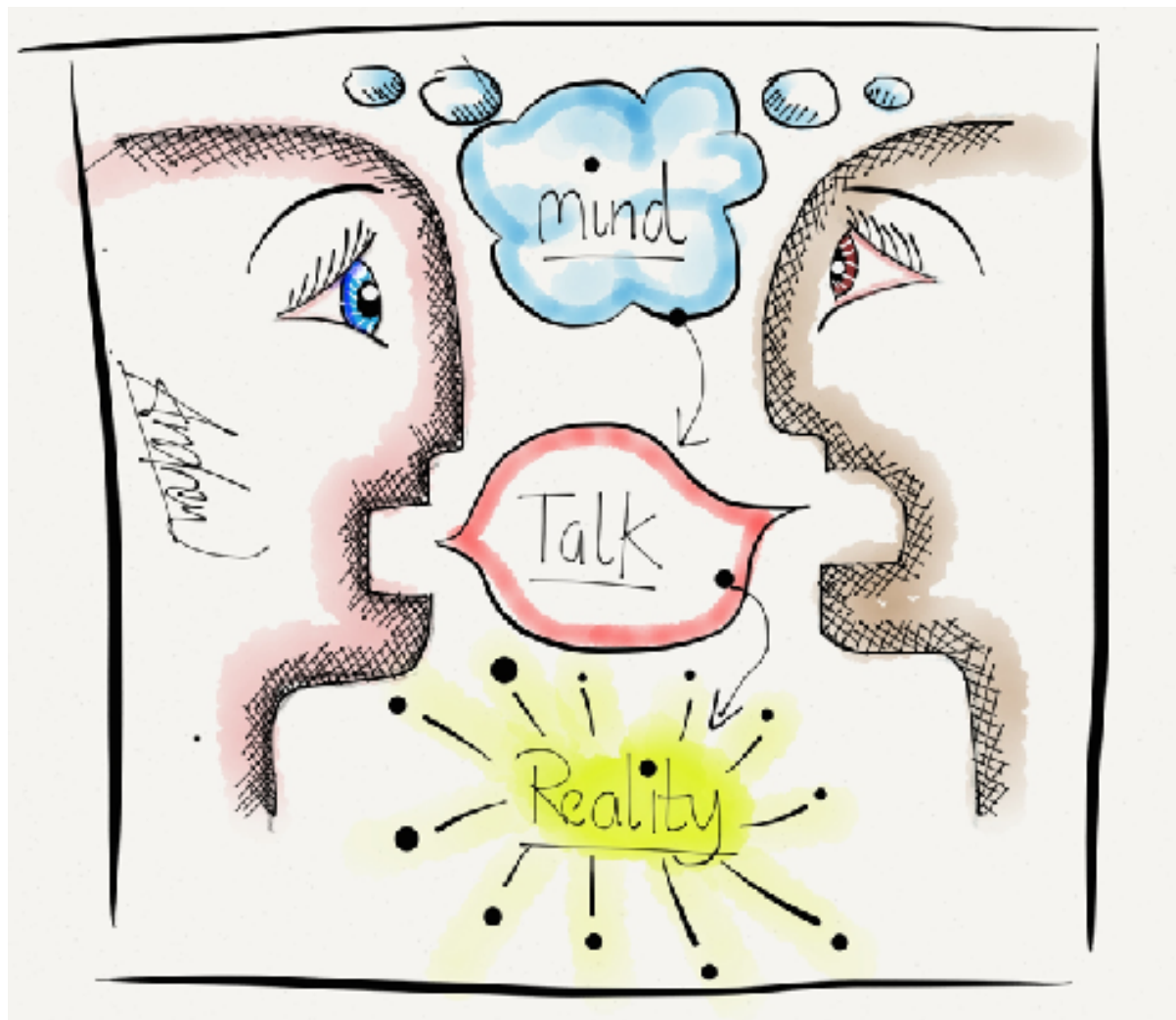


Mind your Talk



Andrew Jenkins

Softening language - exercise

By doing this exercise you begin becoming aware of the way you use feeling language (either expressed, or as inner mind chatter) when your emotions are aroused.

Softening or moderating emotive language helps you to gain more control over your feelings about the events, situations and circumstances you are responding to as you experience them.

This is particularly useful if you tend to find yourself defaulting into an emotive negative forceful state very rapidly, or find it hard to keep control over your negative emotional states. By learning to soften or attenuate your emotive thoughts and feelings, you will be able to dramatically reduce their internal impact on you and you can therefore begin to exercise more self-control and have more resources to choose how you respond.

Have a go at reframing the following practical applications. As a starting point I have included a few reframed words. If you prefer your own word instead insert it to the right of my suggestion.

Negative expression or emotion		Transform to...
<i>I'm feeling...</i>	<i>to</i>	<i>I'm feeling...</i>
Angry	to	Disenchanted, slightly miffed
Afraid	to	Uncomfortable
Anxious	to	A little concerned
Anxious	to	
Confused	to	Curious
Depressed	to	Calm before taking action
Depressed	to	Minor set back
Pissed off	to	
Disappointment	to	Underwhelmed
Disappointed	to	
Disgusted	to	Surprised
Dread	to	Challenged
Embarrassed	to	Aware
Embarrassed	to	
Failure	to	Learning, Stumble
Failure	to	
Fearful	to	

Frightened	to	Inquiring
Frustrated	to	
Furious	to	Passionate
Furious	to	
Humiliated	to	
Hurt	to	
Hate	to	
Impatient	to	Anticipating
Insecure	to	Unsure
Insulted	to	
Irritated	to	
Jealous	to	
Lazy	to	
Lonely	to	
Nervous	To	
Overlooked	to	
Overwhelmed	to	
Painful	to	
Petrified	to	
Rejected	to	
Sad	to	
Scared	to	
Oh Sh.., Oh F...!	to	
Stressed	to	Slightly distracted
Stupid	to	
Terrible	to	

Source - *You Are More Than You Think™* By Andrew Jenkins. Influenced by NLP teacher Roger Terry (His original source from, *Awaken The Giant Within* by Anthony Robbins, Pocket Books, 2001)

For further information and context to this exercise, please refer to *The Authority Guide To Developing High Performance Teams*, by Andrew Jenkins, SRA (July) 2017.

Presupposing Success - exercises

Exercise 1: Presuppositions

What you presuppose in your thoughts and what you verbalise has power. What you presuppose is a precondition of possibility. Whatever you presuppose sets up your assumptions as to how to use your attention, which in turn drives your thoughts.

The phrase, 'Be careful what you wish for' holds true for what your thought patterns are. When we focus our attention on what you want or what you don't want results in you getting exactly that.

I use the term 'presupposition' to describe deliberately choosing language that works for us, or not. In other words, what is presupposed is what we end up getting.

Have a go at reframing the following presuppositions - a practical application.

Ineffective presuppositions	Effective presuppositions
I don't get on with him / her	E.G. He/She's different to me
I make every effort to try to avoid this or that happening	
I need to be careful that I don't fail here	
I am so nervous, or am really worried about this or that	
You have to take life seriously and always be responsible	
I don't want this to fail	
Don't get this wrong again	
This is hard and difficult	
It's not my fault	
I'm not sure. I won't be able to do this	
You need to take control otherwise it'll fail	

Source - *You Are More Than You Think*™ By Andrew Jenkins

For further information and context to this exercise, please refer to *The Authority Guide To Developing High Performance Teams*, by Andrew Jenkins, SRA (July) 2017.

For sample answers to this exercise, please download worksheet 6.3 from my website (<http://www.pdx-consulting.com/resources.htm>)

Exercise 2: NLP presuppositions

Discuss each of these in pairs: Do you agree with them? How could you make them work for you and in your interactions with others?

1. Respect the other person's model of the world

2. People make the best choice they can at the time

3. Every behaviour has a positive intention

4. The person with the most flexible behaviour will control the outcome of an interaction or situation

5. There is no failure, only feedback & learning

6. Resistance in a conversation is a sign of lack of rapport

Source NLP Business Solutions Diploma notes by Andrew Jenkins

Highlight two or more that you wish to 'try-on' over the next few weeks and notice what difference it makes to you.

For further information and context to this exercise, please refer to The Authority Guide To Developing High Performance Teams, by Andrew Jenkins, SRA (July) 2017.