

THE CONSCIOUS USE OF LANGUAGE

Outcome: The desired outcome of the Language Section is for all participants to be able to successfully use language to produce their desired results using language by Chunking up or Down to levels of greater ambiguity or specificity.

Process:

- 1)** Using Specificity or Ambiguity in Language
- 2)** Hypnotic Language Patterns
 - (a) Utilization
 - (b) Unspecified Language
- 3)** The Agreement Frame
 - (a) I appreciate, and...
 - (b) I respect, and...
 - (c) I agree, and...
 - (d) Avoid using “but” or “understand”
- 4)** The Purpose Frame
“For what purpose...?”
- 5)** The What If Frame
“What would happen if...?”
- 6)** Using Words that Create Positive I/R’s – Say it the way you want it:
At least 5 positive I/R’s of being involved.
- 7)** Conditional Close:
“So if we did this, would you do this?”
- 8)** Tag Questions:
“This is something you are interested in, isn’t it?”