they are depressed, they usually say down and that

makes sense because the psychologically influenced part of depression is part of our feeling sense or emotions.

To reduce the depressed feeling, become aware that you are actually looking down and force yourself to look up. When this happens, your head goes up, your shoulders automatically go back and this opens up your chest and an open body equals an open mind. Added to this, go and look out over the horizon where you can't see any limitations and see how that changes your, at least, unconscious view of the world. Also ensure that the television, computer, smart phone etc. are at least eye level height when you are watching or operating them. When you are looking down, it is an open invitation for our more negative emotions such as depression to take over. We are already in the right physical position for them to control us.

Whenever you are having difficulty remembering or working something out, then physically look in the direction of the relevant sense at that time. For example, if you are trying to remember a picture of a place you have been in your mind's eye so you can describe it to someone, then try looking up. Similarly, if you are having trouble working the solution to a puzzle or some other analytical problem then look down and to your left if you are right-handed and, of course, to the right if you are left-handed.

Now that you are starting to understand the part our senses play in who we are and how we work, we can start to use this knowledge to make changes in our lives from an internal perspective.

Whenever we are having thoughts in our head, we will also have an associated movie or pictures and a feeling related to those thoughts. Mostly, we are not aware of this until we know that this the case and start to become aware of what else is happening for us – i.e. not just thoughts or a voice in our head.

What this also means is that when we are having negative thoughts, in particular, we can do something about them. Try changing the tone or volume of the “voice” in head, become aware of what direction it is coming from or is it going round and round – clockwise or anti-clockwise. Change the direction.

If that doesn't work, become aware of the associated movie or picture. Change the colours, size, shape. Run the movie backwards. Put a frame around the picture. Move out of your face and lock it behind you. Push it away until it becomes a disappearing dot in the distance. Find a good picture, memory to replace it with.

Become aware of the feeling associated with the thought or picture/movie. What is the opposite feeling for you? Picture a time(s) when you had that feeling. Become aware of where you were, all the things around you, their colour, shape, size etc. What sounds were you hearing – maybe it was your favourite song. Expand on that opposite feeling. What other feelings are closely associated to it for you? What are you smelling in that place and tasting – maybe your favourite food. Let yourself become immersed in that memory and anchor it by touching a certain place on your body that you can access easily. That becomes your resource anchor and the more you practice going to one of those places where you feel in control, confident, relaxed, happy etc. the more effective it will be in reducing the intensity of the negative thoughts or experiences you are having. The best time to practice this is just before you go to sleep because your unconscious mind will keep working on those experiences as you sleep.

Feel free to “play” with your sensory experiences to change things that were not pleasant for you and to image what you would like your real world to be.

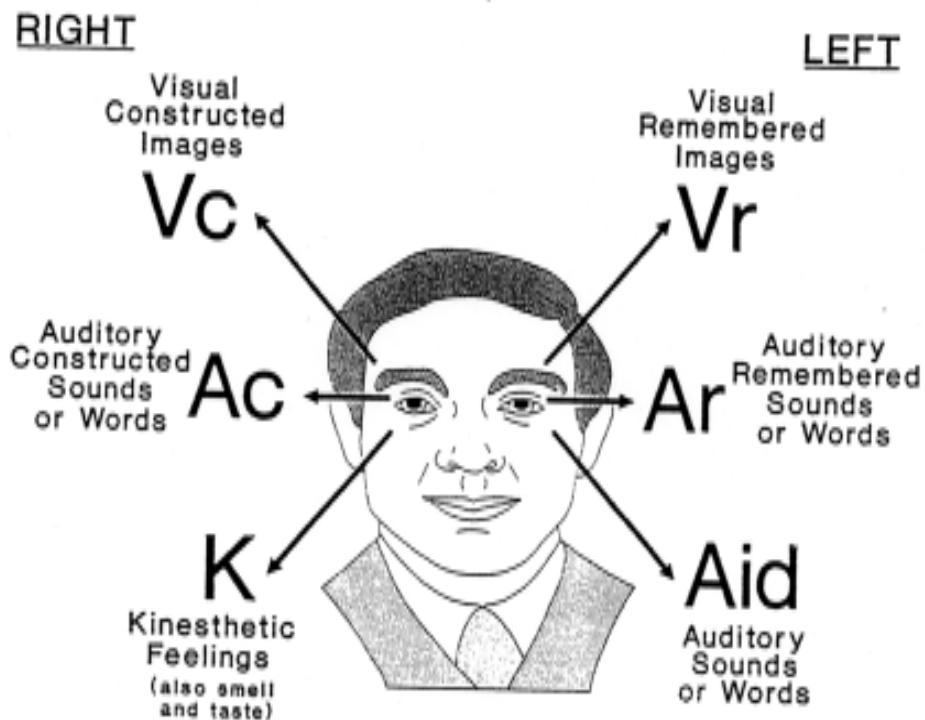
SUBMODALITIES

<i>VISUAL</i>		<i>KINESTHETIC</i>	
Do you have any images? Describe these.		Are there any feelings? Describe.	
3D/flat		Location	
Bright		Warm/cool	
Shape		Strong/weak	
Size		Pulsing	
Location/distance		Tingling	
Through your eyes or looking at self		Rhythm	
Quality of light		Inside/outside	
Framed/not		Rough/smooth etc	
Moving/still		Light/heavy	
Focused/not		Direction	
Colour/black & white		Hard/soft	
Sparkle/not		Temperature	
More than one image		Moving/not	
Speed		Anything else?	
Anything else?		<i>OLFACTORY</i>	
<i>AUDITORY</i>		Are there any smells? Describe.	
Are there any sounds? Describe.		Location	
Rhythm		Strength	
Volume		<i>GUSTATORY</i>	
Pitch		Are there any tastes? Describe.	
Tempo		Location	
Location		Strength	
Clarity		Sweet/sour etc	
Resonance		<i>NOTES</i>	
Internal/external			
Are you saying anything to self			
Inside/outside			
Pitch			
Location			
Stereo/mono			
Tone			
Anything else?			

EYE MOVEMENT PATTERNS

2. EYE MOVEMENT PATTERNS

Eye movements are reliable indicators of the representational system being employed by the person communicating. As you look at a person and see eye movements that match those below, you can determine the representational system which is indicated at the end of each arrow.



For the right handed population