

## **Eye Access Cues**

There is some debate in the HRD world about the effectiveness of using eye access cues.

This exercise has been developed to enable you to draw your own conclusions.

It is said...

That when we process information internally, we do so with a preference aligned to one or more of our senses.. It is believed possible to access the meaning of a word in any one or a combination of our 5 senses.

By observing an individuals eye patterns when 'thinking' we can get clues as to how a given individual stores information and how they may act upon it.

Originators of NLP (Bandler & Grinder) have observed that move their eyes in systematic directions, depending upon the kind of thinking they are doing. These movements have been called "eye accessing cues". The diagram below indicates the kind of processing most people do when moving their eyes in a particular direction. It is said that a small percentage of people are 'reversed' in that they react in a way that mirrors the diagram below..

On the following pages is a simple questionnaire you can use when observing someone to help identify their 'preferred' working patterns.

## Eye Accessing Cues Exercise

Sit opposite your partner and ask them one question at a time. Look for their FIRST eye movement as you ask the question, then mark the appropriate face with the response observed.

**Tip – Use a marker pen to mark the faces**



**Visually Imagined**



**Visualisation**



**Visually Remembered**



**Auditory Imagined**



**Auditory Remembered**



**Sensory Access  
(Kinaesthetic)**

The eye positions are  
shown as they would  
be seen by an observer



**Self Talk  
(Internal)**

1. What colour is your favourite top?



2. When was the last time you saw your signature?



3. How did the last piece of music you heard sound?



4. Can't you differentiate between a police siren & a fire alarm?



5. What does the front of your car look like?



6. How does laughing feel?



7. Describe the layout of a house you would like to create.



8. Imagine yourself 20 years from now



9. Who did you speak to the last time you were on your mobile?



10. Are your hands warm now?



11. How does it feel to slip on a slippery surface?



12. What does your best friend's voice sound like?



13. Imagine a pink giraffe with yellow stripes



14. Which side of your front door is the lock on?



15. How would ABBA sound singing "I want to break free"



16. When you are upset, who makes you feel better?



17. Say your name backwards



18. Describe what an elephant would look like with the head of a giraffe



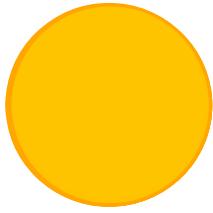
19. Can you remember how you felt the last time someone you dislike, complimented you?



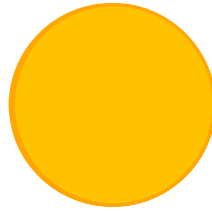
20. Can you feel your feet in your shoes?



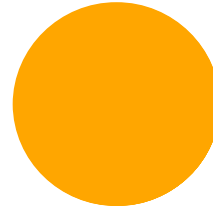
Now count up the number of marks in each position:



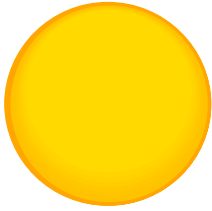
**Visually Imagined**



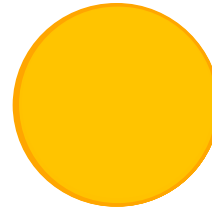
**Visualisation**



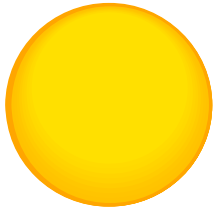
**Visually Remembered**



**Auditory Imagined**

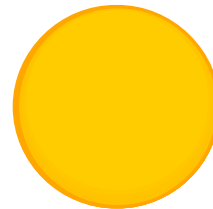


**Auditory Remembered**



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(Kinaesthetic)**

**The eye positions are  
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**Self Talk  
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