

**Ronald Alexander Ph.D.**  
 presents  
**The Hypnotic Language of Change &  
 The Art of Leadership**

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The first step for mastery of communication in the Syntonic Model is “to Know” what you want

You must separate out content what is being spoken to “Process” how what is spoken shows up.

In both the distinctions of “listening” how we hear, what is spoken and what we are “speaking.” How we deliver what we are speaking / our tone and texture are essential tools linguistically for change!

**The Power of Language**

“Anytime words alone stop you doing what is important to you-change the words”

...Moshe Feldankreis

Neuro-Linguistic Programming explores how your thoughts (Neuro) are affected by words (linguistic) leading to action (programming)

Language communicates events and experience in ways that come from the construction of language itself, rather than from the experience that gives rise to it.

Misunderstand others because we fill in the gaps in their words from our OWN MAP of reality, rather than finding out what their MAP is. Because we share the same language does not mean we share the same experience this leads to breakdowns in communication.

Language is real in the same way that experience is real. Language is a representational System

We think in words as well as in sights, sounds, feelings, tastes and smells.

Words are anchors for experience- they induce states, reflect ideas and understandings. Language is also metaphor-it can point to things beyond itself.

**First step of all communication is knowing what we want to occur. This is called our OUTCOME! ...Gregory Bateson and Virginia Satir**

**Three skills for Linguistic Outcomes:**

1. **Sensory acuity**- skills to see (Image) and feel (sensations) more!
2. **Flexibility**-when you don't get the response you wish- the DESIRED OUTCOME- you need to change your BEHAVIOR! There is no such thing as RESISTANCE there is only changing your behavior until change shows up!
3. **Congruence**-all the inner parts of the self/ the sub personalities, leader, coach, follower-healer-sage, need to AGREE on what you want as an outcome. Similar to travel you must set a destination then you take the TRIP

The MAP (words) is not the Territory (sense experience) ....G. Bateson

Same for effective communication you must set the process towards a desired outcome. All language for change must be present and FUTURE oriented.

When you make a declaration in language you then speak it and bring forth the possibility of the vision as a present centered reality! Speaking is both a Declaration "I will create search engine that will discover all information on the Internet." Google founders in their garage

Google was founded by Larry Page and Sergey Brin on Sept. 4, 1998 while they were Ph.D. students at Stanford University. Its mission statement from the outset was "to organize the world's information and make it universally accessible and useful," and its unofficial slogan was "Don't be evil."

OUTCOME -is the result you want to occur the way you wish the self or other in the communication unit (dyad) to see, hear and feel when you arrive at your outcome.

**Steps at arriving at your desired outcome.**

1. Set your AIM for a specific result-what are the sights, sounds and feelings you desire as an outcome. We really select what we see, hear and feel.

When we slow down the perception and thinking process we may discover the following:

- We can notice what is useful for our outcome
- We can recall or remember what is useful for our outcome
- The Outcome will determine our selection of perceptions
- The Outcome affects our thought processes
- Connection to our Thoughts and Perceptions may help us arrive at our outcomes

2. **Take a Positive Stance/See/Hear/Feel Sensory Data**

Outcomes are based on Sensory experience  
Outcomes are stated in words of see, hear and feel what we experience

When you state your outcome in the positive then ask yourself or the other

- What will I see when I attain my outcome?
- What will I Hear?
- What will I feel?

•I want to be a masterful communicator as a coach and leader

- I will feel strong when I speak
- I will see myself in one month, one year, 5 years transforming people's lives whenever I speak
- I will hear myself speaking with clarity and conviction

It is our choice to select what we see, feel and hear

We remember based on our past experiences what is useful or a positive resource from the past memory

Once our conscious mind knows what it wants from pictures, words, and feelings We can decide on the outcome we desire this changes our brain process and assists us to focus with clarity on the outcome.

As we change our Brains to Change our Minds (Mindfulness Training) when we shift from a negative mind state of thought SHIFT from Right Pre-frontal cortex activity to the Left Pre-frontal cortex

We bring forth a positive SHIFT in thought and feeling in the nervous system.

All OUTCOMES must be stated in (Positive Terms)

Set your speaking towards the desired outcome and then speak to bring forth the POSSIBILITY of that outcome- what will I see, hear and feel when I arrive at my outcome?

Dealing with dissatisfaction in conversations for action

1. What would you see if you were satisfied?
2. What would you hear if you were satisfied?
3. How would you feel if you were satisfied?

Dovetailing outcomes with others involves MATCHING what they feel they need: in this process both parties get what they want.

RAPPORT: comes from the French verb RAPPORTEUR meaning to bring back or refer. English meaning- a relation of harmony, conformity, accord or affinity- indicates the importance of rapport to all communication. Rapport is a (RELATIONAL) Gestalt process it is NOT a state. It involves creating a sense of comfort and safety with others in the intersubjective exchange- the field of interpersonal interaction.

Use of creating safety to shift from mistrust to trust whenever rapport is not present go back and create safety, trust and comfort then move towards deepening the conversation aiming towards a positive OUTCOME.

- Rapport
- Trust
- Competence

### The Triangle of Opportunity in Language

The importance to Match other voice tone and tempo (practice matching different rates of speech) when speaking and listening then pair it with matching BREATHING. Variety of ways to pair breathing when matching or leading:

- Slow down
- Speed up
- Come to neutral
- Change up pattern to follow or lead the other

**Matching Movement Rhythms: Crossover-mirroring** Person touches their chin you tap your fingers each time they touch their chin.

**Rapport and Rhythm entrainment** (phenomena) Itzhak Bentov (Stalking the Wild Pendulum) different sized clocks with the same sized Pendulums place on wall together will gradually synchronize their swings

“Nature finds it more economical in terms of energy to have periodic events that are close in frequency to occur in phase or in step with each other.” ....I.Bentov

**Match Body Posture**  
Painting Rapport way to synchronize different experiences, values, meanings of human beings. When we match externally accentuates similarities and plays down differences build understanding and rapport increases.

**Example negotiating a contract**  
So lets step back (actually step back) take a moment each of us to review what our agreement sounds like, looks like, and we both feel about it so we can be sure we are making a good arrangement for both of us.

- Then you step back, increase spatial distance
- Then check out your own see/hear/feel information about the deal
- Then you re establish rapport

**Inquiry, Questions and Trans-derivational Search**  
To avoid misunderstandings ask questions that Recover information, clarity meaning and add choices

Questions are really powerful!

It's impossible not to respond to a question-questions and the process of Inquiry provoke a trans-derivational search-its when you look through your ideas, memories and experience to search for something that will enable you to make sense of a question. So the form or the how of the question sets the limits on the extent of your search.

**Closed questions are designed to close possibilities**  
Answer with yes or no!

**Yes questions are designed to Open Possibilities**

**OPEN QUESTIONS cannot be answered with simple yes or no**  
Open questions begin with: What, who, why, when where and how

- What seeks information and elicits outcomes
- Who seeks information about people with specifics?
- Why seeks justification and reasons for actions, seeks values, allocates blame, searches for meaning, looks for past causes
- When orients in Time and seeks time bound information in (past, present or future) asks for triggers and cues for action
- Where asks for information about places
- How explores process, models the process, elicits strategies, asks for quality and quantity (how much, how many)

**WHAT QUESTIONS CAN DO**

- Elicit states
- Get information
- Give choices or take them away, depending on the presuppositions
- Direct attention and so create reality
- Cause a trans-derivational search
- Model strategies
- Elicit resources
- Challenge assumptions
- Orient in time by asking about past, present or future
- Elicit outcomes
- Associate or dissociate
- Give strategies
- Build or break rapport
- Summarize
- Elicit values

**QUESTIONS ABOUT QUESTIONS**

What is the most useful question I can ask right now?

What don't I know THAT would make a difference if I did?

What question can I ask that will best help the other?

What question would get me closet to my outcome?

Do I need to ask a question at all?

**THE PROCESS OF COMMUNICATION**

- |                           |                              |
|---------------------------|------------------------------|
| • TALKING                 | • SILENCE                    |
| • LISTENING               | • DISTRACTION                |
| • SETTING OUTCOMES        | • BLAMING                    |
| • CREATING OPTIONS        | • ONE VIEW                   |
| • RAPPORT                 | • DISTRUST                   |
| • PACING                  | • LACK OF FOCUS ON OTHER     |
| • LEADING                 | • PUSHING                    |
| • MOVING TOWARDS OUTCOMES | • FRUSTRATION                |
| • DOVETAILING OUTCOMES    | • MANIPULATION               |
| • STIMULUS RESPONSE       | • BEING DISTRACTED           |
| • CREATIVITY              | • AUTOMATIC THOUGHT PATTERNS |
| • SENSORY ACUITY          | • UNAWARENESS                |
| • FLEXIBITY               | • RIGIDITY                   |
| • CONGRUENCE              | • CONFUSION                  |
| • FEEDBACK                | • ABSENCE                    |
| • ELICITATION OF OUTCOMES | • NARROW VIEW                |
| • METAPHOR                | • LINEAR SPEAKING            |
| • PERCEPTION              | • MISALIGNED VIEW            |

**PROCESS OF PERCEPTION AND THINKING META MODEL**

- **DELETION**-we overlook, tune out or omit some aspects of experience
- **DISTORTION**-personal prejudice that twists our perceptions we give more weight to some aspects than others
- **GENERALIZATION**- we reach a global conclusion based on one or more experiences

We perceive the world through our eyes, ears, nose, tongue, and skin and decide what to do in the world with these perceptions this process is called thinking

- Thinking turns perceptions into words
- Words are the basic unit of coding or re-presenting experiences.
- Language is key way of representing experience

Same as a menu represents what is in the kitchen- Words on a menu are symbols for the food but is not the food. The words on our mental maps symbols of experience (metaphors are representational symbols for change)

Alfred Korzybski's each person's map differs from the territory it represents and all of our maps differ experience is unique

The words we select to describe an outcome essentially determine whether or not we obtain those outcomes the power in words to create, stay stuck or move forward are all part and a part of the Shift!

**Lead from the Core**

- Pair intention with attention

**Cultivate qualities of awareness**

- Focus
- Concentration
- Presence

**Mindful Leaders live from a space of creating with the following focus:**

1. Intention – they use mindstrength. To have clear intentions set your mind on what you want and it will manifest.
2. Reflection
3. Receptivity
4. Resourcefulness
5. Imaginal – One’s unconscious mind
  - Storehouse – Reservoir of creative – Core resources
  - Capacity to imagine
  - Invent to source from the Core

**6. Purposeful – Mindful Leader**

- Stay on purpose; point forward towards the activity of the project

**7. Task centered**

**8. Use of Polarities - Expansive – Contractive**

- Possess capacity to Pair imagination with Big View

- Thinking outside the box, as well as dissolution of current model

**9. Wheel Centric – Mandala**

Approach Hub – Lead from Center – Main Ideas – Vision

(Purpose) – Spokes of Wheel – Action Steps

**10. Understand the need to Unify**

Yoke – Yoga – Union – to join together with other parts of the Self/Team/Department, – Wheel

Mindful Leaders are Contractual – They lead with agreement Embrace the importance of knowing when to pull back, cut back, pair down, make greater parts more bite size.

Mindful Leaders – Embrace Flow – inherent trust in the creative power of Flow as a systematic power of movement.

Mindful Leaders – embrace honing Mindstrength – toning the mind, practice of mindful thinking !

- Rehearsal – Role-play
- Council of support
- Seek support through coaching, consultation, counseling, personal therapy

**Mindful Leaders – Understand the power - Linguistic domains of conversations for action of:**

1. Mindful Listening – Open minded
2. Mindful Speaking – Look & see with a fresh eye, scan, observe, witness – study both leaders + followers

**Mindful Leaders – Embrace the power of**

- Vision – Intentional – Imagined
- Commitment – Action plan
- Stand – They stand for something – Understand language of How, not why! – Results oriented; Foster a climate of Accountability – Responsibility – Creativity Chang

**Core leaders lead by:**

1. Management of self (inner looking)
2. Management of attention (inner seeing/opening – concentration)
3. Management of alignment
  - Inner centered
  - What are they centered upon/ aligned with?
4. Management of trust
  - Creation of inner and outer trust (self and others)
5. Management of positive Self and Other
  - Self-regard
  - Grow self / grow others
6. Management of transformation
  - Forward-looking - Change agents - Vision seeking

**Process language**

What do we need to:

- Source
- Shift
- Invite
- Enroll
- Generate
- Create
- Evolve
- Bring forth
- Transform

**Managers versus core leaders**

<ul style="list-style-type: none"> <li>• Administration (micro)</li> <li>• Manage as copy</li> <li>• Focus on systems and structures</li> <li>• Rely on control</li> <li>• Short-range view</li> <li>• Ask why and how?</li> <li>• Eye on bottom line</li> <li>• Accepts status quo</li> <li>• Good soldier</li> <li>• Do things right</li> <li>• Generate fear</li> </ul>	<ul style="list-style-type: none"> <li>• Innovation (macro)</li> <li>• As originals</li> <li>• Focus on people and conversations</li> <li>• Rely on flow and spontaneity</li> <li>• Holistic view/ long wide angle</li> <li>• Ask how and what?</li> <li>• Eyes on future horizon</li> <li>• Original, innovative</li> <li>• Scout, guide, explorer</li> <li>• Do the right thing</li> <li>• Generates source, trust, comfort, support</li> </ul>
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**INTERACTIVE COMMUNICATION TECHNOLOGY:**

TRACKING OF SELF AND OTHER:

1. What do you see & hear going on over there?
  - a. What do you see in the person's facial expressions?
 

i.e. skin color, eye pattern, unconscious process.
  - b. What do you hear in the person's voice intonations.
  - c. What are they communicating through their nonverbal body language.

2. What is going on inside of you?
  - a. Are you receptive to their communication and is your unconscious opening up and responding creatively with interest?
  - b. When you are listening to their communication are you listening from a closed end perspective where things don't work or are you in Possibility. The Domain of Possibility for the leader is listening for Transitions and Bridges to creative and productive outcomes.
    - c. If your experiencing frustration, anger, lack of attention are you asking yourself what needs to be clarified in this conversation.

3. Ask people when you notice they are frustrated, angry, vague, confused in their communications. What are you needing to struggle with?
4. When people are not taking responsibility for their behavior and are stuck in explanations for their behavior versus activating towards committed actions.
  - a. Ask does this conversation sound like it's supporting responsibility to STRUGGLE.
  - b. Listen for when they are in excuses, avoidance's, Denial, arrogance, grandiosity, or feeling unworthy of support?
  - c. Listen for the CONTENT (what they are saying )and for the PROCESS (the way they are saying it).
  - d. Listen for how and when people are self activating and what you are doing to SUPPORT their self -development.

**VISION- THE POSITION THE LEADER IS HOLDING AND THE VIEW IS TOWARDS THE FUTURE**

The leaders POSITION is to HANDLE what needs to be done by negotiating and navigating in the PRESENT MOMENT

The present STANCE IS the Leaders VISION, which is a STAND

The Leader STANDS for the Vision through STANDING INSIDE OF the STAND through PROMISES, DECLARATIONS AND COMMITMENTS.

**COMMITMENT LEADS TO GENERATION OF POSSIBILITIES (something new, fresh, original, wasn't possible before the Vision)**

**POSSIBILITY shows up from the leader engaging others into CONVERSATIONS FOR OPPORTUNITY**

**LEADER ATTENDS, FARMS, HARVESTS, the Vision** through attention, clarity, and commitment to the domains of conversations listening for:

- ACCOUNTABILITY
- RESPONSIBILITY
- PRODUCTIVITY
- CREATIVITY
- LEADERSHIP

The position the leader is holding and the view toward the future possibility (Something new, fresh, original; something that was not possible before the vision)

**We live our life from our Philosophy**

We live as though what shows up around us has nothing to do with us

Question the impact of explaining?

What's your opinion of \_\_\_\_\_  
We are quick to explain everything!

Where's the effectiveness in what's happening -  
Arrogance - how we hold things -  
How we talk about things - look, see, wake up or explain

Are we out there leading our lives or dragged by conditions?

**What's fundamental in our lives?**

The conditions we are living in-  
Listening from what makes a difference

We ask the kinds of questions about work - shows up like interesting conversation instead of in a way that shows up with possibility to make a difference.

What's it going to take to open up to effectiveness?

A new domain in questioning to have mastery in our results

Open to discovery - to possibility, to fundamental, to what it is to produce results.

To create our own destiny is to be out in front of our life leading

**Promises**

1. Improve your productivity in the area of Service Management
2. Improve your competence in relationships\*\*\*\*
3. Improve your well-being - home & work
4. You'll break through in your understanding in the transformation that's taking place in new technology such that you can deal with it creatively

My promise requires your promise - you commit as well.

Questions become more demanding when you promise results

You have to ask questions more forcefully  
Hope move to RESOLVE

Wanting doesn't get you much!

Possibility is Great  
Good reasons can keep us from choosing



**THE QUESTION**

- What are you paid for -?
- What's essential?
- Producing results?
- Solving problems?
- Look at total perspective
- Look at circumstances
- Investigate the problem

**We think our explanations have power - THEY DON'T**

**PEOPLE ASK FOR ANSWER - EXPLANATION**  
**Re frame an Answer into the Question**

**WHAT IS SPEAKING**  
 Talking/About VS Speaking - Power is Created. Brought Forth

**No words until someone is speaking - whatever Exists because someone is speaking**  
**Responsible for reality**

**Language - reveals and conceals-**  
**Life showing up as a possibility in speaking**  
**Coach/QB/Journalist - Talking about**

**SPEAKING - bringing forth the possibility when we are speaking - we forgot that speaking is creating.**

**What is Speaking?**  
 Talking?  
 Language is your profession?  
**When speak we create**  
 Keep questioning -

**Nature of Communication**

- Someone asks a question - Explanation - found, story shows up - why we live our life - Explanation - but no impact - conceals what we don't know -conceals the power in our speaking to discover.
- Can there be listening without talking
- Can there be talking without listening
- Listening is happening - currently
- How does a sound show up without an explanation - sound as sound?
- What's a thought - how does listening show up as (hearing) a happening?
- Attempt to find solid ground in your explaining

**That which you explain DISEMPOWERS your ability to listen**

**Listening with judging & evaluating - that's what is showing up**

**What was your listening - that which was happening**

**We are thrown to listen right/wrong**

**Share what was your listening**

**What do you listen to?**

**The judgment and evaluation disables your power to listen -**

**We are mesmerized by what we are listening to and miss "the listening"**

**We are thrown to listening -subject/object**

**Be silent to listening**  
**Our thoroughness is how we were showing up!**

We are the CLEARING in which the possibility for things to show up do – How are we thrown in our listening?

Speaking> shows up->

Speaking> explain-> question-shows up->

Without listening to your own listening-  
Breakdown in Life

Without breakdown commitment doesn't show up  
You can stay in the DOMAIN of PSYCHOLOGICAL ASSESSMENT forever - interpretation - what's needed is acting - to bring forth the POSSIBILITY

The possibility within Breakdown - to be a master tell the Truth - use breakdown as an excuse

We bring breakdown into being by speaking  
Where's the opportunity without breakdown

BREAK OPEN - to bring forth life

Each moment we are a network of help - for possibility

Instead of guilt and blame –  
ACCOUNTABILITY

Concealing breakdown - prevents possibility

Source of new opportunity - not good or bad -  
bring into awareness what's possible –  
possibility shows up in language

Must be competent in language

Inventive -bring forth in your speaking  
Creative - bringing forth something new

DOMAIN OF PREDICTION DOMAIN OF CREATION

Risk in Creating –

Inventing as a possibility - don't produce by prediction - speaking creates the future action

What's really possible with that breakdown?

PEOPLE ARE EAGER TO HEAR FROM YOU that you need help –

Exercise #1 be your listening

Exercise #2 be productive

How can effectiveness show up - must be competent in speaking?

Good questioning - what is being productive

\*Create effectiveness in speaking - open up

Researching the questions  
The distinctions of listening/speaking

### Anatomy of Communication

What's productivity - what's speaking like as a question-?

Utterance - a commitment to bring forth what's missing

You need to be responsible for what you're requesting

Complete Linguistic Event makes sense not necessary in words

You don't listen to the words - to the commitment

\*We take responsibility when we request to break forth through speaking

If you're not responsible for bringing forth in the moment of speaking the request - by speaking - deep forgetfulness - in authenticity

<Straightforward Request - I request \_\_ X you do\_ by time  
\_\_\_\_Y\_

Canonical -> in the moment

**REQUEST - SOMETHING IS MISSING**

- For you to Listen this
1. Speaker\ both
  2. Hearer / listening
  3. That's not obvious to show up otherwise
- Conditions**
4. Presupposition of ability - presuppose  
Must be present
  5. A request includes a background of obviousness

6. Sincerity
  7. Time
  8. Condition of satisfaction - specific -detail - without  
Which you won't be satisfied
- Examining the real phenomenon of requests to bring forth satisfaction
9. You only know clarity when your condition of satisfaction shows up
  10. Future Action
  11. Token - Verbal - Voice - Writing -
- If you miss any of these not Request

Request brings forth commitment - a message is sent to bring forth a commitment - what's missing

Includes government, business

Either brings forth a committee request or nonsense

Generates a commitment in the listener  
Yes/no are a commitment

- R is intentional expression**
- I order - per -formative verb -
  - I demand
  - I require
  - I ask
  - I challenge
  - I instruct
  - I encourage
  - I invite
  - I solicit
  - I elicit

**Ask Close To Request**

- Exercise #3 Request the assignment due by ?  
#4 make a request with all the elements
- Request asks for a commitment  
(A promise - I will)  
I promise I will do X by time Y  
(The process of Request is only to look at inventing - the phenomenon)
- Failure to produce promises - service of Low Productivity
- I promise, vow, guarantee, pledge, swear, commit
- LIST 10 PERFORMATIVE VERBS I PROMISE - verify, agree, contract, warrant, notarize, accept, assure
- Negative - I REFUSE

**Shallow promise - lie**

- If you request - no possibility for declining - people will lie - prediction is not promise
- Promising requires bringing something forth
- BREAK**
- No big promises no risks  
No possibilities

**ANATOMY OF COMMUNICATION**

The auto - H. Ford  
 Brought forth idea  
 Then request through conversation - bring forth possibility  
 Canonical form of DECLARATION  
 I declare that X is valid  
 Lives of people are now different  
 Declaration not t/f just is-  
 We declare in which the possibilities of declaration

Your declaration then brings forth the possibility for action in the moment of speaking

**Validity of Declaration**  
**DECLARATION**

1. Speaker
2. Hearer
3. Token
4. Valid
5. Background of obviousness (as to what's valid)

You must empower your own declaration

**Speaking makes distinctions**  
**CREATION OF SOMETHING NEW - VALID**  
 (Some declarations\* resolve conflict in the moment of speaking - I forgive you)

Expressions - thank you  
 Completes  
 Acknowledges

- \* 1. Disputes -
2. Vindictive -
3. Effective - so in the moment of speaking

**Assert is to prove show -**  
**List 10 per formative verbs for I DECLARE**  
 I state I absolve I release I ratify I resolve  
 I assume I build I constrict (consent?) I design  
 I invent I convey

I appreciate...  
 I assert that \_\_\_\_\_ is true/false

Evidence -  
 Speaker  
 Hearer  
 Background of obviousness (what constitutes Evidence)

When we assert we make a commitment in the moment of speaking - need evidence - all assertion answer questions moment of speaking

List 15 Per formative verbs for I assert  
 I suggest maintain contend assure claim  
 predict <assert based on evidence of past>  
 propose proffer\*? Suppose

Listening to what we are bringing forth - request, promise, declare, assertion

Assertions without evidence - people hear nonsense

**CONVERSATION FOR ACTION**

Tow Truck  
 Request  
 B. Promise B. commits later B. Decide  
 B. Revoke  
 A. Counter offers  
 Q. & A.  
 Cancel is a gift of trusts B & A  
 Report is complete at moment of declaring complete  
 Thank you > good management  
 Good job - well done  
 There is a cost when you don't fulfill your promise

\*Freedom from commitment to their options  
 Machinery  
 Nonsense - shows up when we don't fulfill  
 commitment to results  
 Fall into conversation  
 Fall into love  
 OBLIGATION occurs when not allowing  
 Revoking - declining  
 Cancelling  
 No responsibility present  
 Listening to possibility  
 Faster to making requests more power

You have obligation when no possibility to  
 decline  
 View this all as examining the phenomenon in  
 order to listen  
 Listen to what is actually being brought  
 forward in a conversation  
 CONVERSATION FOR NO ACTION - produces  
 no action  
 CHARACTERIZING - of People

We make undeclared distinctions / declare them so -  
 \* We damage trust by making an assertion without  
 evidence  
 We sentence people so they cannot show up that way -  
 What's possible really?  
 I \_\_\_\_\_ hereby declare that the planet is divided  
 into \_\_\_\_\_ and not  
 I also declare that \_\_\_\_\_ are bad (good)  
 I now " " \_\_\_\_\_ belongs to the \_\_\_\_\_ category  
 now and forever  
 I declare that I am right  
 I request that you must agree with me (that I am  
 right.... and \_\_\_\_\_ is \_\_\_\_\_)

You can declare what is so and report on  
 behavior  
 We've listened so long to the characterizations  
 that we don't have the possibility -  
 Keep questioning and examining  
 Declaring - making something so in the  
 moment of speaking (committed to results or  
 nonsense)

**Coaching**  
 Listen to the possibility of coaching yourself in your  
 effectiveness - always Risk and uncertainty in  
 everything  
 We listen from Psych Assess - Breakdown  
 We miss the opportunity for - Possibility  
 You don't have expectations - (characterizations)  
  
 You have speaking and listening  
 We don't listen to what people in our lives have  
 declared as their goals

**NETWORK OF COACHING SELF AND OTHERS**  
 You make up your wanting in your speaking  
 Your speaking determines what is -  
 TAKING A STAND  
 Request-> decline  
 Request -> accept  
 Request -> counter offer movement towards  
 conditions of satisfaction  
 When you show up in what's missing  
 An opening-> there is incredible sadness  
 Talk of insight -(now what)  
 The Question

Coaching the distinction between talking about and bringing forth.

Bring forth your (idea) self like a possibility or they'll hear your idea as a pretense.

You fight gravity - you lose

<Considerations - are only invented out of conditions to fulfill your promise or listen to assessment>

When you request around people they begin to bring forth promises.

What we do at work is what we do with our lives -

Meetings

Examine the possibility of what a meeting is

What's the result of the meeting?

No interest in the formal/story

Powerful report -> where the commitment to a result:

What's missing?

Where's the action

Where's the breakdown

(Consequences arise when no commitment to a result)

What have you brought forth

You suppose a meeting is a thing

What results are brought forward?

Listening for the Action

A Meeting Is

- a) Someone requests or declares a meeting
- b) Someone declares/asserts breakdown (break open)
- c) Someone declares an agenda
- d) Conversations for action - requests, promises, assert, declarations

In a meeting you really listen for some commitment for future action shows up, as Promises -> are about break down, break open

Listening For

- a) Someone requests or declares a meeting
- b) Someone declares/asserts breakdown (break open)
- c) Someone declares an agenda
- d) Conversations for action - requests, promises, assert, declarations

In a meeting you really listen for some commitment for future action shows up, as Promises -> are about break down, break open

Great lack of consequences

Listen for how the goal shows up

A good question is what happened

Really going down the road

What showed up and what happened

WHAT'S POSSIBLE WITH COMPLAINTS

I assert Breakdown <->

Domain of commitment

Includes a Request/promise for action

I assert prior commitment

You can empower people greatly by bringing forth a commitment (by) -

- Complaints for action
- Complaints for no action -
- Complaining is a conversation for action
- To bring forth results

The characterizations interfere in getting results

We declare reality - by speaking

**At Work -**

Memo - footprint for conversation for action  
 \ Conversation on paper  
 Desk  
 Office

What's a computer - TOOL -?  
 Information is (VS?) assertions -  
 C is a memo - breakthrough in human communication -  
 conversation for actions - over time - quickly  
 Organization is a network of committed speakers - human  
 beings speaking bring forth a possibility  
 Manager is a coordinator of action for others  
 Entrepreneurial is - a declarer of ideas for possibilities  
 Your life is calling it into being by speaking it  
 Discover what you're committed to  
 Create a network of help to bring it forth

**Listen - You declare it**

The possibilities: Request D  
 Declare R  
 Promise P

Office of future - network (terminal) for conversation  
 of action  
 Let's get to work  
 Creating by speaking and listening  
 What will you bring forth  
 Language domain of power, creation  
 Vision - transforms breakdown to break open  
 Always the question - what will you bring forward  
 Event makes sense not necessary in words

**Domain of Listening**

**You assert something - then have some  
 evidence**

**What is teaching - what is it that shows up  
 when you teach so that your students  
 are more empowered to take effective  
 action -?**

**Explanation - (Action / Possibilities)**

**Distinctions**

Fear -> happens in head->mouth-in language (-  
 >interpretation-  
 \>body - sensation  
 ->distinctions)

How do things show up for me?

The phenomenon of Good/bad feelings

Why make promises to people unless they are in  
 a partnership with you to produce results

Promise->hope->may happen (like)

->May not happen (don't like)

**Declarations**

Resignation - suffering

Cynical-

1. Assertion - has evidence - opens up the question why do  
 you say so

2. Declaration - calls something into being

Didn't exist before you said it

Declare it so

Opens up new possibilities

RIGOR -> to speak so that a real difference now exists (-  
 something new)

-> DECLARATION - shifts (at moment of speaking) some  
 social agreement)

Attention to DOMAIN OF OBSERVING to make distinctions  
 in language to observe what's already there - scientist

Use language to coach people.

**An observer says everything said**

**Whom an observer is observing**

**Who could be her/himself?**

**We are already (unquestionably so) our  
 background of obviousness - great opportunity  
 for suffering**

**Condition of Satisfaction -> a distinction**

**Speaker}**

**Hearer} Assertion (offer to**

**Background of obviousness} possible evidence)**

**Sincerity (Belief)}**

Assertion in Domain of Commitment is to offer evidence

Teaching - Draw distinctions  
Make requests

EX # 1 ABC

What do you think about?

Newton - Apple

What did I observe here?

Devise a system of language to explain

Establish a Domain for certain conversations to show up in.

What do you observe about your observations?

Important is to discover what it's like today for you - how you show up -

What you phenomenon is -

Observe for yourself what the phenomenon is -

Do you have opinions or do they have you?

Automatic interpretation - how do you get out - (hope-) gravity -?

### CONDITIONS OF THROWN LISTENING

Commitment to being liked, pleasing another

Being nice, looking good

A. (I already know syndrome) confirmation

Do you see through your eyes in language?

The painting is - then we observe the language of the observer -

You need the distinction in language for something to show up -

People hear what do you think about, as "I should already know"

B. Shopping for novelties

C. Uncommitted assessments

D. Permanent possibility for offending or being offended

E. Commitment for no action

An Answer to A Question - will not forward discovery

What will forward the action-?

Chattering as a way of being!

Background of listening ->

Assessment to get through need -> committed observation

\> Most suffering has to do with negative anticipation of future happenings

\*In chattering no future anticipation -

PREVENTS FUTURE POSSIBILITIES

See how much assessment you are -

{Be a space of possibility for others to show up in conversation}

Domain of thrown listening assessment / committed observation

[RELATIONSHIP HAPPENS IN LISTENING]

I declare the domain of effective action exists:

I assert Ralph does X

X

X

I declare that someone who does X \_\_\_\_\_

Is stupid when \_\_\_\_\_

I vow that if you observe Ralph, now or anytime in the future you will see that he does \_\_\_\_\_

Honesty is - telling the truth, talking straight, clean, simple, and trustworthy.

Intelligence - quick, smart creative, insightful, wise, open, accessible.

Times I assessed myself to be stupid.

As assertions



**Suffering happens in language**  
 -> Is generally a lack of clarity of what you are talking about?]

**Domain of effective action**

**A lack of skill in making distinctions**

**In language - belong to assessment**

**Trouble: Qualities / Properties**

**What's the PHENOMENON / DESCRIPTIVE PHENOMENON**

**Ex. - Describe both the properties and qualities of a person**

**Discover in the domain of effective action what you need to do so that your qualities show up in your listening and other people's listening and observing of you -**

**DOMAINS OF ACTION**

1. Listening for people's concerns, breakdowns
2. Developing capacity to make observations and discover the background which is thrown listening -  
 Our assessments -  
 Need to make committed observations
3. We are automatic interpretation  
 Or committed observation -> effective action  
 Shifting from assessment to assertion  
 \> Opening up for new possibilities

**POSSIBILITY - something new that can happen**

Through request -  
 Promise -

**\*You invent something to happen**

This domain - by speaking

A phenomenon happens - becomes possible

Science fiction

Dreaming/ideas

Possibility - is something not going to happen - can happen -

JFK - moon landing.

**CREATIVE PERSON is someone who brings forth a whole new domain of possibility**

**Need to create a new language for possibility**

**Take on old question "what is work"**

Ask it new-

**Minimal distinction to be made for being human - to be human is to make these distinctions**

**Domains of Action [->doesn't exist in nature - is invented moment by moment -]**

**1. Condition of satisfaction future**

You invent for yourself a condition of satisfaction

McDonalds-Big Mac (computer)

You have a listening of satisfaction through distinction (no one can know what will satisfy you)

**2. Linguistic Commitment -**

Request, declaration -

Promise, assertion -

The moment of speaking you are performing the act of commitment

When you make a request - you're committing to a condition of satisfaction - in the Domain of Speaking

Living in the possibility that they will show up

**3. Thrown Listening -**  
**Acts of interpretation in listening (emotional state) - get thrown into**

**4. Declarations of Being**  
**Create a domain of possibility and close off other domains**

**Declarations of being open up (surgeon) possibilities for action - need to make a declaration with action to be taken seriously - what kinds of conversations for action were necessary to show up possibility**

**Inconsistent Declarations of being -**  
**\*Born into declarations - already -**

**DECLARATION OF BEING - the background of being human - the entire network of interaction -**

**Discover the background of declaration of being - that you yourself are already engaged through conversation "Not everything is possible"**

**\*[Who are you declaring yourself to be in life]?**

**Thrown listening**

**Declarations others have made that we are unaware of  
 Bringing forth Declarations of being**

**Arrogance - a particular non-listening to other people - persistence that other people listen the way you listen**

**Suffering - when we live out of someone else's declarations, especially parents -guilt**

**Mastery of Effective Action - to improve listening to resolve suffering - through a commitment to rigorous listening**

**I declare what's needed and wanted (with people) then they become the space of possibility for things to show up in -**

**A Request - Tokens  
 Words/tokens/utterances/gestures, grimaces/  
 Get Out**

**Listening**

- 1. Time of completion**
- 2. Condition of satisfaction**
- 3. Background conditions**  
 Background of obviousness - authority
- 4. Speaker - hearer] both listening**
- 5. Request as commitment**
- 6. Sincerity -**
- 7. Presupposition of ability**
- 8. Possibility**

**Request opens up the possibility - conditions for satisfaction**

**\*Open up new domain of learning by coaching to ask - research powerful questions -> lead to new discovery -**

**FREEDOM is in you making the rules, requests, bringing forth from assessment - You can commit to satisfaction on assessment -**

**Possibility is bringing forth satisfaction  
 Make a request**

**Means you are committed to your conditions of satisfaction**

**Conditions For Action in Committed Conversation**

**I request that you do X by time Y**

**I promise (to you) that I will do X by time Y**

**I assert that (X is true)**

**I declare that (X is valid)**

**[Behind every assertion is an assumed request and promise]**

A PERFORMATIVE VERB has the property at the moment of speaking  
 In the listening is the commitment  
 To bring forth action in the verb (the commitment)  
 Unless you are MASTERFUL in making distinctions in life you will not be powerful  
 If you want to see what you're committed to look at your interpretations of the results"  
 Vs.  
 You invent the possibilities

Steer off of what's showing up in other people's listening.  
 Look at what shows up in others listening of you - make distinctions in your requests -  
 Behind promising is the possibility of being betrayed.  
 Things happen - that's all then what's the phenomenon - Ask what happened???  
 Mood/emotions belong to the language we already are -  
 Eclipse of the Self (M. Zimmerman)  
 On the way to Language (Book)  
 What is thinking - Heidegger

Anger:  
 I assert that X did Y (or didn't do Y)  
 I declare that doing y or not doing Y is bad Damaging -  
 I assert that you betrayed me  
 Did it ->(on purpose)  
 Resentment:  
 I vow to get even  
 I promise, however to keep this a secret from you.  
 I declare the openness of our relationship closed for no possibility  
 I promise not to forgive you  
 I will promise that you will be my victim forever or vice versa  
 All emotions show up in thrown listening  
 Resentment closes down possibilities  
 No way to get in -

I FORGIVE YOU -> Declaration that completes - as a human being fulfilling a promise - no way to be a victim forever  
 I request that you apologize to me for the way you held up your side of our contract.  
 I forgive you for your actions with me.

FEAR  
 I assert that X may happen (prediction)  
 I declare that X happening is dangerous or dis---??? \*\*\*  
 I declare my future possibility diminished.  
 I don't like it -  
 Have dinner  
 Rejection -> a decline  
 Say yes esteem\*\*\*?  
 No decrease either - how  
 Our interpretation  
 Fear -> you already know what will happen  
 Be rigorous in your listening will help you to discover for yourself  
 \> Shift -> to wonder /awe  
 A new possibility

NEGATIVE EMOTIONS - the past and closing down FUTURE POSSIBILITIES  
 Emotions show up in thrown listening -> interpretation of the self  
 (-> Assessments)  
 What the Phenomenon behind all this - PROMISE  
 Spontaneous arrogant authority  
 Contextual Therapy-  
 Human - Being as a meaning conferred  
 Important to consider differences domains & distinctions for people  
 A) The thing itself  
 B) Level of meaning that we comment on the thing  
 All our events are in a story  
 We don't live in events -  
 How do we generate the meaning?

Domain of ATTRIBUTION - attribute meaning vs. domain of EVENT -  
 Meaning isn't in the event but in the explanation -  
 The focus on couple - the meaning attribution system and not the behavior - everything else changes - if you focus on the (MAS) of the couple -

```

    graph TD
      MS[Meaning/significance] --- F[Feelings]
      MS --- T[thoughts]
      MS --- WPE[what place of entry to go in at]
      F --- B[Behavior]
      T --- B
      WPE --- B
    
```

Sympathy-> acute pain- patients don't come to get better- come to feel better - mother's attention

**RIGOROUS INQUIRY INTO SERIOUS QUESTIONING, NOT ANSWERS**

\*More powerful - where do you wish to go from here - what do you want to do about that

- A) Shift the focus from how you got there to what you wish to do -
- B) Shift couple to active questioning
- C) -They is on a track - don't know where they're headed
- D) Who's thriving -?
- E) Who's burdened?
- F) No diagnostic thoughts

The way a purpose is in the relationship is the focus if they look like they are not thriving - relationship may still be working -

Nothing factual about the relationship

About working - only in the domain of meaning attribution

The judgment is different from the statement that the table is there - usually there is no distinction, said as both

Relationship itself is not a thing - it's an attribution - a series of meanings

Relationship is a comment in a descriptive, observable domain of communication about what is

It's a process not a thing (MP)

Verb vs. noun

Nominalization - couples use

They want more - love, communication

Like a thing - love exists like a verb, not a noun

Shift people from wanting more love to BECOMING more loving - from wanting more communication TO communicating -

**OUTLINE**

1. Meaning
2. Nominalization/action
3. Thriving
4. Shift from what's wrong  
How we I got this way  
-> What do I want to do?
5. Direction of commitment

```

    graph TD
      M[Meaning] --- F[Feelings]
      M --- T[thoughts]
      F --- B[Behavior]
      T --- B
    
```

**Demo:**

- \*Get agreement
- \*Do you want to work with me?
- \*If this were a great session what would you like to see happen
- \*What's original complaint?

People initially try to make things go away - but there stresses break downs - are opportunities to look at the issues - that's when we show up to be looked at. When smooth little possibility for opportunity -

P \_ tells the stress story but they are events - the meaning the P attributes is the stress -

The P - looking at things in the stress -

Focus on people's rules - whatever people say is true in the focus

- a) Rule system
- b) Response system dread of withdrawal

Ask questions NOT for information but to move patient deeper to Assertion

- \* The distinction between having to do something and wanting to do something - the burden is in the distinction - for the couple -
- \* What's helpful is if there is immediate shift - if not
- \* Is it helpful to be this way?
- \* Given everything that's happened where are you now - method of forwarding things -

Behavior \ (I feel I should) (- Detail)  
 Attitude | (Rule System)  
 Thought |  
 Feeling / Direct him to the idea to come from somewhere

Break up the presupposition that links the chain of stuckness that interferes with the relationship

\*\*Gather information - leading to assertion

**GO WITH WHAT'S SO**

Not interested in changing Behavior  
 Focus on the attitudes

Our culture women more symmetrical in behavior to men - i.e. her attitude of withdrawal second?? \*\* To his bad feelings of withdrawal -

Objective of therapy - not to achieve to new steady state but to open a possibility - interest in the result not to be a conclusion but an opening

\* If you talk to people about pathologies they run downhill -

\* The key in therapy is not theory but actions leading to results

Explanation is the ability to make a difference.  
 Theory of Brain formation -> correct belief doesn't come from thinking; it comes from elimination of certain other behavior as not working /useful/

Rewarding  
 -> Remains as a reaction/response/automatic

**IF YOU ALTER MEANING YOU ALTER REALITY  
 MAY BE ALL THAT EXISTS**

Shift from: what's wrong? To:

What do I want to do?  
 Things in life either are a stress or?? \*\*\*Things to handle

What's the complaint? What's the meaning?  
 People show amazing consistency of patterns in life - global cosmos----?? \*\*

Perspective in which everything works - sort out

\* We don't try to find out what's true but specifically what's true for you

\* Can you see the difference between having a conflict with her and fighting with her -

\* What does she say & how does she speak to you - off interpretation

    We don't have that kind of relationship  
 Would you like that?  
 What do you get out of that?

Shift it from his looking at it as a disease - thing to what do you get out of that?  
 You can see what it costs him but you need to focus on what he gets out of that -?

- \* So what's the issue and what has to be handled for both to say we've accomplished what we want to.
- \* What needs to be done or to do for things to happen -?
- \* Can you learn to just handle him?
- \* She's already turned off - can you be with that and enjoy her
- \* If he would stop treating you as bringing you up to do having arrived?

**Parent -Child**

**Look at notion parent has of role**

**Look at child notion of role as child**

**PAIN - drives people**

**Leave issue over there with people rather than with therapist feeling they need more knowledge or more whatever to do something**

**NOMINALIZATION - treating things as noun not verb - love as a thing vs. a process of being loving.**

\* What's the direction of commitment?

Where the problem is

A problem is a conflict or issue to be cleared up - power: where is it- outside the system

Most people see a therapist for a problem about a problem

Something they don't want to do something with.

Keep the focus / power on the couple so that they have to do something

About it -

P - therapy - presents a possibility of bringing forth something new can happen

\* Ways of reframing - meaning around events -

\*\*Therapist brings forth a context of meaning in which the problem isn't

Anger -> all exists as comments in the mind of the observer -

Confrontation

Child issues -> there is no mind except for the observer

Fundamental issue. \* Your presence & the way in which you interact with

Personality it - makes it so - nobody knows what

Discipline it so

**Contextual therapists - handle problems by looking at meanings they confer upon them**

\*\*\*Your eliminating problems about problems from the domain of cure to domain of life

**Illuminate vs. Eliminate -> problems**

We don't live in World of Reality - we live in World of Reaction - the meanings that we give

\* Meanings were there first - before us -

\* How does X keep you from Y

How does being frightened keep you from doing -?

How come you can't have sex after you have fought?

\* Remember what is possible / reasonable for human beings

**Personality - Bateson - a bundle of habitual assumptions**

Exists only in the mind of an observer

A descriptive domain of observer

Not inside the person-

\*HABIT - only exists in mind of observer

Series of acts - then go to habit

Commitment in therapy is to have results - not to keep the therapy going -

Depression lives in the mind of observer through behavior

If you don't produce a result - go back and look at your assumptions - what is furthering this and what isn't -?

All your assumptions - have no inherent truth - it's only what's useful

GET \*\*\*\* this is my relationship. The way it is  
What do I want to do with it now?

Relationship is process ongoing while it's going.

The question - How do you know the right thing - has a presupposition quality - there is a right thing - then who will decide what's right - for you

\* Relationship neither good / nor bad  
ISSO - something's are handled others are not that has nothing to do with the relationship working or not

\* Always being review the commitment vs. being commitment

Degree of Freedom/Rules about Rules

What you see is method first - then possibility - when you did it then it became as possibility

It's not an alternative lying around

Possibility is not on the menu. /Not slots stuck in life look for P / don't see one possibility doesn't lie around - Doesn't exist before it happens

Therapist as Perspective giver - context shower possibility creator

Therapy - comes up with a meaning that allows possibility.

CONTEXTUAL THERAPY: Bob Shaw, MD

The work - empowerment  
Enablement  
C.T. inquiry -  
Operating so as to develop context

. \_\_\_\_\_ . Straight-line plane geometry  
\ \_\_\_\_\_ / Curved line

Premise - we live as though we live out it being a straight line rather than a  
Curved line

Wrong discussions - leads to wrong questions and domains of operating

- Entering into a domain of discussions in which this is axiomatic.  
Structure of deter--\*\*??? An expression of economic of no choice

Everything is all an expression of one's economy  
Reality is an interpretation - information proof.  
What is real depends on underlying assumptions  
Choice of assumptions determines the truth.

What is fundamental to give is freedom to do therapy a certain way - freedom or more certainty

Meaning comes from reality you can not assign meaning

Presuppositions - (body of thought)

Every field of Activity starts off with unfounded assumptions - truth -

A GEOMETRY - make the assumptions of a straight line then things add up - truth within a given body of knowledge - shortest distance straight line etc. ...

Truth - a coherency of thought within a system - but can be contradictory in other systems -

Start to make your assumptions as coherent as possible - add them up - to play the game - different kinds of geometry's

- a. Fundamental assumptions\ explanations to explain your theory of a
- b. You get a science /phenomenon you couldn't explain before

Things become real to a person in that system of coherency

Coaching -> look at what assumptions you have in front of you that make it a difficulty

\*A science is a group of people who have shared assumptions  
 Funny stuff when you treat imagined possibilities as actual ones

- Your intentions shape what you do  
 Which way do I go?  
 What do you really do to change someone?

- a. Body of assumptions
- b. Interventions to change
- c. How do you want to live your life? - Be in the world?
- d. What techniques work and don't work
- e. What ways of being help people?

Your assumptions spell out the work

Look at your Domain of Conversation - to represent or produce what kinds of results you want to obtain

\*\*When you get technical you're giving up the bringing of yourself forth - you can do techniques but (Picasso) never did it technically

Keep having conversations for creation Especially when things are stuck  
 Things get more coachable

In the session what are you after  
 The sense in milliseconds?  
 Framework, Philosophy, Etc.  
 Methodology of training...

Body of Assumptions

- Patient has everything they need to resolve
- Therapist has everything available to be masterful
- No necessary amount of time required
- Stuck breakdowns lead to possibilities for breakthroughs
- The problem is actually a solution to another problem
- No necessary causal relationship between past and present and future
- There are always assumptions and rules etc....of which we are unaware - We discover when we are stuck
- No limits or boundaries on P or P T system  
 limitations \ no limitations

\_ How you look and listen that structure will determine active / passive what you'll see and hear

- No way of being - except being what your being is
- Rules vs.. Getting down to your assumptions  
 History vs. Choices about living
- Don't need to know about the problem.
- Shifts and Transformations occur from people not doing something - impacting -> change people

**PROBLEMS**

Problems - what are they?  
 Psychological vs. existential  
 Problems arise out of interpretations  
 Problems are unwanted conditions  
 Doesn't mean anything

- \*P assumes they're stuck
- \* Interpretation of diminished possibilities for a problem to occur -
- \*P assumes outside/expert is needed
- \*Solution to another problem

\*Problems aren't -  
 Something triggers impact - that triggers a restructuring

\*Problems can dissolve -  
 If you solve a problem you can't dissolve it

\*A problem lives in a structure of thought that is constitutive

\*Designated problem - it takes mental energy to have a problem

A patient isn't liked by anyone  
 Not being liked is a solution

\*Character lives by an observer made over a series of statements -



\*Problems exist in the thought about it  
 The structure of thought if you keep it  
 You'll keep the problem if you don't you won't

\* 2 parts - circumstances and judgment of it  
 I don't like it  
 It shouldn't be this way  
 \> It interferes with my well being

Something brings up our problems we all have that effect on well being

People come to you not about problems but about problems that they have problems with

**ASSUMPTION:**

Nature of therapeutic results  
 Opportunities live in possibilities - in a matrix of thought  
 Abstractions - love joy esteem  
 Everything you'd give all for is Abstract  
 You want the abstraction P comes in

**PURSUIT of an Abstraction**

- You have "No thing" to give or provide for them - that isn't available in the room - they could get happiness right there  
 - What is it that you really want -> is always available to them?  
 Some things get down to that's in life  
 + Try to cure that which is in life->

Getting the therapist to be all right in the room (by BEING) - impacts the P - critical ability to BE

BEING with intention - No particular technique is required  
 Technique as technique -> thought-> technique  
 (Impacting is a mystery in life)

Observation about what's happening is determinant - it's not what's happening!

Technique is the lens (the hypothesis force for why things changed)

"You exist by declaration" not by contrast to others

Human Nature:

\*Social

\*Give meaning or live in the meanings they create

Human beings are what they are and need or do what they DO

Therapy is only in the domain of what's not needed  
 People need oxygen, air, etc.  
 They have what they need

\*\*A problem is in domain of what's not needed

People don't have all the resources they need to solve their problems etc.

I don't know how people should live!

Assumption (statement about something you assume to be)

Presuppositions / theories  
 Background \ consciousness - beliefs  
 Unaware

- Coaching in a way that empowers students

- Network, guild, fellowship of masters -

**COACHING**

Coach asks T Questions that allow T to discover where T is stuck

Coach instructs T "indirectly" does therapy, doesn't touch the content, and deals only with assumptions

T not operating out of assumptions

Coach takes over session - does therapy

1. What was the P last sentence?
2. What does the P want right now?
3. What is the T turning into a thing (like depression)?
4. What domains are the P and T collapsing?

Talking about a behavior and a feeling like it's the same thing

Questions

<u>Student</u>		<u>Coach</u>
Note what worked (time)		Note what worked

Patient Shifts potent intervention | patient shifts potent interventions

\*Problems are located in the matrix of thought  
The structure of thought  
How to show up in a way that arms us as therapists

-Get your aspirations up so you can deal with what's so

Jennifer- what is her Problem? Her beliefs?  
{Nobody loves me, she's hurtful  
Spiritual, all or nothing, volcanic  
  \ This her stance precludes all of her abstractions

What does a history have to do with (you having a wonderful life) today?

Examine the Assumptions  
That thing doesn't have to stop you  
First get pass the story  
What's the big deal if you're ready to dance with someone?  
What is it you really want in your life?

Everything she mentioned was a method to get something in her life to get to what she wants in life

If somebody looked at her and brought forth the possibility - what would your life be like?

Patient says:

P I need to trust you - ok let's do it  
A piece of work and then you'll trust me - take a risk  
T has to get that kind of freedom

Nature of therapeutic result

- \* Opportunities / possible in a matrix of thought
- \* P always comes in pursuit of an abstraction
- \* Empowerment
- \* P confront / acknowledge existential situation

The real range of normality is actually abnormality  
Certain degree of mild depression, mild anxiety  
Presuppositions of what people should be doing to be the right thing  
Empathy - trying to be is not being - Freedom  
The analogy of lifeguard  
You be appropriate - save them - any way that you can  
You're wired to try to "steal the mechanism"  
Like a demand - a dilemma - let it drive  
Like a task to have multiple orgasms -  
Is to be ok.

\*C.T. some attempt to position us to actually be - a notion of being is healing - what's in the way - what's holding me in place here -?

STORY is about your assumptions - the story lived in has no value.

The essence is "just being" - at the cutting edge vs. not taking that risk

Psycho - T - trap is - it will get better in the future - not now -  
[- You are not a part looking at the world but a function of how you poke at it or look at the world. -]  
[-Trying to operate the machine vs. simply being -]

Everything we are up against in Psych T is incredibly difficult - we must endeavor to live in that - come up against that reality over and over

The idea in therapy that we're going to get rid of their pattern - one day wake up as a tiger (is ludicrous) -> the idea of inhibition ->

A result: Aim of Therapy - awakening of soul not healing or teaching - you break out of A - B steps -

Ask P a question that specifies a domain of response that's aimed at something.  
 Makes people come in with  
 Initiating - wants to move towards  
 Evaluative - what's wrong, how's it feel - deeper into the evaluation

When you miss it with the P - ask give me that again  
 Find out what P says add nothing, work at what's said - that generates the structure - where the problem lives - not in the content but in the structure thinking is word manipulation

P- I have X - stops me from doing Y - there is no cause  
 You want to do something

Domain  
 \*\*Other domain - you have sensation, fears, etc.

How does it stop you from doing?

Do you see a problem in order to fix things up - how does that stop you from doing XYZ

T creates a reality that the troops have arrived - be powerful

T introduces a request to get into the initiating mode - given all this where do you wish to go!

T stays with something until something - like an intervention shifts something in the P (hardest work)

Get the patient out of evaluation into initiation. Get P to answer your questions

(Squelch yourself) there must be some sane?? \*\* Value to your doing something  
 There is some reason - no evaluation

Make a sharper distinction between operating in the Domain of Life or Domain of Therapy

Kid wetting the bed  
 Who's it a problem for - separate the Domain

Domain IS = without an active distinction there is no clear meaning

Everything that exists for us as a Distinction without it all a jumble - undifferentiated name for that stuff that exists that you can now give different terms for to make distinct - between 1 and the other [Everyday life -|- Psychotherapy]

The focus of activity -

The problem comes up in a collapsed domain - no distinctions -

Doing work vs. doing therapy ->

Have that clear that therapy is where something opens up - in the domain of therapy - what would you like to have happen to be right with that stuff.

II outcome was did the therapist like the person most highly correlate - success or failure

Domain Of Action - riding a bicycle then actions within that body of activity there are distinctions - meta distinctions of interactions with that thing - get known to be something - is language

Love can exist as an Abstraction or as a Distinction - A knowing not dependent on learning

A fantastic guy can love 50,000 and still be creative -> you can make a mistake and still be very creative

As soon as it's a slot main it's not an abstraction

\*\*Preset what's the problem - you need a solution need tools - to solve it

But if you're in rut where well being can show up - you're looking for able-ness shows up not solutions to problems

Do you think that you can't lose money and still be happy - it is really possible - it eliminates conditionally on being

The quality you exhibit in therapy can bring forth that possibility

Abstractions - where it all closes up or opens up

Determinism Bateson set your Domain of Conversation - to represent or produce what is.