

1: NLP Language Patterns, The Meta Model

NLP language patterns in this sense come from The Meta Model which Richard Bandler and John Grinder developed as a result of modelling. Those who are interested in studying their work in detail might like to buy The Structure of Magic by Bandler & Grinder where there is a detailed technical exposition of the subject.

Find out how to spot these subtle signs by downloading our guide here. Legend has it that a college professor helped two misfit college students take the mental health world by storm. Anthropologist Gregory Bateson was secretly peering into the work Richard Bandler and John Grinder were doing with a few top notch therapists. He grew curious as to how they were able to repeat seemingly impossible therapeutic miracles with people with little to no training. What was going on? Not by a long shot. While they were not geniuses, they were really good at one particular skill. And what was this skill? They were top notch at uncovering what made someone an expert in their field. Bandler and Grinder studied the best and brightest counselors and therapists at the time. Soon Bandler and Grinder were studying a few therapists that seemed to rise above everyone else in their fields. That was until their mentor, Gregory Bateson, introduced them to Milton H. Erickson the grandfather of modern hypnotherapy. Erickson had a reputation for having an almost magical way of speaking with his clients. And to help them overcome their problems at the same time. Now for the kicker that may surprise you: Let us explain listen carefully. Erickson knew how to trust his unconscious to guide people into trance. That is until Bandler and Grinder stumbled into his world. But to get a brief breakdown of what these famous language patterns are, keep reading!

Cause And Effect One thing will cause another thing to happen. The word because can lead to a cause and effect.

Complex Equivalent One thing means another thing. Ever have a gut reaction of:

Modal Operators There are two modal operators. **Universal Quantifier** A strong generalization that is always true or never true. Words to use are never, everyone, nobody and always. **Nominalization** A verb that doubles as a noun. For example, relaxation is a nominalization. **Tag Question** A tag question helps to weaken and soften resistance. These are commonly used in sales. **Comparative Deletion** This is a verbal deletion of what one thing is being compared to. There were 3 verifiable statements. It was then followed up with a statement of possibility. Perhaps you want another example. You can feel the temperature of the air on your skin yes. And you might be wondering whats next?

Double Bind A double bind is an illusion of choice. Two or more possibilities lead to the same outcome. These are very common in a sales situation. **Embedded Commands** An embedded command is a verbal command that sticks out like a sore thumb to your unconscious. These are truly some of the most misunderstood aspects of Hypnotic language. Using one embedded command will not have as strong an effect as a series of embedded commands. Thats a long winded explanation. It would start to follow these suggestions. When using embedded commands it can help by using a downward inflection. **Conversational Postulate** These are a command disguised as a question. Its requesting an action while asking a question. Unconsciously you answer yes. As with embedded commands a downwards inflection can make these even more powerful. And you might have been exposed to some new information on language patterns.

2: Hypnosis Using the Milton Model

Section 2 will explore the same paragraphs that were included in the examples of Milton model language patterns in section 1; the direct comparison of which will outline the way in which the Meta model seeks, almost as a polar opposite effect, to chunk down the order of thinking and thus gain specificity.

There is also an emphasis on ways to change internal representations or maps of the world in order to increase behavioral flexibility. The founders, Bandler and Grinder, started by analysing in detail and then searching for what made successful psychotherapists different from their peers. The patterns discovered were developed over time and adapted for general communication and effecting change. NLP modeling methods are designed to unconsciously assimilate the tacit knowledge to learn what the master is doing of which the master is not aware. As an approach to learning it can involve modeling exceptional people. After the modeler is capable of behaviorally reproducing the patterns of behavior, communication, and behavioral outcomes of the one being modeled, a process occurs in which the modeler modifies and readopts his or her own belief system while also integrating the beliefs of the one who was modeled. By listening to and responding to these language patterns the practitioner seeks to help the client to recover the information that is under the surface of the words. The questions in the meta-model are designed to bring clarity to the clients language and so to their underlying restrictive thinking and beliefs. In business or therapy, the meta-model might be used to help a client elaborate the details of problems, proposals and objectives by asking about the important information that has been left out. For example, a person states that "we need to make a decision", a response could be to ask who will actually be doing the deciding and how exactly the process of deciding from decision would take place. In that statement there was also an implied necessity from need which could also be challenged to find out if it really is a necessity. Firstly, to assist in building and maintaining rapport with the client. Secondly, to overload and distract the conscious mind so that unconscious communication can be cultivated. Thirdly, to allow for interpretation in the words offered to the client. Rapport The first aspect, building rapport, or empathy, is done to achieve better communication and responsiveness. Overloading conscious attention The second aspect of the Milton model is that it uses ambiguity in language and non-verbal communication. Indirect communication The third aspect of the Milton model is that it is purposely vague and metaphoric for the purpose of accessing the unconscious mind. It is used to soften the meta model and make indirect suggestions. In contrast an indirect suggestion is less authoritative and leaves an opportunity for interpretation, for example, "When you are in front of the audience, you might find yourself feeling ever more confident". This example follows the indirect method leaving both the specific time and level of self-confidence unspecified. It might be made even more indirect by saying, "when you come to a decision to speak in public, you may find it appealing how your feelings have changed. Representational systems NLP The notion that experience is processed by the sensory systems or representational systems, was incorporated into NLP from psychology and gestalt therapy shortly after its creation. Memories are closely linked to sensory experience. When people are processing information they see images and hear sounds and voices and process this with internally created feelings. Some representations are within conscious awareness but information is largely processed at the unconscious level. When involved in any task, such as making conversation, describing a problem in therapy, reading a book, kicking a ball or riding a horse, their representational systems, consisting of images , sounds , feelings and possibly smell and taste are being activated at the same time. Many NLP techniques rely on interrupting maladaptive patterns[clarification needed] and replacing them with more positive and creative thought patterns which will in turn impact on behavior. If a person repeatedly used predicates such as "I can see a bright future for myself", the words "see" and "bright" would be considered visual predicates. In contrast "I can feel that we will be comfortable" would be considered primarily kinesthetic because of the predicates "feel" and "comfortable". These verbal cues could also be coupled with posture changes, skin color or breathing shifts. The theory was that the practitioner by matching and working within the preferred representational system could achieve better communication with the client and hence swifter and more effective results. Many trainings and standard works still teach PRS [10] whilst other proponents[who? The

purpose of Wikipedia is to present facts, not to train. Please help improve this article either by rewriting the how-to content or by moving it to Wikiversity , Wikibooks or Wikivoyage. September Submodalities are the fine details of representational systems. Although NLP did not discover submodalities, it appears that the proponents of NLP may have been the first to systematically use manipulation of submodalities for therapeutic or personal development purposes, particularly phobias, compulsions and addictions. Related concepts in other disciplines are known as cognitive styles or thinking styles. In NLP, the term programs is used as a synonym for strategy, which are specific sequences of mental steps, mostly indicated by their representational activity using VAKOG , leading to a behavioral outcome. It tells you what to do with the information you are getting, and like a computer program, you can use the same strategy to process a lot of different kinds of information. Specifically they define common or typical patterns in the strategies or thinking styles of a particular individual, group or culture. Some of them are: The meaning of a communication is the response that you get not the one intended.

3: NLP Metamodel | Virginia Satir | Taalpatronen

Exercise - Meta model language patterns & responses Below are some filters people use in relation to deletion, distortion & generalisation.. The secret is to respond with a question.

How do you do that? Crystal Ball Gazing -- Believing one knows an unknowable future for oneself or others. Stacked Meta Model Violations are less accessible to productive interactive challenge since, if one violation is challenged, the others are tacitly accepted presuppositionally. Yet, to challenge all of the stacked violations is cumbersome in natural conversation. More effective response modes will be found under The Hoag Model to be published at a future date. Complex Equivalence Statements where complex situations, ideas, objects or their meanings are equated as synonymous. Frequent words [which are often omitted from the surface structure of the sentence]: I must be really stupid. What resources do I need in order to have a better idea? What specifically are they doing differently? Lost Performative Value judgments made without specifying who is making the judgment e. It needed to be said. Or by what specific model? Is it possible that the storms should NOT blow themselves apart in the context of a larger model we do not yet understand? It creates what Erickson called, "an illusion of choice" and directs attention to consider only the two possibilities mentioned. Outframe the limitation in choices. What would have to be true if we did neither? I hope to God we have the sense to make the right choice. If you know the specific source of this quote, please let me know. This version appears in the book: Such terms rely on multiple levels of indirection and tend to produce trance positive or negative. Delusional Verbal Splits Elementarism Using language to compartmentalize and dichotomize elements of a whole so that we think and talk about them as if they actually exist apart from the whole. Maps created with elementarism do not accurately represent the territory and prevent us from thinking systemically. Common delusional verbal splits include: Multiordinality a type of nominalization Over-generalizing the meaning of words to the point where a word has a multiplicity of meanings and can be applied, ad infinitum, to itself. Deleted in multiordinal terms is the level or dimension of abstraction being used in the generalization. These terms are infinitely valued stages of processes with a changing, ambiguous content. Static Words a type of nominalization A fixed or rigid meaning applied to a multiordinal term. What do you mean? Which part of life? Clue words are bolded. My comments are in blue. See what you can recognize. Quotes are from multiple unidentified speakers on the screen. Non-quotes are narrative voice-overs. Ultimately, where we come from. Born to parents at NASA in , crippled at birth, but completely cured by engineers and astronauts, Hubble has revolutionized our science of the cosmos. It has become a global superstar and a household name. What gender is it? It has a will of its own? Hubble is so phenomenal. But after years without maintenance, the telescope is desperate for help. Now it faces the most dramatic and exciting moment in its life: According to what authority? Was this decision handed down from Heaven? With a massive final mission to revive the greatest science tool today, Hubble and its amazing support team are about to make history again. Pseudo-Words a type of nominalization Linguistic maps that reference nothing either in the mind including abstract logic or the external world. These can be nouns, adjectives, verbs, adverbs, expressions, etc. They are either names of things which do not exist, or fictions based on false or idle theories. As such, they may be context dependent. Please show me perfection. Can you show me a photo of it? No one thing is even the same from moment to moment. Therefore, identification is abstract, resulting from deletion of distinctions. Emotionalizing Using our emotions for gathering and processing information: Emotions arise in response to differences or similarities between our maps and the territories they represent. This was stated by a client who had not been fired. His explanation for the discrepancy between what actually happened and his statement was, "Well, it felt like I had been fired. This process inaccurately connects external events to our self-image, self-opinion and self-definition, and ultimately relinquishes response-ability for our own choices and actions. Every football season he was glued to the TV. Can you point them out to me? Metaphors Understanding and experiencing one kind of thing in terms of another. Metaphor is different from simile. Like identification, they delete differences. Tag questions are sometimes accompanied by a temporal shift. Return focus to the statement. The simplest example is: Using a modifier in a linguistic context where it is unclear which other

part s of the sentence the modifier refers to. Are the habits on the hanger? One morning, I shot an elephant in my pajamas. Was it a one-eyed, one-horned flying purple creature that ate people, or a creature that ate one-eyed, one-horned, flying purple people?

4: Reverse Meta Model: Hypnotic Language patterns Archives - Ericksonian

This web page and the accompanying "Meta Model Flashcards" include definitions, descriptions and examples of all the Meta Model patterns including L. Michael Hall's extensions, several sub-patterns I have specified, and selected Milton Model language forms.

The single biggest problem in communication is the illusion that it has taken place. George Bernard Shaw. They studied the techniques of the celebrated family therapist, Virginia Satir, Milton H Erickson, the father of hypnotism in modern times, and Gregory Bateson and were able to discern that although these people claimed to act intuitively in the course of their work, in fact there were predictable elements in what each of them did. Milton H Erickson commented: We identify those senses as auditory or hearing, visual or seeing, gustatory or tasting, olfactory or smelling and kinaesthetic or feeling. The words we speak to describe our experiences are known as the surface structure. But at a deeper level, known as the deep structure, we subject ourselves to deletion, distortion and generalisation. From there the surface structure is created. Our words are just a symbol or model of our experience; they do not describe the whole picture. We think differently from each other. NLP language patterns – thinking differently. John La Valle tells the story of a wife who asks her husband, "Could you please go shopping for me and buy one carton of milk, and if they have avocados, get six. A short time later the husband returns home with six cartons of milk. Now think about this one. Salim, who had just left school, attended for a job interview. The interviewer started with a simple general question: The interviewer turned to arithmetic. The interviewer was aghast. Dah da da da dah dah dah. So by helping people to be more specific and to speak more precisely, it can help them to be more constructive about their particular experiences. The last thing you wish to sound like is a prosecutor or inquisitor. This will also keep you up-to-date with my free newsletter Inspirations. I promise to use it only to send you Inspirations.

5: NLP Meta Model, by John David Hoag

How to use the NLP Meta Model. This is one of the most valuable tools in NLP for understanding people and how they think. Why? Because skill with the Meta Model is like having a stethoscope for the mind - it enables us to recognise the thoughts and feelings which lie beneath what a person is saying.

NLP is one of the best, if not the best, models for understanding human communication, with proven techniques and processes to help you address what is holding you back. Online NLP practitioner certification training or NLP master practitioner training that you can take from anywhere in the world at your own pace. Paraliminals are audio tools designed to help your unconscious mind learn new ways of responding to what is going on in your world. They can help you to address issues such as: If you republish this article without permission, you will be in violation of copyright law and sent an invoice. Or you can link directly to this page from your website or blog. Share The Meta Model assists a client to be more specific or precise about his problem and as a result he begins to discover possible resources or solutions to his problem. Gregory Bateson was enthusiastic about this approach and he was also aware of the work of Milton Erickson who was also getting great results with his clients, but in a different way - being vague rather than specific, the exact opposite of the Meta Model. Bateson encouraged John Grinder and Richard Bandler to meet Erickson and discover why he was so successful. It follows the way the mind works naturally. Trance is a state where you are highly motivated to learn from your unconscious mind in an inner directed way. Milton Erickson Milton Erickson was generally regarded as the foremost hypnotherapist of his time. He worked with trance and cleverly structured sentences full of vague meanings to help his clients discover how to address their problems and the resources that they already had available to them. Every behaviour has a positive intention. This is the best choice available to a person given the circumstances as they see it. Resistance in a client is due to a lack of rapport. That is there are no resistant clients, only inflexible therapists. In NLP terms, uptime is when your senses are focused on the outside world, while downtime is related to your inner thoughts. The Meta Model is associated with uptime i. As we go through our daily activities, we are continually cycling through uptime and downtime and are often somewhere in between. Pacing and Leading To pace a client, begin by matching and mirroring her physiology, choice of words, tone of voice, etc. To lead her into downtime, you would begin to focus her attention inward by saying something such as "You may notice how easy it is to close your eyes whenever you wish to feel more relaxed The rest of this article will focus on the Milton Model, which is a set of language patterns used to: Distract the conscious mind. Speak directly to the unconscious and access its hidden resources. For more information on hypnosis, the Milton Model and other hypnotic techniques, please see Hypnosis: A Comprehensive Guide by Tad James. Hypnotic Language Patterns The Milton Model hypnotic language patterns encourage the listener to move away from detail and content and move to higher levels of thinking and deeper states of mind. Some patterns are used to establish a trance state or downtime or relaxation in the body. You will notice that many of these language patterns are identical to those of the Meta Model. Expressing value judgments without identifying the one doing the judging. Includes phrases such as: The linguistic equivalent of assumptions. Universal generalizations without referential index. Words that refer to possibility or necessity or that reflect internal states of intensity tied to our rules in life. Words which are formed as nouns and which are shorthand for processes. It is used to ratify to the listener that he has or will actually manifest the action. It has the structure of a question and often the tonality of a statement. A comparison is made without specific reference to what or to whom it is being compared. Using sensory-grounded, behaviorally specific information to describe current experience. Are questions that operate at multiple levels. Although they require only a simple yes or no answer, they invite you to engage in an activity in some way. Often they contain an embedded command. Is a rambling context for the delivery of information that may be in the format of a command. I cherished all of his advice. I remember one particular day when he said to me "Change is easy and can be fun". Attributing intelligence or animation to inanimate objects. Lack of specificity a. More than one possible meaning. Takes advantage of everything in the listeners experience both internal and external environments to support the intention of the speaker. Instead of getting

frustrated and annoyed with your colleague, you could say to your client, "You may have heard a door opening and let this be an opportunity to invite new ideas and thoughts into your life. Roger Ellerton is a certified NLP trainer, certified management consultant and the founder and managing partner of Renewal Technologies. My books are also available through other fine online book retailers.

6: Methods of neuro-linguistic programming - Wikipedia

The Yang of Language Patterns. The Meta-Model is also known as the language of precision, or precision language, which addresses the common tendency of people to sometimes overgeneralize, distort or delete information as we speak and write.

Erickson observed that although he knew what he did, to explain it was much too difficult for him. The Meta model is a model of language about language; it uses language to explain language. It examines the surface structure of language in order to gain an understanding of the deep structure behind it. So the Meta model chunks down in order to recover distortions, generalisations and deletions. In that respect it is precise and concentrates upon the specifics. Whilst the Meta model chunks down to specifics, the Milton model chunks up to produce vagueness and ambiguities. The Milton Model and trance Think about the number of times you go into trance today. You are busily undertaking a task of some kind, engaged in a sport or studying, and you wonder where that last hour went. Your unconscious mind had taken over and you were running on autopilot. When you are in trance you may not remember consciously everything that happened known as amnesia. I negatively hallucinate my cuff links when they are six inches away from where I normally leave them although they are clearly within my vision. Have you ever suffered an injury in a sporting event, or when you have been busy around the house and not known about it until you see the evidence in the form of a large bruise or blood running from an open wound? It is only then that it seems sore or you notice the throbbing. This is known as anaesthesia. Double binds There is an assumption contained in the sentence. My mother was very good at double binds when I was a boy. It may be the left foot or it may be the right. That is to say, it takes the form of a question but it is telling you what to do: We use this sort of picture language all the time. I love to use them. Once that attention is moved it is easier to get information into the unconscious mind because the listener is focusing inwardly. Extended quotes aid that process. Phonological ambiguities Words that sound the same but have different meanings. They may be spelt the same or differently, but they sound the same. Again, once the transderivational search for meaning commences, the listener goes into trance. Think about that one. Another one to ponder! Do the pictures intrude as well? Punctuation ambiguity These may be sentences that run on with a linking word such as: It very quickly induces trance. I have a friend who constantly starts a sentence, begins another after a few words, then another and then another, and never comes back to his original thought. Or, if he does, I am no longer there because I have long since gone into trance. The Milton Model – other examples These are all examples of the type of language used in the Milton model. You might also like to read about embedded commands in a separate article on this website. Re-read the examples above and then see how many others you can write out for yourself. Gain FREE access to my self-confidence video To gain free access to my self-confidence video enter your email address and first name in the box below. This will also keep you up-to-date with my free newsletter Inspirations. I promise to use it only to send you Inspirations.

7: "NLP is Fun": The NLP Meta Model | Deletion | NLP Language Patterns | NLP is Fun

There are 15 Milton Model language patterns, which deserve their own mini-book if we're going to get down to the nitty gritty details of each. But to get a brief breakdown of what these famous language patterns are, keep reading!

8: Milton-Model - NLP NotesNLP Notes

"You know that understanding language patterns is the key to influencing people?" "You know that you would jump at the opportunity to teach the Meta Model to school kids." "You know that the Meta Model gives you the tools to challenge the priests, the politicians and the merchants with their deceptive rhetoric."

9: Milton Model: 15 Hypnotic Language Patterns For Trance

META MODEL LANGUAGE PATTERNS pdf

The meta model is a set of questions that allow you to gather information that specifies someone's experience, in order to get a fuller representation of that experience. It is one of the essential tools that separates a good NLP Practitioner from a sloppy one.

The mystery of satan La Pollera Traje Nacional de Panama Understanding and managing customers Tamil nadu caste list in tamil Parts of a flower worksheet History of taj hotel mumbai South Park antiliberals The Fox, the Rose, and the minor contributions of France 1905 special theory of relativity Making Sense of Diversity in Organizing Sport (The Business of Sports) Ethnotheories about Breastfeeding and Mother-Infant Interaction (Studies in Ethnopsychology Ethnopsychoaan Spanish word search Business law and the regulation of business 11th The emergence of urban America Financial management books by indian authors Solutions for Introductory engineering statistics, third edition; [by Irwin Guttman, S.S. Wilks, J. Stuar Embedded Systems Handbook (Industrial Information Technology) Hausa architecture Tennis for schools The Village Spirit U.S. outline maps state studies Dark souls 2 full guide Writing in Ancient Egypt (Writing in the Ancient World) Frank moya pons the dominican rlic a national history Towards hunger free India, from vision to action Student activism has dramatically affected American politics Glenn Omatsu Autumn Grocer Quail Cancer Incidence in Five Continents (International Agency for Research on Cancer Scientific Publications) Part seven : Formalization of time-span reduction. Spacefaring the human dimension Rock n go wheelchair manual International Security (SAGE Library of International Relations) War that business must win Clow Point winter recreation parking area Northern Ostyak Chrestomathy (Indiana University Publications. Uralic and Altaic Series) Royal Navy in America, 1760-1775 Belize Business Intelligence Report Reading the fifty states Spiritual Living in a Sexual World Valley for dreams