

MODELING

The core activity of NLP is modeling. NLP^{application} is the application of the models you build and NLP^{training} is the training others in applying the models to their circumstances.

The definition of modeling is "The process of observing and mapping the successful behaviours of other people."

In NLP this involves profiling behaviours/physiology, beliefs and values, internal states and strategies. A key component of any successful model is that it can be transferred to another person. If this cannot be done in NLP^{training} then to that extent the model is not valid.

Even though humans have more interconnectivity in their head than atoms in the universe their lives often consist of the endless repetition of basic patterns. These patterns determine how they remember, believe, decide, energize, learn and behave.

The two basic processes in modeling are feature detection and pattern detection and they are both inter-related. In pattern detection one detects which specific features are used and in what way in order to achieve a goal. For example in modeling business there is a Meta Program (feature) which is used called a "towards" Meta Program. Successful business people use this when they are setting out their vision, and they also use it to energize themselves so as to produce the appropriate behaviour until their vision becomes realised. Noticing the "towards" Meta Program is the feature detection, noticing when it is regularly used is the pattern detection.

Generally speaking one needs to observe a feature and pattern working together at least 3 times before one can reliably say one has found something significant.

Once you have mastered the skill of modeling you will be able to:

- Effectively replicate the skills of excellent human performance.
- Effectively train others to use the model you have created.
- Benchmark excellence more effectively.
- Transfer from training to operations more efficiently.
- Create bespoke training for your own organisation to meet and achieve strategic business outcomes.



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