



LINGUISTIC



Okay, I'm going to be there
Thursday at 5:00 PM.
Are you going to meet with me then?

Yes, I can meet with you.



CAN, COULD, WOULD, WILL, SHOULD/HAVE TO/NEED TO

Think, Analyze, Understand, Why, Consider, Clarify



META PROGRAM

MOTIVATION LEVEL

Reactive vs Proactive

- think
- analyze
- understand
- why
- consider
- clarify
- luck
- incomplete sentences, subject or verb missing
- passive verbs or verbs transformed into nouns
- lots of infinitives
- speak as if the world controls them
- long and convoluted sentences
- talks about thinking about, analyzing, understanding, waiting
- conditionals, would, could, might, may
- overly cautious, need to understand and analyze

