

X



reviewer4@nptel.iitm.ac.in ▼

Courses » Perspectives on Neurolinguistic

Announcements **Course** Ask a Question Progress FAQ



Unit 3 - Week 2

Register for Certification exam

Course outline

How to access the portal

Week 1

Week 2

Lec 06 : Four Pillars of NLP

Lec 07 : Sensory Acuity

Lec 08 : Rapport

Lec 09 : Flexibility

Lec 10 : Useful NLP Techniques

Quiz : Assignment 2

Solution for Assignment 2

Week 3

Week 4

DOWNLOAD VIDEOS

Interaction Session

Assignment 2

The due date for submitting this assignment has passed.

As per our records you have not submitted this assignment. **Due on 2019-02-13, 23:59 IS**

1) The relationship developed over mutual trust and responsiveness is known as: **1 point**

- Sensory awareness
- Outcome Thinking
- Rapport
- All of the above

No, the answer is incorrect.

Score: 0

Accepted Answers:

Rapport

2) The ability to experience life through the lens of our own 5 senses is known as: **1 point**

- Rapport
- Sensory Acuity
- Congenial Appearance
- All of the above

No, the answer is incorrect.

Score: 0

Accepted Answers:

Sensory Acuity

3) What purpose is achieved by following the principles of the four pillars of NLP? **1 point**

- Discovering yourself
- Being humorous for others
- Getting professional success only

© 2014 NPTEL - Privacy & Terms - Honor Code - FAQs -

A project of



NPTEL

National Programme on Technology Enhanced Learning

In association with



Funded by

4) The four Rs of Rapport stands for:

1 point

- Research, Recognition, Reassurance, and Responsibility
- Respect, Revive, Reassurance, and Responsibility
- Retrospect, Responsibility, Recognition, and Reassurance
- Respect, Recognition, Reassurance and Responsibility

No, the answer is incorrect.

Score: 0

Accepted Answers:

Respect, Recognition, Reassurance and Responsibility



5) The most effective ways of developing a rapport are:

1 point

- Match non-verbal communication
- Convince the other person to listen to you at any cost
- Develop a genuine interest in the other person
- Both a & c

No, the answer is incorrect.

Score: 0

Accepted Answers:

Both a & c



6) Who lacks behavioural flexibility?

1 point

- A person who is always ready to change
- A person who is never ready to change
- A person who change the approach when something doesn't work
- Both a & c

No, the answer is incorrect.

Score: 0

Accepted Answers:

A person who is never ready to change

7) What should be considered a trait of outcome thinking?

1 point

- To know about the immediate surrounding
- To know about what you want rather than what you don't want
- To know about everybody
- None of the above

No, the answer is incorrect.

Score: 0

Accepted Answers:

To know about what you want rather than what you don't want

8) What is mirroring?

1 point

- Creating a mirror image of the functioning of the society
- Creating a mirror image of the body language of the person in connection
- Both a & b
- None

No, the answer is incorrect.

Score: 0

Accepted Answers:

Creating a mirror image of the body language of the person in connection

9) Swiss pattern is useful in:

1 point

- Over-excitement
- In both negative and positive thinking
- Under-performing situation
- Both b & c

No, the answer is incorrect.

Score: 0

Accepted Answers:

Under-performing situation

10) Anchoring is simply creating..... for a new state which you have created for yourself. Fill in the blank with the suitable option.

1 point

- aide-memoire*
- quid pro quo*
- carpe diem*
- None of the above

No, the answer is incorrect.

Score: 0

Accepted Answers:

aide-memoire

