

## TRY TO SEE IT MY WAY

Have you ever been on holiday abroad and, despite that evening class, found your grasp of their language wanting? Imagined fluency degenerates into miming 'where is the nearest chemist'. You find it, then confuse non-English speaking onlookers by banging your fists against your head to indicate 'have you any paracetamol for a headache?' Soon, you're miming the entire cordon bleu menu, with rousing applause from other diners for your rendition of 'lobster'!

Such encounters throw us back on communication resources long dormant. It's quite freeing!

Good communication depends on not only the mastery of language but also being able to select and use the most appropriate method, whatever the situation. Some people understand better through visual images, others through hearing words and sounds, whilst others prefer active demonstration and 'talk with their hands'. Recognise anyone?

These three systems of thought are:

- Visual – through your eyes
- Hearing – with your ears
- Kinaesthetic/feeling – through touch

An effective communicator identifies the preference in others and modifies their approach accordingly. We all have a preference to some degree.

Try this quick test. Read the following statements. Which appeals to you most.

1. NLP does sound interesting. I must give them a call and ask if there are places left on the course.
2. I can see the benefits and I must look at the website to see how to book a place.
3. I'm attracted to it and I shall go along and do the course.

Now, do you think your preference is 'visual', 'hearing' or 'kinaesthetic/feeling'? Remember, your preference is only that, a preference, born out of habitual use. You can awaken the others whenever you choose.

For further information and contact details, see [www.pomod.co.uk](http://www.pomod.co.uk)

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