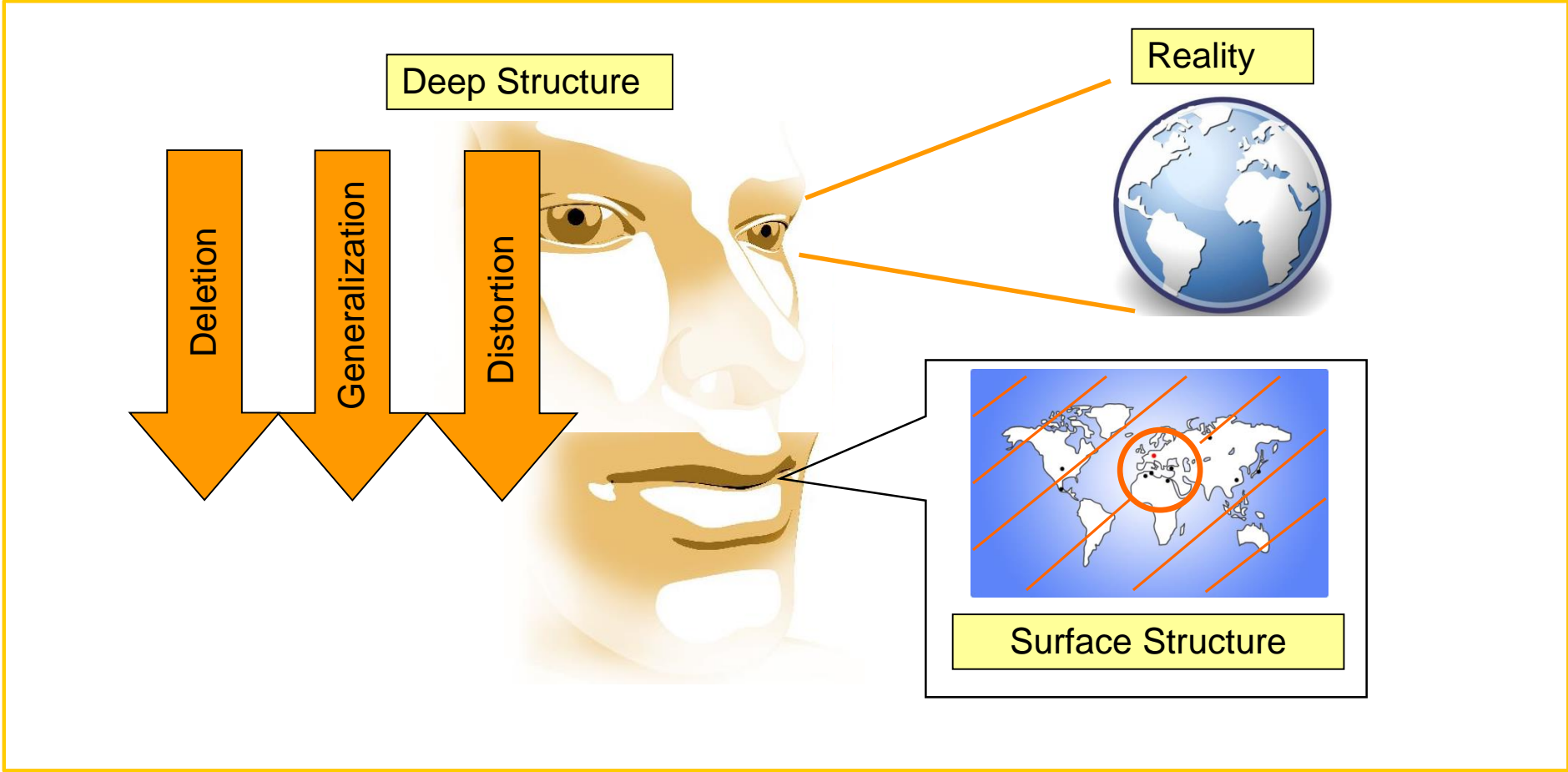




### Meta Model of Language

The application of the Meta model is based on the thought that language has a major impact on human thinking and acting. Language however is not experience (= live experience in associated state), but more a representation (= model) of the own experience..



### Goal:

By the Meta model of language we become more aware of how humans think and act. It shows how human experience is limited through language, but also how you can overcome these limitations by language. The model helps to identify deletions, generalizations and distortions in language and to ask related questions. As a result own thought and behavioral patterns can thus be recognized and applied accordingly.



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### We think much more faster and a lot more than we speak.

- **Deep structure** is what we call the thinking level. In communication we compensate that deep structure to formulate our statements in a specific, clear-cut and efficient way.
- **Surface structure** indicates the statement actually formulated.

### Conversion from deep structure to surface structure:

- **Deletion** is the process how we select perception. By focussing on the essential, other details are neglected.  
Questions to be asked for deletions: Who?, How?, What?, ...
- **Distortion** is the process how we adapt our perceptions to our personal model of the world.  
Questions to be asked for distortions: “Your behaviour makes me nervous.“ – “You will not be nervous any longer, if I behave in another way?“
- **Generalization** is the process how - starting from individual cases of subjective perception – general conclusions to be generally made as for example: “This happens always to me – always/typically he/she.“  
Questions to be asked for generalizations: “When exactly...?“, “How exactly ...?“, “What exactly ...?“, “Without any exception ...?“, “Really always?“, ...

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Categories	Statements	Precise questions	Goals
<b>Nominalizations / Unspecific nouns</b>	Communication Teamwork skills Flexibility Leadership	What kind of communication? How can I see that somebody has teamwork skills? By what exactly ...?	Specify and clarify the context
<b>Unspecific Verbs</b>	change develop improve	What for? Where? Why?	Add, complete information
<b>Generalizations</b>	never every always nobody	Really never/all/always/nobody...? Has it really never changed? Was it really always like this? Without exception?	Recognize limiting beliefs and prejudices
<b>Rules and Modal Verbs</b>	must – have to / not to have to - need not shall / shall not can / cannot may / may not	What would be your choice? And if you do it? What is missing? Why not?	Identify new ideas, chances and Overcome limiting beliefs
<b>Comparisons without reference/ Superlative</b>	more / less better / worse too expensive too old	Compared to what? Better/worse than who or what? For which reason? What for and why?	Clarify the comparison referred to and what are the criteria.

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