
THE META MODEL



solutions in mind
MASTERING PERSUASION & INFLUENCE

THE META MODEL | DISTORTIONS

PATTERN

RESPONSE

OUTCOME

Mind Reading

Claiming to know someone's internal state. E.g., "He's not happy with my work."

"How specifically do you know he is not happy with your work?"

Recovers the source of the information.

Lost Performative

Value judgments where the person doing the judging is left out. E.g., "It's bad to be inconsistent."

"Who says it's bad?"
"According to whom?"
"How do you know it's bad?"

Gathers evidence. Recovers the sources of the belief, the Performative, and/or the strategy for the belief.

Cause & Effect

Where cause is wrongly put outside the self. E.g., "She frustrates me."

"How does what she's doing cause you to choose to feel frustrated?" (Also, counter example or "How specifically?")

Recovers the choice.

Complex Equivalence

Where two experiences are interpreted as being synonymous. E.g., "She's always quiet, I don't think she likes me."

"How does her being quiet mean that she doesn't like you?" "Have you ever been quiet around someone you liked?" "Isn't it possible to be quiet around someone you like?"

Recovers Complex Equivalence. Counter Example.

Presuppositions

E.g., "I'm not completely convinced that your drug is best for all of my patients."
There are at least two presuppositions in this sentence: 1) They are partially convinced that 2) Your drug is best for some of their patients.

"How convinced are you?" "Which patients do you think it is best for?" "What would completely convince you?"

Specify choices, verbs, Performatives. Recover any Internal Representations and Complex Equivalents.

THE META MODEL | GENERALIZATIONS

PATTERN

RESPONSE

OUTCOME

Universal Quantifiers

Universal Generalizations such as **all, every, never, everyone, no one**, etc.
E.g., "She never listens to me."

Find Counter Examples.
"Never?" "What would happen if she did?" "How would you know that she is listening to you?"

Recovers Counter Examples, Effects, Outcomes.

Modal Operators of Necessity

As in **should, shouldn't, must, must not, have to, need to it is necessary**.
E.g., "I have to cook dinner tonight."

"What would happen if you didn't?" Also, "Or?"

Recovers Effects, Outcome.

Modal Operators of Possibility (Or Impossibility)

As in **can/can't, will/won't, may/may not, possible/impossible**. E.g., "I can't fit everything into my day."

"What prevents you from fitting everything into your day?"
"What would happen if you did?"

Recovers Causes.

THE META MODEL | DELETIONS

PATTERN

RESPONSE

OUTCOME

Nominalizations

Process words which have been frozen in time, making them nouns. E.g., "There is no communication here."

"Who's not communicating what to whom?" "How would you like to communicate?"

Turns it back into a process.
Recovers deletion and Referential Index.

Unspecified Verbs

E.g., "He undermined my idea."

"How, specifically, did he undermine your idea?"

Specifies the verb.

Simple Deletions

E.g., "I am uncomfortable moving forward."

"Regarding what/whom?"

Recovers Deletion.

Lack of Referential Index

Fails to specify a person or thing. E.g., "They never pay attention to me."

"Who, specifically, doesn't pay attention to you?"
"How would you know if they were paying attention to you?"

Recovers Referential Index.

Comparative Deletions

As in **good, better, best, worst, more, less, most, least**.
E.g., "This is a better way to do it."

"Better than what?"
"Better how?"
"Compared to what?"

Recovers Comparative Deletion.