

## ... a 2 day programme to develop specific, reproducible patterns from the language and behaviour of effective role models

### Overview

Modelling comes from the Latin *modus*, meaning manner or measure. A model is a representation; a standard to be imitated; a representative form, style or pattern. Modelling is the capturing and reproduction of *how* something is done. As Daniel Goleman states in *Working with Emotional Intelligence*, "We learn by watching others; if someone can demonstrate a competence, they create a living classroom for us." This has usually meant looking at the *external* processes or behaviours. In the 1970s, NLP developed an approach to modelling which also made conscious and captured or described the *internal*, 'out of your awareness', mental habits and beliefs. This multi-layered approach gives a deeper and more accurate model to reproduce.

### What you will learn

This module will heighten your awareness of your own mental models, your patterns of thinking, so that you can be more free of these as a coach and will also increase your ability to recognise models or patterns in your clients' thinking, language and behaviour. You will learn how to identify and capture or codify your own and others models or processes – how you and others do what you do. You will learn how to use modelling to greatly enhance the rapport and relationship that you create with your clients, so that you can be most effective in working with them to achieve their outcomes. You will also learn to use modelling for yourself, in order to become the coach you truly want to be, and to continue that process, as well as a tool with clients to help them model whatever it is that they want.

So with well-honed modelling skills, you will –

- ◆ Step into the client's world, experience it
- ◆ From this, understand and develop a deep empathy with the client
- ◆ Give feedback on this experience in a non-judgemental way, in exquisite rapport
- ◆ Use these insights to discuss with your clients what other choices they might want
- ◆ Help your client to choose examples and step into those models
- ◆ Use 'success' models in your language to help shift their mental models
- ◆ Model for yourself the coach you want to discover within

Whilst NLP has identified and captured a structured approach to modelling, which was at the core of the original creative work that Bandler and Grinder did with their models of excellence, such as Milton Erickson and Virginia Satir, we will not focus solely on the NLP approach to modelling. Modelling has been around for as long as learning and we will look at other approaches to models.