1. **Rapport.**

2. ‘**Softening frames,**’ such as the examples below, are introductory phrases intended to ‘soften’ the interrogatory impact of some Meta Model questions.
   - I'm wondering... where did you get that from?
   - I'm wondering... Who says?
   - That's interesting... and who is that specifically?
   - I'm curious... what stops you?

3. **Questioning:**

![Diagram of Meta Model](image-url)
# THE META MODEL - DISTORTIONS

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Mind Reading: (Knowing Someone's Internal State)</td>
<td>How do you know she doesn't like you?</td>
<td>Recover source of information.</td>
</tr>
<tr>
<td></td>
<td>e.g. &quot;She doesn't like me.&quot;</td>
<td></td>
</tr>
<tr>
<td>2. Lost Performative: (Value Judgements - Person doing the Judging is left out)</td>
<td>(Gather evidence)</td>
<td>Recover source of belief.</td>
</tr>
<tr>
<td></td>
<td>e.g. &quot;It's bad to be dishonest.&quot;</td>
<td>Who says it's bad?</td>
</tr>
<tr>
<td></td>
<td></td>
<td>According to whom?</td>
</tr>
<tr>
<td></td>
<td></td>
<td>How do you know it's bad?</td>
</tr>
<tr>
<td>3. Cause - Effect: (A&gt;B) (Where cause is wrongly put outside self)</td>
<td>How does what he’s doing cause you to choose to feel mad?</td>
<td>Recover choice.</td>
</tr>
<tr>
<td></td>
<td>e.g. &quot;He makes me mad.&quot;</td>
<td>(Counter e.g. or How specifically?)</td>
</tr>
<tr>
<td>4. Complex Equivalence: (A=B) (Two experiences are interpreted as being synonymous)</td>
<td>How does her yelling mean she ..?</td>
<td>Recover CEq.</td>
</tr>
<tr>
<td></td>
<td>e.g. &quot;She's always yelling at me, she doesn't like me.&quot;</td>
<td>Have you ever yelled at someone you liked?</td>
</tr>
</tbody>
</table>

---

Introduction to Neuro-Linguistics – The Meta Model (Traditional & Integrated Models)

NLP Home Study Programme (V2.0) ©2012 Juiced Concepts Limited
### 5. Presuppositions:

3 Presuppositions:

1. I suffer.
2. My husband acts in some way.
3. My husband doesn't know I suffer.

E.g. "If my husband knew how much I suffered, he wouldn't do that."

<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2. How is he reacting?</td>
<td>Specify what he does.</td>
</tr>
<tr>
<td>3. How do you know he doesn't know?</td>
<td>Recover internal rep and CEq.</td>
</tr>
</tbody>
</table>
## THE META MODEL - GENERALISATIONS

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>6. Universal Quantifiers:</strong></td>
<td>(Find counter examples)</td>
<td>Recover counter.</td>
</tr>
<tr>
<td>(All, every, never, everyone, no one etc).</td>
<td>Never?</td>
<td>Example - effects outcome.</td>
</tr>
<tr>
<td>e.g. &quot;He never talks to me.&quot;</td>
<td>What would happen if he did?</td>
<td></td>
</tr>
</tbody>
</table>

<p>| | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>7. Modal Operators:</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>a) Modal Operators of Necessity (Required)</td>
<td>a) What would happen if you didn’t?</td>
<td>Recover effects, outcome.</td>
</tr>
<tr>
<td>(Should, shouldn’t, must, must not, have to, need to, it is necessary)</td>
<td>(What wouldn't happen if you didn’t?</td>
<td></td>
</tr>
<tr>
<td>e.g. &quot;I have to work hard.&quot;</td>
<td>- or also: &quot;or?&quot;</td>
<td></td>
</tr>
<tr>
<td>b) Modal Operators of Possibility (or Impossibility)</td>
<td>b) What prevents you?</td>
<td>Recover causes.</td>
</tr>
<tr>
<td>(Can/can't, will/won't, may/may not, possible/impossible)</td>
<td>(What would happen if you did?)</td>
<td></td>
</tr>
</tbody>
</table>
### THE META MODEL - DELETIONS

<table>
<thead>
<tr>
<th></th>
<th>Nominalisations:</th>
<th>Unspecified Verbs:</th>
<th>Comparative Deletions:</th>
</tr>
</thead>
<tbody>
<tr>
<td>8.</td>
<td>(Process words, verbs, that have been turned into nouns)</td>
<td>e.g. “He rejected me.”</td>
<td>e.g. “That's expensive!”</td>
</tr>
<tr>
<td></td>
<td>e.g. “We have a problem with our communication.”</td>
<td>How specifically did he reject you?</td>
<td>Compared to what?</td>
</tr>
<tr>
<td></td>
<td>Who's communicating what to whom?</td>
<td>How would you like to communicate?</td>
<td>Recovers comparison.</td>
</tr>
<tr>
<td></td>
<td>Turn back into a process recover deletion, and referential index. Process + specify verb.</td>
<td>Specify the verb.</td>
<td></td>
</tr>
</tbody>
</table>
THE META MODEL

Generalisations
Abstractions
Conclusions
Summaries

OUTSIDE

INSIDE

‘Video Description’
## UTILISING THE META MODEL

### OUTSIDE THEIR MAP

<table>
<thead>
<tr>
<th>Lost Performative</th>
<th>Presuppositions</th>
<th>Mind Reading</th>
</tr>
</thead>
<tbody>
<tr>
<td>Whose mapping?</td>
<td>What is presupposed as real/existent?</td>
<td>How do they know? (that this map = territory?)</td>
</tr>
</tbody>
</table>

### (Universal) Quantifiers

<table>
<thead>
<tr>
<th>Modal Operators</th>
<th>Cause &amp; Effect</th>
</tr>
</thead>
<tbody>
<tr>
<td>What is the scope of the mapping?</td>
<td>How does the implied causal logic work?</td>
</tr>
<tr>
<td>What are the qualities of Necessity/Possibility/Desirability between contingent elements of the map?</td>
<td></td>
</tr>
</tbody>
</table>

### Nominalisations

<table>
<thead>
<tr>
<th>Predicates</th>
<th>Complex Equivalence</th>
</tr>
</thead>
<tbody>
<tr>
<td>What processes have been 'frozen' and labeled?</td>
<td>What behaviours, actions, feelings etc. have been made synonymous?</td>
</tr>
<tr>
<td>Time and Space</td>
<td></td>
</tr>
</tbody>
</table>

### Comparative Deletions

<table>
<thead>
<tr>
<th>Sensory</th>
<th>Lack of Referential Index</th>
</tr>
</thead>
<tbody>
<tr>
<td>What is the basis for comparison or drawing a distinction?</td>
<td>Who or what, specifically, isn’t represented?</td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Non-Referring Nouns

<table>
<thead>
<tr>
<th>Unspecified Verbs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Who or what are the people, places and things specifically?</td>
</tr>
</tbody>
</table>

---

*With thanks to Michael Breen.*
## META MODEL (Rough & Ready)

<table>
<thead>
<tr>
<th>OUTSIDE THEIR MAP</th>
<th>INSIDE THEIR MAP</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Lost Performative</strong></td>
<td><strong>Presuppositions</strong></td>
</tr>
<tr>
<td>According to whom?</td>
<td>How do you know?</td>
</tr>
<tr>
<td>Where did you get that from?</td>
<td></td>
</tr>
<tr>
<td>Who says?</td>
<td></td>
</tr>
<tr>
<td><strong>(Universal) Quantifiers</strong></td>
<td><strong>Modal Operators</strong></td>
</tr>
<tr>
<td>All? Every? Never? Always?</td>
<td>What would happen if you did?</td>
</tr>
<tr>
<td>What stops you?</td>
<td></td>
</tr>
<tr>
<td><strong>Nominalisations</strong></td>
<td><strong>Predicates</strong></td>
</tr>
<tr>
<td>Change the noun into the verb form. E.g.</td>
<td>Time and Space</td>
</tr>
<tr>
<td>‘Relationship’ to ‘Relating’.</td>
<td></td>
</tr>
<tr>
<td><strong>Comparative Deletions</strong></td>
<td><strong>Sensory</strong></td>
</tr>
<tr>
<td>Compared to what?</td>
<td></td>
</tr>
<tr>
<td><strong>Non- Referring Nouns</strong></td>
<td><strong>Unspecified Verbs</strong></td>
</tr>
<tr>
<td>Who or what, specifically?</td>
<td></td>
</tr>
</tbody>
</table>

*With thanks to Michael Breen.*
THE META MODEL

OUTSIDE

Lost Performative

(Universal) Quantifiers

Nominalisations

Comparative Deletions

Non-Referring Nouns

INSIDE

Presuppositions

Modal Operators

Predicates

Time and Space

Sensory

Lack of Referential Index

Complex Equivalence

Cause & Effect

Mind Reading

Modal Operators

Predicates

Time and Space

Sensory

Lack of Referential Index

Complex Equivalence

Cause & Effect

Mind Reading

(Universal) Quantifiers

Nominalisations

Comparative Deletions

Non-Referring Nouns

Lost Performative

With thanks to Michael Breen.
THE META MODEL COMPASS

With thanks to Michael Breen.
META MODEL EXAMPLES

1. Mind Reading

*People think I’m boring.*

How do you know that people think you are boring?

*I know you must think I’m a bit slow.*

How do you know I must think you are a bit slow?

2. Cause & Effect (X Causes Y)

*She makes me so angry.*

How does what she is doing make you so angry?

How does she make you so angry?

3. Complex Equivalence:

*Everyone hates me. No-one talks to me.*

How does no-one talking to you mean that everyone hates you?

Do you ever not talk to people you like?

4. Lost Performative:

*This is by far the easiest way to do it.*

Easiest according to whom?

*He’s not a very nice chap.*

Who says?

5. Universal Quantifiers:

*You never listen to me.*

Never?

*I always make a mess of things in the end.*

So there’s never been one time when you didn’t make a mess of things?
6. Nominalisations

I lack motivation.

How would you like to be motivated?
How would you know if you were motivated?
What would you like to be motivating yourself to do?

I need some help here.

How would you like to be helped?
What does help mean to you?

7. Modal Operators:

I can’t do this.

What stops you?

I shouldn’t do it really.

What would happen if you did?

8. Simple Deletions

I’m puzzled.

What are you puzzled about?

I like him.

What about him do you like?

9. Comparative Deletions:

That’s a better idea.

Compared to what?

10. Lack of Referential Index

This is easy to learn.

What, specifically, is easy to learn?

Everyone is essentially, a learner.

What, specifically, is a learner?
11. Unspecified Verbs:

*She lashed out at me.*

How, specifically, did she lash out at you?

*I’m totally confused now.*

How, specifically, are you confused?

12. Non-Referring Nouns

*Politicians are crooks.*

All politicians?
### TEMPORAL & SPATIAL PREDICATES

The following predicates shift the Submodalities of Space

<table>
<thead>
<tr>
<th>above all</th>
<th>distance</th>
<th>missing</th>
</tr>
</thead>
<tbody>
<tr>
<td>across</td>
<td>double</td>
<td>move</td>
</tr>
<tr>
<td>against</td>
<td>down</td>
<td>on to</td>
</tr>
<tr>
<td>along with</td>
<td>drop</td>
<td>open</td>
</tr>
<tr>
<td>amidst</td>
<td>duplicate</td>
<td>out of</td>
</tr>
<tr>
<td>among</td>
<td>expand</td>
<td>outside of</td>
</tr>
<tr>
<td>apart from</td>
<td>extend</td>
<td>overlap</td>
</tr>
<tr>
<td>a part of</td>
<td>fade away</td>
<td>pop up</td>
</tr>
<tr>
<td>around</td>
<td>flicker</td>
<td>put aside</td>
</tr>
<tr>
<td>aside from</td>
<td>forward</td>
<td>replace with</td>
</tr>
<tr>
<td>behind</td>
<td>front</td>
<td>shrink it down</td>
</tr>
<tr>
<td>below</td>
<td>go back</td>
<td>shrivel it up</td>
</tr>
<tr>
<td>beside</td>
<td>go behind</td>
<td>side by side</td>
</tr>
<tr>
<td>between</td>
<td>go by</td>
<td>somewhere off to one side</td>
</tr>
<tr>
<td>beyond</td>
<td>halt</td>
<td>split</td>
</tr>
<tr>
<td>bigger</td>
<td>immense</td>
<td>spread out</td>
</tr>
<tr>
<td>bottom</td>
<td>in place of</td>
<td>stop</td>
</tr>
<tr>
<td>closer</td>
<td>increase</td>
<td>stretch</td>
</tr>
<tr>
<td>come up to</td>
<td>inside of</td>
<td>turn inside out</td>
</tr>
<tr>
<td>condense</td>
<td>instead of</td>
<td>turn into</td>
</tr>
<tr>
<td>continue</td>
<td>into</td>
<td></td>
</tr>
<tr>
<td>disappear</td>
<td>look over</td>
<td></td>
</tr>
<tr>
<td>dissolve</td>
<td>middle</td>
<td></td>
</tr>
</tbody>
</table>

*With thanks to Michael Breen*
### TEMPORAL & SPATIAL PREDICATES

The following predicates shift the Submodalities of Time

<table>
<thead>
<tr>
<th>abruptly</th>
<th>finally</th>
<th>quickly</th>
</tr>
</thead>
<tbody>
<tr>
<td>accelerate</td>
<td>finish</td>
<td>reoccurrence</td>
</tr>
<tr>
<td>after</td>
<td>frequently</td>
<td>repeating</td>
</tr>
<tr>
<td>all day long</td>
<td>from now on</td>
<td>short term</td>
</tr>
<tr>
<td>already</td>
<td>here, now</td>
<td>since</td>
</tr>
<tr>
<td>anytime, now</td>
<td>in due time</td>
<td>soon</td>
</tr>
<tr>
<td>as long as</td>
<td>in the future</td>
<td>span</td>
</tr>
<tr>
<td>as soon as</td>
<td>instantaneously</td>
<td>speed up</td>
</tr>
<tr>
<td>at the same time</td>
<td>last</td>
<td>still</td>
</tr>
<tr>
<td>automatically</td>
<td>lately</td>
<td>stop</td>
</tr>
<tr>
<td>before</td>
<td>long awaited</td>
<td>successive</td>
</tr>
<tr>
<td>beginning</td>
<td>look ahead</td>
<td>suddenly</td>
</tr>
<tr>
<td>briefly</td>
<td>look back</td>
<td>the entire time</td>
</tr>
<tr>
<td>by the time that</td>
<td>meanwhile</td>
<td>then</td>
</tr>
<tr>
<td>cease</td>
<td>moment by moment</td>
<td>thereafter</td>
</tr>
<tr>
<td>consecutive</td>
<td>near future</td>
<td>until</td>
</tr>
<tr>
<td>continuing</td>
<td>never</td>
<td>wait</td>
</tr>
<tr>
<td>continuous</td>
<td>never ending</td>
<td>when</td>
</tr>
<tr>
<td>delay</td>
<td>newness</td>
<td>whenever</td>
</tr>
<tr>
<td>drag on</td>
<td>next time</td>
<td>while</td>
</tr>
<tr>
<td>during</td>
<td>now</td>
<td>yet</td>
</tr>
<tr>
<td>elapse</td>
<td>often</td>
<td></td>
</tr>
<tr>
<td>end</td>
<td>past</td>
<td></td>
</tr>
<tr>
<td>endless</td>
<td>perpetually</td>
<td></td>
</tr>
<tr>
<td>every time</td>
<td>prolong</td>
<td></td>
</tr>
</tbody>
</table>

*With thanks to Michael Breen*