Modelling Excellence

NLP is the process of modelling, extracting and replicating the language structure and behaviour of an “excellent” individual in any activity or task.

During the 1970’s Bandler and Grinder started by modelling several hypnotherapist including Milton Erickson, who at their time were the best in their field gaining more positive results than any other hypnotherapist. Soon Bandler and Grinder, through modelling started to gain the same results as Erickson and started to model other experts in their fields gaining the same outcomes these experts gain after years of training, but NLP modelling ensured that these results could be obtained much quicker.

Imagine if you want to be the best shot on a shooting range, you can practice for years and years until you the master the skill. But with NLP we can model what an excellent shooter does internally, what do they visualise, what self talk they use, how they feel etc. We can take their process and use it to become an excellent shot within a session or two. Just imagine all the skills you can master quickly using NLP.

“If one person can do something, anyone can learn to do it”

First find someone you want to model, explain that you want to model their skill and to do this, you need to ask them several questions that will take no longer then 45 minutes.

People don’t often know what makes them good at something, they find it’s natural or a gift or even just through hours of practising (it is often said you need 10,000 hours of practice to be an expert at a skill). Some people have unconscious competence; they do something well without even thinking about it. To model excellence, acquiring a skill without 10,000 hours of practising, you need to understand what the person senses internally.

To understand someone’s unconscious behaviour we have to put ourselves in their shoes, seeing the world through their eyes, experiencing what they feel.

Mastering Success – Breakdown Modelling

- Visual Internal (VI)
- Auditory Internal (AI)
- Kinaesthetic Internal (K + -)
- Visual External (VE)
- Auditory External (AE)
To model someone’s excellence, you need to know what is happening consciously or unconsciously in their mind. When you ask your model how they mentally prepare for their skill they will have a process or structure, with a famous example being Jonny Wilkinson mentally preparing before a “goal kick” we see his strategy visually when he is on the field.

People will use their (V) visual (pictures/images) and (A) auditory (sounds) senses both internally (I) – *what's going on in their mind* and externally (E) – *real time experiences of the world* as a strategy for their unconscious competence. We also access our internal emotions (K) kinaesthetic (feelings)

<table>
<thead>
<tr>
<th>Sense</th>
<th>Internal</th>
<th>External</th>
<th>Remembered</th>
<th>Constructed</th>
<th>Internal Dialog</th>
<th>Positive</th>
<th>Negative</th>
</tr>
</thead>
<tbody>
<tr>
<td>Auditory</td>
<td>Ai</td>
<td>Ae</td>
<td>Ar</td>
<td>Ac</td>
<td>Aid</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kinaesthetic</td>
<td>Ki</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>K+</td>
<td>K-</td>
</tr>
<tr>
<td>Visual</td>
<td>Vi</td>
<td>Ve</td>
<td>Vr</td>
<td>Vc</td>
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</tbody>
</table>

As an example if you’re imagining something in your head – we would call this *(Vi)* visual internal

Or if you are seeing what’s happening around you – we would say *(Ve)* visual external

Internal senses can also be constructed (C) or remembered (R)

- **Visual Internal (Vi)** – with internal visual images, these can be *(Vc)* constructed or *(Vr)* remembered
- **Auditory Internal (Ai)** – for internal sounds we also use *(Ac)* constructed and *(Ar)* remembered and we have a third *(Vid)* internal dialog for when we self talk
- **Kinaesthetic Internal (Ki)** – we all so have a third one for internal feelings; these can be either Positive (+) or Negative (-)

A famous modelling example taken early when NLP modelling was first introduced was **Modelling a Spelling Strategy** some NLP-ers modelled several really good spellers, the type of spellers who are very successful in the USA spellbound competitions, to see if good spellers used a strategy and found that good spellers used the same strategy.

**Vr K+ Ae**

Have you worked it out? Good spellers first:

- Remember a picture of the word *(Vr)*
- Feels that the word is correct *(K+)*
- Reads it out aloud *(Ae)*
When remembering the word (or letters) (Vr) if the letter is wrong, the spellers would get a bad feeling (K-) and change the letter until they got a good feeling (K+) and then say the word out loud (Ae) knowing it would be right.

Many spellers don’t realise they us this common spelling strategy until you ask the spellers to breakdown their skill into a strategy by asking strategy questions.

Eliciting a Strategy

First you need to be patient, as we said before most people do not they have a strategy, they will be working this out with you, as you elicit their sequence of thoughts. Strategies can be short like the spelling strategy and other can be long.

Follow this set of questions with your role model to elicit their strategy

- Recall a time when you were doing/feeling X (skill)
- In your mind go back to that time and fully experience it now
- As you remember this time –

1. What is the first thing that caused you to X
2. Did you See (Visual), Hear (Auditory) or Feel (Kinaesthetic) X
3. What happened next, that caused you to X?
4. Did you See (Visual), Hear (Auditory) or Feel (Kinaesthetic) X

- Continue to ask this series of questions (step 1-4) until you have a complete strategy that you can use – when asking the questions remember to record the strategy code

Here is an example strategy for Motivation

<table>
<thead>
<tr>
<th>Questions</th>
<th>Model’s Answers</th>
<th>Strategy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Recall a time when you felt motivated</td>
<td>Ok-got it</td>
<td></td>
</tr>
<tr>
<td>Go back in your mind and fully experience the time you felt motivated; see what you could see, hear what you could hear and feel the way you felt</td>
<td>Mmm, yep I’m there</td>
<td></td>
</tr>
<tr>
<td>What was the very first thing that happened that caused you to be totally motivated? What started this?</td>
<td>I visualise myself doing well at my task, so if I was public speaking I would visualise myself being amazing as a public speaker</td>
<td>Vi</td>
</tr>
</tbody>
</table>
Was it something you saw or the way someone looked at you? Was it something you heard or someone’s tone of voice? Or, was it the touch of someone or something? What was the very first thing that caused you to be motivated?

<table>
<thead>
<tr>
<th>Was the visualisation made up or from a real past event</th>
<th>Made up in my mind</th>
<th>Vc</th>
</tr>
</thead>
<tbody>
<tr>
<td>What happened next, did you feel something, seeing something or hear something?</td>
<td>In my head I would hear the audience cheering, like I was actually there</td>
<td>Ac</td>
</tr>
<tr>
<td>Was this sound a noise from a real or past event?</td>
<td>No, but it sounded real</td>
<td>K+</td>
</tr>
<tr>
<td>What happened next</td>
<td>I would start to feel motivated in my stomach</td>
<td></td>
</tr>
<tr>
<td>What happened next</td>
<td>That’s it really - I felt motivated and ready</td>
<td></td>
</tr>
</tbody>
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**Vc Ac K+**

- There should always be an Exit point in every strategy so we can use the strategy, as an example a negative image can create bad feelings, the bad feeling can create a negative image (Vi, K- loop) do you recognise this? This is a strategy for depression.
- The exit point is the having the acquired skill/feeling (as an example; feeling really motivated)

The more details you can get the more successful the strategy will be – you could ask more related questions “when you visualise yourself do you see yourself as you would do on a film or do you see the event from your own eyes?” it’s all in the details. Go back to one of the first exercises; The Power of an Image and ask your model questions on the submodalities of their experience as some people will tell that the image has to be in a certain place in their minds eye for it to be fully effective.

The final step is for you to use the strategy you have elicited to make you feel motivated:
• (Vc) Visualise yourself being really motivated – see yourself doing something as a highly motivated person – make this up
• (Ac) Hear cheering or any other positive noise that will represent you being really motivated
• (K+) Start to feel that confident feeling inside you, starting from your stomach

You now know how to feel motivated whenever you want to be – just follow this simple formula.

You will agree, by using this model to elicit any strategy you will be able to model anyone who has a skill you require.

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