

**Neurolinguistic Programming**  
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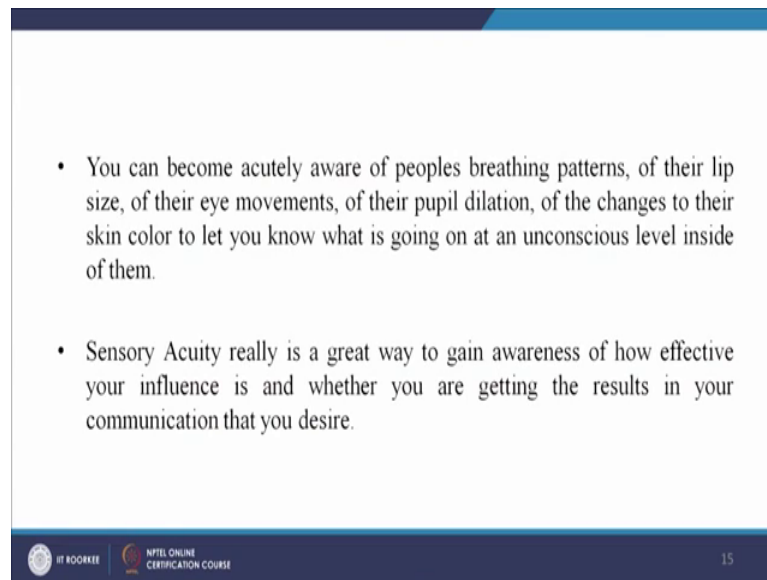
**Lecture – 07**  
**Sensory Acuity**

Hi friends, today we are going to discuss one of the important part of neurolinguistic programming, which is sensory acuity. As the name is sensory acuity very obvious that your physical part that gives a sensation with awareness that is sensory acuity. Now in neurolinguistic programming sensory acuity enables the party the practitioners to stop mind reading, and start to have more accuracy in calibrating that is determining by criteria and not guessing worked body language including facial muscles and tones of voices is telling them.

Obviously, this is the crucial I mean this is crucial in any person or person to person interaction and will enhance any chance of knowing that person is deeply or working on substantial level with them. Now sensory acuity as I told you that sensory acuity means the capacity that we have to be acutely aware, seriously aware through our senses what are the senses? Seeing that is visually hearing that is auditory and feeling and touching that is kinaesthetically. Our sensory acuity allows us to discover the progress that we are making in our discussions are they with us or are we losing them, that is to say that how much command we have on our sensory organs are we moving towards the agreed outcome.

Now, you can become acutely aware of people breathing pattern, I mean how they breathe it shows nervousness. It shows fear it shows hast of their lip size of their eye movements, of their pupil dilation of the changes to their skin colour, to let you know what is going on at an unconscious level inside of them.

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The slide contains two bullet points and a footer. The first bullet point discusses sensory awareness of breathing patterns, lip size, eye movements, pupil dilation, and skin color. The second bullet point states that sensory acuity is a great way to gain awareness of one's influence and whether desired results are being achieved in communication. The footer includes the IIT ROORKEE logo, the text 'NPTEL ONLINE CERTIFICATION COURSE', and the number '15'.

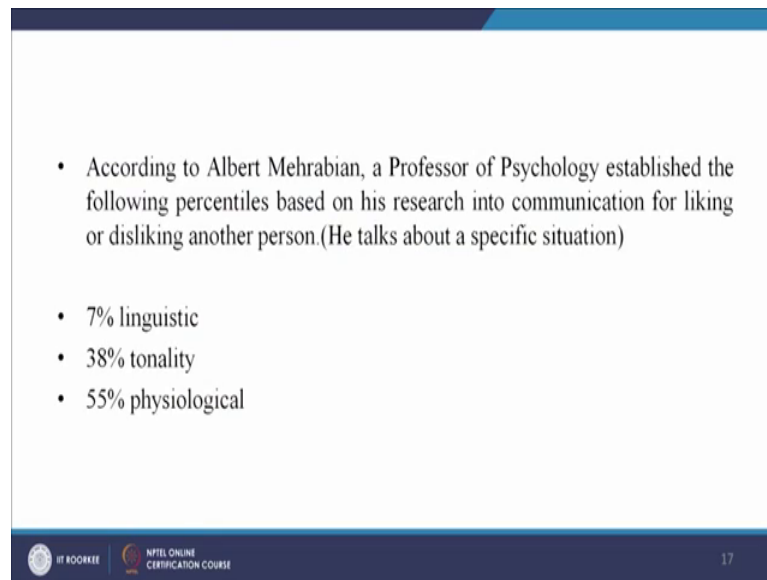
- You can become acutely aware of peoples breathing patterns, of their lip size, of their eye movements, of their pupil dilation, of the changes to their skin color to let you know what is going on at an unconscious level inside of them.
- Sensory Acuity really is a great way to gain awareness of how effective your influence is and whether you are getting the results in your communication that you desire.

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These are symptoms through which you can see the mental level or situation or climate of a person. Sensory acuity really is a great way to gain awareness of how effective your influence is, and whether you are getting the results in your communication that you desire. Now it is an old saying that it is not what you say it is how you say it. Now this saying fits with how we think in neurolinguistic programming. In other words how many ways can this statement be said I really hate you, just to be conveyed I hate you, I hate you, I hate you, you see the tonality the tone the attitude reflected through the uttering. If you think of all the different types of tonality and physiology that can accompanied statement I hate you will soon realise the nonverbal elements carry much more of the weight than the words.

So, as we discussed that communication means not only the verbal communication, it is non verbal communication to and that plays a vital role in determining the meaning of any conversation. Now according to Albert Barbarian a professor of psychology established the certain percentile based on his research like 7 percent linguistic that is language, 38 percent tonality and 55 percent is physiological that is nonverbal or you can say psychological.

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• According to Albert Mehrabian, a Professor of Psychology established the following percentiles based on his research into communication for liking or disliking another person.(He talks about a specific situation)

- 7% linguistic
- 38% tonality
- 55% physiological

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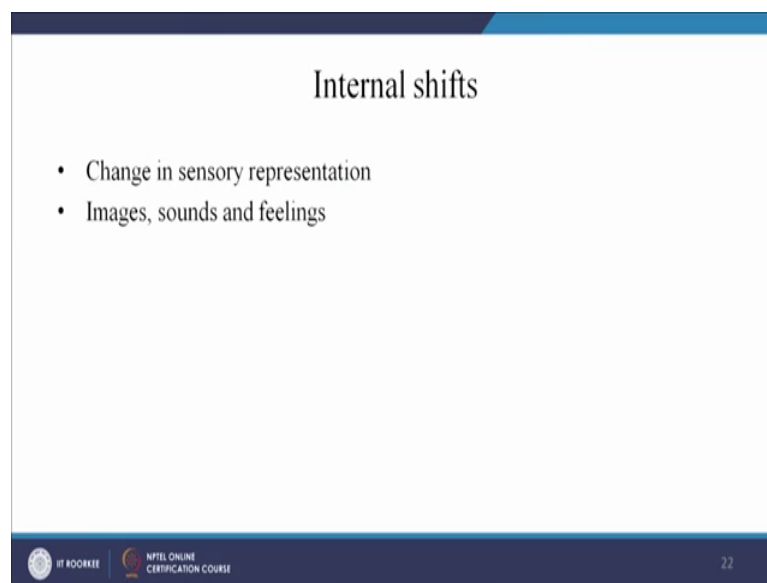
Now his research is not based on a very specific situation, randomly he says this. Face to face communication is a combination of both the verbal and non verbal message between two persons sender and the receiver. Now people trained in neurolinguistic programming communication skills ensure that when they communicate all three channels are congruent, that is their words are supported by the appropriate tonal qualities and body language. This is the programming of the nervous system, this means the listener is more likely to respond and in turn the neurolinguistic programming train the person continually listens and observes the people who or to whom he is he is communicating with. Now sensory acuity the ability to perceive or experience through the lens of our own five senses.

So, we were discussing this that it is 55 percent which is physiological, that is non-verbal. So, 5 senses that is sensor acuity now do you notice when you walk into someones home or a new store what you see? The colours and the decor or do you hear music playing or people talking or smell, food cooking or noticing flowers blooming now each of us notices different things and uses our senses to experience life. Neurolinguistic programming helped us to understand how each of us views the worlds and accessed us in better communicating as a result of understanding, how we perceived the worlds versus how others may perceive it. It this is all the game of perception and it varies from person to persons, asking questions and observing reactions or by knowing how a person processes information helped us better understand them and hence results

in better communication with them, that is to say knowing the person knowing the situation so, as to make and effective communication.

Now, sensory acuity is a phrase used in neurolinguistic programming and it deals I mean with everything that is going on around you. Many people move their everyday in a trance really unaware of what is going on around them. That is to say how much you are aware sometimes we pass, but we never care what is happening beside or behind. But if you are aware in other words you are alert, you can look around you and you can say what was the situation. Sometimes we miss the car number; sometimes the, we miss the time in our own watch that shows the absence of mind. The absence absence of our alertness now whenever an internal representation shifts something will also shift in a personal external behaviour, what is the internal shift.

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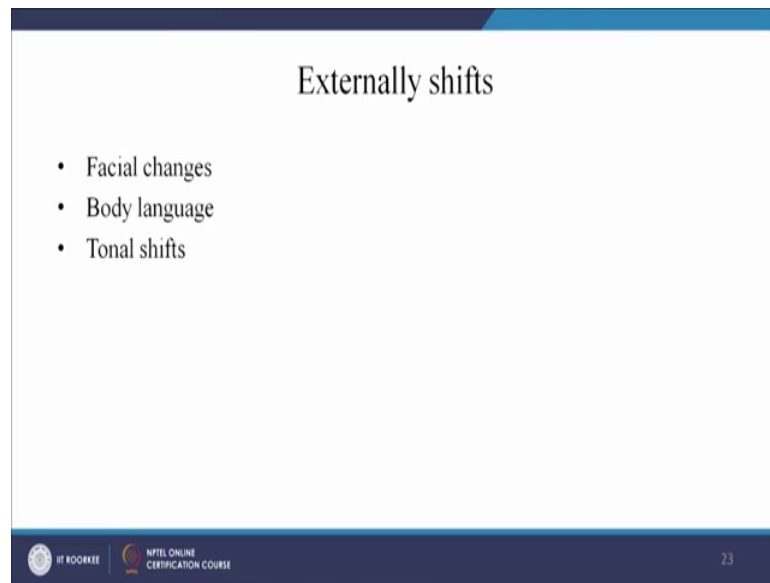
Internal shifts

- Change in sensory representation
- Images, sounds and feelings

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Change in sensory representation images sounds and feelings now externally shifts in under this phase facial changes takes place, body language also part through this, and tonal shifts that is also part to this.

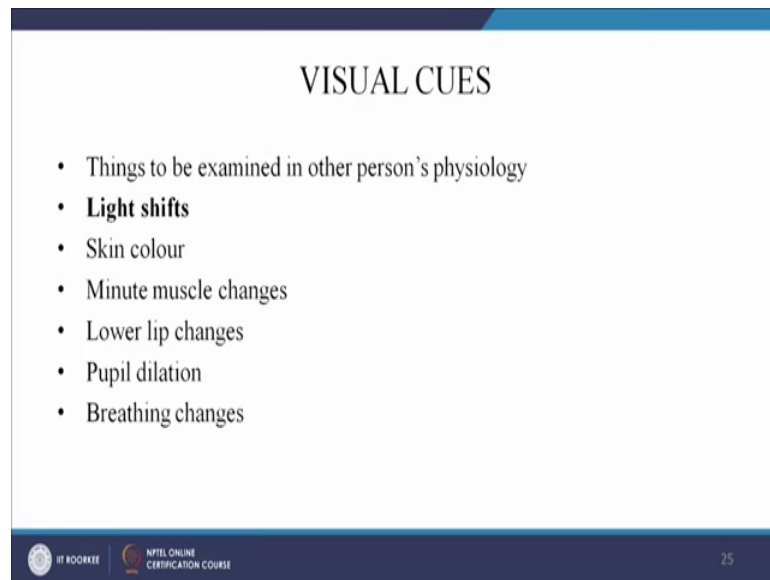
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Now as part of neurolinguistic programming, participants learn to develop their own sensory awareness by detecting these subtle movements in another person's physiology and voice tone. It is known as calibration which means detecting differences.

Calibration means you should have the calibre to know to read the mind of a person, and it is easy to detect the larger movements. It is the finer shift that requires a high level of awareness. If you can read the mind of people through their face by reading people, that is knowing when they are lying or hiding emotion. I mean you can behave with that person or you can handle that person accordingly. It means that you have a knack or quality or a skill to unconsciously know the people. Some people have their attention oriented internally which is fine for self-awareness; however, to detect change in others and it is important also to have your attention oriented externally. Now what are the visual cues?

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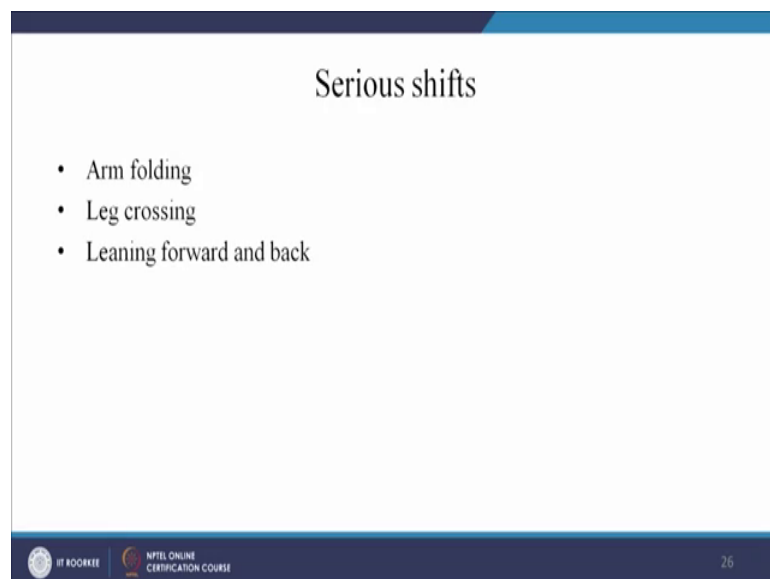


The slide is titled "VISUAL CUES" and lists several items to be examined in other people's physiology. The items are: Things to be examined in other person's physiology, Light shifts, Skin colour, Minute muscle changes, Lower lip changes, Pupil dilation, and Breathing changes. The slide also features logos for IIT ROORKEE and NPTEL ONLINE CERTIFICATION COURSE, and the number 25 in the bottom right corner.

- Things to be examined in other person's physiology
- **Light shifts**
- Skin colour
- Minute muscle changes
- Lower lip changes
- Pupil dilation
- Breathing changes

Things to be examined in other persons physiology. First light shifts what are the, what do we mean by light shift skin colour, minute muscle changes, lower lip change, pupil dilation and breathing changes.

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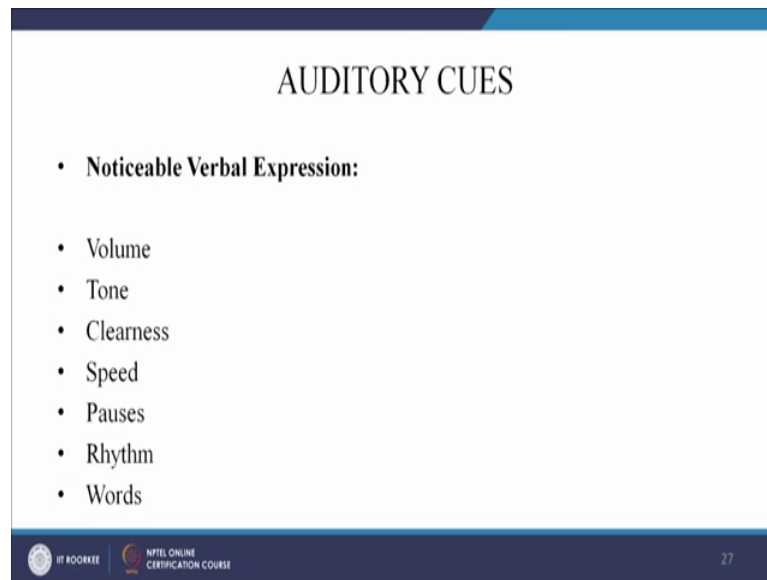


The slide is titled "Serious shifts" and lists three non-verbal cues: Arm folding, Leg crossing, and Leaning forward and back. The slide also features logos for IIT ROORKEE and NPTEL ONLINE CERTIFICATION COURSE, and the number 26 in the bottom right corner.

- Arm folding
- Leg crossing
- Leaning forward and back

Serious shifts, arm folding, leg crossing, leaning forward and back now these are the things through which you can detect very clearly that what is going on inside the mind of a person, and accordingly you can behave with the mood of that person and certainly these are the non verbal cues.

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The slide is titled "AUDITORY CUES" in a large, black, serif font. Below the title, there is a bulleted list. The first bullet point is "Noticeable Verbal Expression:", which is bolded. Underneath it, there are seven more bullet points: "Volume", "Tone", "Clearness", "Speed", "Pauses", "Rhythm", and "Words". At the bottom of the slide, there is a dark blue footer bar containing the IIT Roorkee logo on the left, the text "IIT ROORKEE" and "NPTEL ONLINE CERTIFICATION COURSE" in the center, and the number "27" on the right.

Auditory cues noticeable verbal expression like volume tone clearness, speed, pauses rhythm words I mean if you find someone very angry he or she may shout and speak very fast. So, this is all about the situation of a particular person or the situation in which a person is working or behaving. Now some more perceptible signals like the settle changes in the skin colour, pupil, dilation, breathing, arm leg movement I mean a lot to see. If you are new this fine level of observation, you would be justified in thinking it is a big leap; however, it does get easier with practice. NLP can improve your knowledge to identify it to make you aware. One can do this by expanding outer vision while staying focused on her central object on the central object. Outer peripheral vision is the wider range of vision and provides you with information regarding movement in the general vision filled.

Now we are discussing the perceptible signals in which one is very important that feeble retina vision, which is also known as tunnel vision provides you with high quality, but narrow stream of visual information. This is important to know that the tunnel vision is useful while focusing on single information. How to improve visual awareness, because n l p trains you to read others mind not to disclose your mind to other or how to deal with a person successfully in a given situation. So, how to improve visual awareness? Now there are certain activities top improve the awareness to discover the small changes in peoples physiology, meditation posture or sit comfortably and focus on spot on the wall ahead of you. Taking long breathe to relax or concentrating on the area of the focus. Area

of the focus means the area which you are trying concentrate or the area you are trying to explore or to work on. After developing once visual awareness it is easy to diversify in the visual traits and it is obvious that each person has his or her own set of physiological distinctions, for different experiences and emotions.

According to neurolinguistic programming there is no such universal language implied on body movement. Each person has his or her own unique body language with different types of experiences and emotions. Neurolinguistic programming evaluates the people as they access different experiences means showing off expressions different expressions and with the help of expression, a person can be assessed. With these this practice each individuals characterises for the various states can be accessed accurately to be able to read non verbal signals. Now to improve sensory awareness there are some quick exercises, how to make your visual awareness very strong or your auditory or your kinaesthetic, without looking at your watch can you describe it what colour is the face of watch.

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**Some quick exercise**

- **Without looking at your watch, can you describe it?**
- What color is the face of the watch?
- **Are the number roman numerals or ordinary**
- Do you have a second hand?
- **Does it rotate smoothly or does it glide?**
- Is there a name written on the face?
- **If so is it in capitals?**

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That is I mean also this is also very good exercise to retain the number telephone number, the mobile number, 10 digit mobile number. So, without looking at your watch can you describe it, what colour is the face of the watch are the number roman numerals or ordinary do you have a second hand, does it rotate smoothly or does it glide is there a name written on the face? If so, it is in capitals, I mean so many things that you can



remember and you can train your mind, you may look at your watch every day, but not know or taken much about it.

So, sensory acuity is when you became aware of everything. Now this is also one of a very good practice one of the very good exercises you can say for practicing to improve your sensory acuity. This exercise is a two person exercise a and b. Bs job is to observe a; to simplify the discussion let us assume a is a male b is a female. A closes his eyes and thinks of someone he dislikes, while a thinks about this person a begins at top of his head and slowly moves his attention down his own body, noticing any physiological reaction to thinking about this person. For example, a may not notice tension around his eyes a pain in his shoulder or a heavy feeling in his stomach as a is scanning his body he tells b what he is observing.

Once a finishes describe what he has observed b tells a what she has observed for example, she may have observed as eye closed tightly, a red flushing around his neck very shallow breathing, twitching of finger on his right hand, a change in his tone or voice or an energy pushing her away from a. Once step three is completed, a stretches and looks around the room this is called a break stage and clears the mind of the internal representation of the person a dislikes.

Now a closes his eyes and repeats step two and three while thinking of someone he likes break a state by stretching or looking out the window. A may be surprised at the different internal reactions that he had between thinking of someone he dislikes of someone he likes he may also be surprised by the reactions that he was not aware of that b described to him as a result of this exercise a may discover that he really does telegraph his feelings thoughts to others even if it is an unconscious level.

A chooses one of the two people he thought about earlier and does not tell b which person it is. Now this all to you know break the kind of pre occupy notions, he closes his eyes and thinks of this person. From what she observed earlier b tells a who a is thinking about almost like magic.

Now certain precautions for sensory acuity we stick with what we have seen heard felt tested or smelt. Perhaps we do not project an opinion or guess like for example, you may observe that my lids curl up at the ends in the form of a smile a fact. You may however,

tell me that I am happy a guess hallucination or mind read the smile may be a result of the fact that I have a bad case of I mean discomfort or pain.

Mind reading can potentially get us into trouble, consider someone who is angry versus someone who is very determined and focused in getting something done. The external cues may be quite similar if we ask the person who is determined, why they are angry. They may indeed be angry with us for making an erroneous judgement about them. Now with all such sensory awareness one can get some very positive results because when we speak or when we act or when we proceed to get something substantial in life, it means that we are thoroughly aware with all our sensory organs.

So, sensory acuity is a kind of power trained by neurolinguistic programming, to train you to get things in advance or quickly or cleverly. Because neurolinguistic programming is a process to enhance and enrich your personality, and through your sensory organs you are supposed to be given the training to read other minds and to know where you are standing that is why certain important exercises are there to train you or to get you out of a kind of ugly situation that gives you a very horrible kind of feeling like I mean the a and b cases. Similarly the examples I mean the example I gave you regarding the watch and also the 10 digit mobile number.

How to train your brain I mean we are accustomed to the mobile and all the numbers are there perhaps I mean we do not know our own number, but to train the mind to get the power of memorising, you try to remember like 9 4 then double 3 then triple 9 and you repeat it reverse and you will find that you are getting a kind of power to memorise and to have a very powerful command over your sensory organs, as we were discussing that the verbal and non verbal and as we have seen that 55 percent of physiological or the non verbal cues are involved. So, we should be careful enough like even touching you are touching somebody while you are talking to somebody, it is a kind of feeling you are transferring from yourself to that person. When the situation requires to pat somebody or to touch somebody to get the best result you need to do that, but sometime something happens completely I mean contrast.

You are touching somebody, but as per situation it is not appropriate. So, you have to be very careful while you are communicating with somebody, that how to behave or what

kind of appropriate action is required touching like listening. Listening that is sometimes also call empathy.

In negotiation and persuasion as well as I mean the which is the very important part of neurolinguistic programming and even in meta cognition, and even in the outcome how you listen to other, what kind of empathy level you have. Listening is a tough task you are listening to other to get, but if you listen other with your feedback like the physical gesture and posture with a very positive note on your face, naturally the other that is the receiver will get or the sender will get a particular kind of satisfaction. This may gives you a kind of satisfaction to and this may improve your calibre. So, listening to other while making discussion is also a very important part; suppose in a communication there is a sender and there is a receiver where I am sending my message to the other I should be conscious over that there should not be any communication gap.

Now, what do you do we mean by communication gap and for that we have to be careful enough whether we are getting feedback or not. Even the communication gap may be a kind of noise, noise can be anything hindrances your voice the technical fault, but it is you the sender as the sender who needs to clarify whether you are communication is going to the receiver or not and for that you have to get the feedback.

So, sensory acuity is a very powerful aspect of non verbal communication, which holds sometimes 65 percent of the entire verbal communication. And to get the goal completely your sensory awareness should be well equipped and for getting is it all sensory organs well acquit you need to practice also, and that is why I gave some examples like how to become very aware or alert that is very important, and any professional world it is as important as anything else.

So, sensory acuity gives you the power not to read the mind, but to give you calibre to understand people. Different type of person in your professional life, how to deal with them because while discussing nationality or to controlling emotion so, different people and different kind of attitude. So, how to deal you cannot deal with everyone on the same scale, you have to fix up and fixing up the point for different kind of person what is required your understanding of people.

Now, here comes sensor acuity which is very important and which gives you power to perceive or experience the world. I mean if you give you a flower rose flower I mean I

am just giving you an example to a person or 10 person you will get 10 feedback different kind of feedback. May be I mean one for one it is very beautiful for one is the nature gift, for one does not like because there is you know thorn in it and so on.

This is perception how your mind reacts to a particular situation or to a particular thing that you need to perceive as a person when dealing with a particular situation. So, perceiving is totally ones faculty brain faculty or the power of the brain of a particular person how to deal with the situation.

So, training the brain or training yourself you have to be extra alert and for that as I mentioned earlier also you know sports is also one of the important aspects to enhance your personality. Because we all are under stress and when we are under stress it is very difficult to alert or to be aware and sensory organ may be failed. So, how to be alert how to make our self aware may be sports may be yoga may be some exercises and may be reading developing reading habit it is also a kind of meditation, it is also a kind of relaxation it is also a kind of learning new things, but all do matter when you have concentration.

So, what I am trying to tell you or convince you that, to get the best result in your life be alert try to develop the power on your nervous system, power on your sensory organs this is all nervous system and neurolinguistic programming is to control the nervous system to be an effective. Professional and sensory acuity is one of the important vital part of that; that is why I am again and I am telling you again and again that this world is full of distraction.

Now when you have to fix up the goal, you have to be very concentrate you have to be very choosy you have to be very I mean serious in pinpointing your goal and for that you have to fix up certain things like the awareness or controlling your sensory organs. I am sure that you must have learnt the power of sensory organ and that is why it is always said that when you move ahead alert, who is behind you and your surrounding perhaps that is one step to give you success.

Thank you very much.