

Using Submodalities to Aid Motivation

	<u>Unmotivated (Problem) State</u>	<u>Motivated (Resource) State</u>
<i>Visual (Images)</i>		
DISTANCE OF IMAGE (very near to very far)		
DISTANCE OF OBJECT(S)		
LOCATION (front, right, left, up, etc.) – <i>point to it</i>		
SIZE (very big to life-size to very small)		
SIZE OF CENTRAL OBJECT(S)		
SHAPE (square, rectangle, etc.)		
SCOPE (framed or panoramic)		
BRIGHTNESS (bright to dim to dark)		
COLOUR (intense to pastel to B & W)		
PARTICULAR COLOUR		
DEPTH (flat to 3D)		
CONTRAST (high to low)		
MOVEMENT (slide vs. movie (with speed))		
CLARITY (in focus to fuzzy)		
FOCUS INTERMITTENT / STEADY		
SPECIFIC FOCUS (any particular object(s))		
NUMBER OF IMAGES / SHIFTS		
VIEWPOINT (from above, below, to one side, etc.)		
ASSOCIATED / DISASSOCIATED		
SPECIAL TRIGGER (anything else triggering strong feelings)		

	<u>Unmotivated</u> <u>(Problem) State</u>	<u>Motivated</u> <u>(Resource) State</u>
<i>Auditory (Sound / Words)</i>		
SELF / OTHERS		
CONTENT		
LOCATION (left, front, back, etc.)		
MOVEMENT (still, moving around)		
DIRECTION (inward / outward)		
DISTANCE (very near to very far)		
TONALITY (high to low pitch)		
TEMPO (fast, slow, variable speed)		
TUNE (is there a tune? If so, what is it?)		
INFLECTION		
EMPHASIS OF CERTAIN WORDS / SOUNDS		
RHYTHM (even, variable, cadenced, pauses)		
CONSTANT OR INTERMITTENT		
VOLUME (very soft to very loud)		
STEREO / MONO		
HARMONY / CACOPHONY		
DURATION		
UNIQUENESS (gravely, smooth, etc.)		
WORDS SPOKEN		
SPECIAL TRIGGER (anything else triggering strong feelings)		

	<u>Unmotivated (Problem) State</u>	<u>Motivated (Resource) State</u>
<i>Kinaesthetic (Feelings / Sensations)</i>		
LOCATION (whole body or part)		
INTERNAL / EXTERNAL (surface)		
GOING INTO BODY / GOING OUT		
EXTENT (concentrated to spread out)		
SHAPE (precise or vague)		
SHAPE / SIZE CHANGE		
PRESSURE (slight to intense)		
TENSION (very rigid to relaxed)		
TEMPERATURE (icy to hot)		
HUMIDITY (moist to dry)		
TEXTURE (smooth to rough)		
RIGID / FLEXIBLE		
VIBRATION / STILL		
WEIGHT (light to heavy)		
DENSITY (light to dense)		
MOVEMENT (still or moving)		
STEADY / INTERMITTENT		
BREATHING (quality; start / end)		
INTENSITY		
<i>Pain</i>		
TINGLING		
HOT / COLD		
MUSCLE TENSION		
SHARP / DULL		
PRESSURE		
DURATION		
STEADY / INTERMITTENT		
LOCATION		
SPECIAL TRIGGER (anything else triggering strong feelings)		