

Reading Time: 3 minutes

Magic Questions: The Cube Pattern

Introduction

The Cube Personality Test, also known as “The Cube,” is a psychological exercise that guides individuals through a series of visualizations to reveal insights about their subconscious mind. This test was popularized by the Japanese author Tadahiko Nagao in his book “Kokology: The Game of Self-Discovery,” which explores various psychological games designed to uncover aspects of one’s personality.

In the context of influence and persuasion techniques, the Cube Pattern has been adapted by practitioners to create a sense of intimacy and understanding. By guiding someone through this visualization, one can gain insights into their values, desires, and personality, fostering a deeper connection.

The Pattern: The Cube

Setup and Engagement

“Have you ever played a mental exercise that’s meant to reveal things about yourself? It’s fascinating how a simple visualization can tell us so much about our inner world. Let’s try something—it’s called *The Cube*.”

The Guided Visualization

1. **Step 1: Imagine a Desert**

“Close your eyes for a moment and imagine you’re standing in a vast, empty desert. It’s peaceful and endless, stretching as far as you can see. Now, somewhere in this desert, there’s a cube. Can you see it?”

2. **Step 2: Describe the Cube**

“Look at the cube carefully. What does it look like? What color is it? How big is it? Is it solid or transparent? What material is it made of?”

3. **Step 3: Add a Ladder**

“Now, as you’re observing the cube, you notice there’s a ladder nearby. Where is the ladder in relation to the cube? What is it made of? Is it leaning on the cube, standing freely, or lying flat?”

4. **Step 4: Introduce a Horse**

"Now imagine a horse has appeared in this desert. What does it look like? What's its posture? Is it moving or still? Where is it in relation to the cube and the ladder?"

5. **Step 5: See Flowers**

"You notice flowers scattered around the desert. How many are there? What do they look like? Where are they in relation to the cube, ladder, and horse?"

6. **Step 6: A Storm Approaches**

"Finally, a storm starts to gather in the distance. Where is the storm in relation to the cube, ladder, horse, and flowers? Is it close or far away? What kind of storm is it?"

Explanation of the Pattern

Symbolism of the Visualization

The imagery in *The Cube* is symbolic, providing insights into the listener's subconscious mind. Each element represents a different aspect of their inner world:

1. **The Cube:** Represents their self-image. The size, material, and transparency of the cube reflect how they see themselves—confident, vulnerable, grounded, or idealistic.
2. **The Ladder:** Symbolizes goals, aspirations, or relationships. A ladder leaning on the cube suggests interdependence, while a free-standing ladder might indicate independence or distance.
3. **The Horse:** Represents the ideal partner. Its appearance, behavior, and proximity to the cube reveal their desires and expectations in a relationship.
4. **The Flowers:** Reflect social connections, friendships, and community. The number and placement of flowers indicate how they view their support system.
5. **The Storm:** Represents challenges, fears, or impending changes. Its proximity and intensity reveal their current emotional state regarding obstacles in their life.

Why It Works

This pattern is rooted in the power of metaphor and symbolism, common tools in both hypnosis and NLP. By guiding the listener through a visualization, you allow them to project their internal experiences onto the elements of the exercise. The listener feels they are discovering truths about themselves, creating a deeper bond with the person guiding them.

How to Apply the Cube Pattern

1. **Create a Relaxed Environment:**

Set a calm, inviting tone. Use a soothing voice and avoid rushing through the steps.

2. **Ask for Descriptions:**

Encourage the listener to describe each element in detail. Probe gently with follow-up questions if needed.

3. Interpret with Empathy:

When discussing the symbolism, frame interpretations as observations rather than judgments. For example, “It’s interesting that your horse is standing still—maybe that suggests a desire for calm and stability in your relationships.”

4. Encourage Reflection:

After completing the exercise, ask open-ended questions to deepen the connection. For example:

- “What do you think your cube says about how you see yourself?”
- “Do you feel like the storm represents any challenges you’re facing right now?”

5. Anchor Positive Associations:

Use the insights gained to validate their feelings or experiences, creating rapport and trust. For example, “It sounds like the flowers show how much you value the people in your life. That’s a wonderful quality.”

Conclusion and Final Thoughts

The *Cube Pattern* is a versatile and engaging tool that combines elements of visualization, introspection, and conversational hypnosis. By inviting the listener to explore their inner world symbolically, you foster a sense of intimacy and understanding.

However, the power of this technique lies in the subtlety of its application. Use it sparingly and with genuine curiosity to create meaningful connections. When done right, *The Cube* can leave a lasting impression, helping the listener feel seen, understood, and validated.