

Meta Model

Take it in turns to read out the problem statement and respond using the specific Meta Model structure indicated. Each structure will be demonstrated first.

Unspecified Nouns

Example 'I want a change'

Response 'What change, specifically?'

I want a change	I'm enjoying this
It's terrible	I have lots of skills
Meet you at the pub	I want a computer
I want the report tomorrow	I'm putting you down for a course
I need it now	We need this done today
I need the report	Get me a sandwich
Talk to the customer	I need a new car
Get the problem fixed	I read it in a magazine

Unspecified Verbs

Example 'She rejected me'

Response 'How exactly did she reject you?'

He did it	He made her leave
I calmed the customer down	My boss ruined me
I've taken the heat out of the situation	I did a great piece of work
I've seen the writing on the wall	They get on really well
He's running the department badly	I like him
This company is going places	She always falls
I told him, now he should do it properly	I'm running on empty
At least he tries	Let's go!

Nominalisation

Example 'I want recognition'

Response 'How do you want to be recognised'

We have made our decision	Your work needs more attention
I have a bad feeling	I want more choice
There's no relationship	We had a great meeting
Failure worries me	I want publicity
Our customers have no patience	Sales doesn't work
He makes a bad impression	Marketing doesn't work
We need better management	Manufacturing has no future
I want more direction	Decisions are always hard

Lack of Referential Index

Example 'They don't rate me'

Response 'Who, specifically doesn't rate you?'

Response 'According to who?'

The writing's on the wall	People are stupid
They should know better	It needs to be done properly
People make mistake	Those people need to be disciplined
Those products are expensive	One knows what's best
This happens everyday	If you learn NLP you will become very rich
We shouldn't do that	It's either them or us
You must turn your mobile off in the office	We're all going to be made redundant
They say you should do more exercise	If you can't beat them.....

Simple Deletion

Example 'I'm unhappy', Response 'unhappy about what?'

You can't	Help me
I'm fed up	I'm sad
We can manage	I just can't start
He is wrong	It's perfect
I know	It's all wrong
I feel curious	I don't want to
Never again	He can't
You must not do that	Stop it

Comparative Deletions

Example 'Our new product is more effective'

Response 'More effective than what?'

Response 'More effective than when?'

It's for the greater good	He's more sensitive
NLP is better	She goes further
This is far more efficient	You look happier
Hard beds are better	He's more tolerant
She's much brighter	This is more complicated
This is more like it	Green is calmer
She's more fun	This is getting much easier
Blue is better	I'm enjoying this so much more

Complex equivalence

Example 'He's silent.....He doesn't like what I've done'

Response 'How do you know that his silence means he doesn't like what you've done'

A good relationship means never having to say sorry	When you talk like that I know you don't mean it
To stay in this job I have to work harder	He wears the same colour shirt as the boss: that means he's in for promotion
You can't have a well paid job that is enjoyable too	I saw them down the pub together; they must be having an affair
You can't trust salespeople	This is the only way
Marketing is an easy job	He doesn't know what I want because he doesn't care about me
If you want success you have to give up your home life	She goes down to the gym so she must be healthy
That means trouble	
He came in late on Saturday; I'm going to have to fire him	

Lost performance

Example 'it's disaster to be made redundant'

Response 'Who is being made redundant'

Response 'Who is saying it's a disaster?'

People make mistake	Managers are overpaid
They should have seen it coming	People like people who are like them
They're always doing that	People learn from people who are different
This report needs finishing	Learning NLP will make you more successful
A meeting was held	This needs fixing
Mistakes have been made	This report needs finishing
Nobody is pulling their weight	A meeting has already been held about this
People are more flexible these days	They've been at it again

Mind reading

Example 'you don't rate me'

Response 'How do know that I don't rate you?'

Response 'what leads you to believe that?'

I know you don't believe me	She's really happy now
He doesn't want to help me	He'll laugh at this
You just don't care	They will think I'm stupid if I do that
He's ever so happy	He'll be upset if you disturb him
My boss thinks I'm lazy	He'll get upset if you leave early
He'll hate you if you do that	When I present, everyone is judging me
The boss is in a foul mood today	You can see how effective NLP is
You know this isn't working	I know you're enjoying this

Cause and effect

Example 'He makes me cringe just by speaking'

Response 'How does he make you cringe?'

Response 'How you make yourself cringe when he speaks?'

Because of you I feel worthless	They restrict my enthusiasm
This exercise will inspire me	I can't relax without music
I'm unhappy when he goes away	If you want success you have to give up your home life
If I stay in this job I have to work harder	We can't do that because it won't listen
If you want a pay rise you have to stay late	If I do the presentation it will go badly
If I do that I'll get into trouble	There's no point trying, he won't listen
My boss makes me angry	I won't apply, they'll never give me the job
If you do that I'll leave	Things always go wrong when she walks in here
I feel tense as soon as speaks	

Presuppositions

Example 'What are we going to do next?'

Response 'How do you know we're doing something next?'

Response 'What makes you think we're doing something next?'

When this plan falls I'll say 'told you so'	I'll be so happy when he gets found out
It will be easier when he leaves	I can't go for lunch with you because I'm going to a customer meeting
What will the next reorganization bring?	I can't go home – my boss won't like it
When are you leaving?	I can't learn to use this properly because I don't have enough time
Who are you going to fire next?	What's going to go wrong next?
You'll enjoy it once you do it	I'm just waiting for a bus
Once you make a start you'll find it easy	We won't be late – we can get a taxi
We can't buy a car because we don't have any cash	I'll be happy when this is all over

Universal Quantifiers

Example 'He never listens to me'

Response 'Never?'

Response 'was there ever a time when he did?'

Nobody likes me	He always tells the truth
All companies are greedy	No one cares any more
It's always the honest people that love	Nobody is having any fun these days
Nothings the same anymore	All the competition exaggerates
Nothing works here	I'll never be able to get fit
Everybody's talking about it	They always have an excuse
American's can express themselves	Everybody works too hard
Sales people can't be trusted	NLP practitioners are always healthy

Modal Operator of Necessity

Example 'I have to take care of her'

Response 'What happens if you don't?'

We shouldn't do that	You must get that work done to day
You have to get a good education	I mustn't leave yet
You must arrive on time	You need an action plan
You've got to laugh	You have to listen to the boss
I must get a new car	You ought to be more careful
You always have to be dressed smartly	You shouldn't talk to that customer without asking me first
You must be polite to the boss	This project must not fail
We have to get a break from work	You mustn't

Modal Operator of Possibility

Example 'I can't tell the truth'

Response 'What would happen if you did?'

Response 'What stops you?'

Response 'How do you stop yourself?'

I can't go there now	I can't relax
I can't ring that customer	I'll never be to able to learn this
I won't be able to complete that on time	I can't sleep
I can't apply for that job	I couldn't possibly tell you
I might not finish that report on time	I couldn't ask for a pay rise
I can't imagine that	I can't concentrate on work at the moment
I might just tell him that	I couldn't fire her
I could do it if I tried	I might do what he says

NLP Meta model (Short version)

Meta-Model Questions Use them to:

Specify information.

Clarify information.

Open up a person's model of the world.

The Questions

How? What? When? Where?

Who specifically? Who says? According to Whom?

Everybody? Always? Never? Nobody? Nothing? All? No one?

What do you mean by that?

Compared to whom? Compared to what?

How do you know? What stops you? How do you stop yourself? What would happen if you could? What would happen if you did? What would happen if you didn't?

Tell me more....

What does that mean...

And....