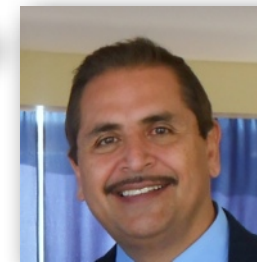


PRESUPPOSITIONS II

- Introduction to NLP Presups
- Words to Avoid
- Presupposition Language Patterns
 - Subordinate Clause of Time
 - Cause and Effect
 - Contrary to Expectations
- Charisma Pattern



The meaning of your communication is the response you get.

You can not not communicate.

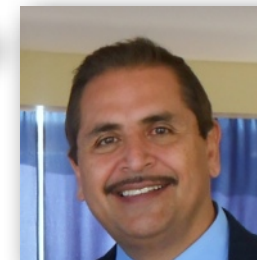
Choice is better than no choice.

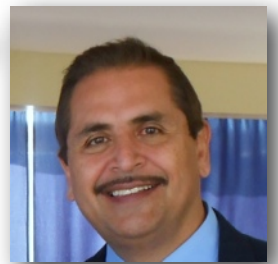
• Words to Avoid

NLP Video Training

PRESUPPOSITIONS II

By Dale T. Diaz NLP MP
DaleDiaz.com

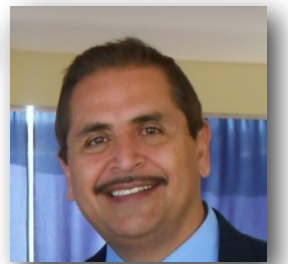




• Words to Avoid
IF

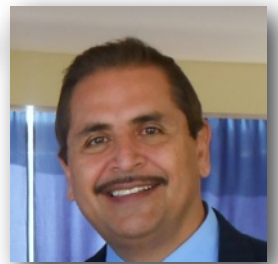
Expected vs Possible

• Words to Avoid
IF



Possible





PRESUPPOSITIONS II

Expected

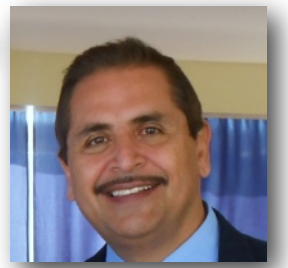
Words to Avoid

~~IF~~

WHEN



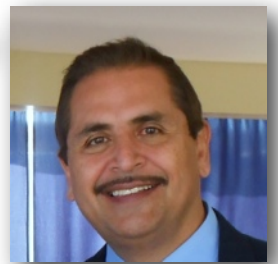
• Words to Avoid



If you decide to hire me...
I'm ready to start when you are.

When you decide to hire me...
I'm ready to start when you are.

PRESUPPOSITIONS II



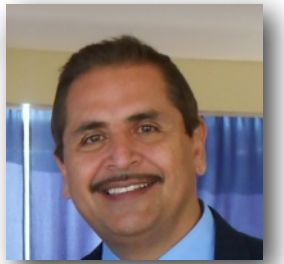
• Subordinate
Clause of time

When I go to the restaurant tonight, I'm eating chicken.

...of time

Subordinate clause

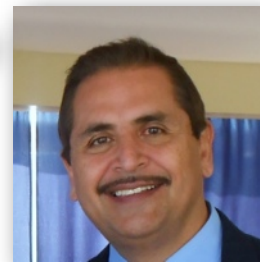
Main clause



• Subordinate
Clause of time

PRESUPPOSITIONS II

If you use presuppositions in your language
you will easily be able to influence others.”

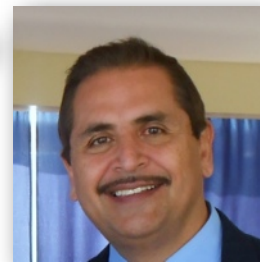


PRESUPPOSITIONS II

• Subordinate
Clause of time

when, as soon as, after, prior, before, once you,
during, while, by, by the time

“As soon as you start to use presuppositions in your language
you will easily be able to influence others.”

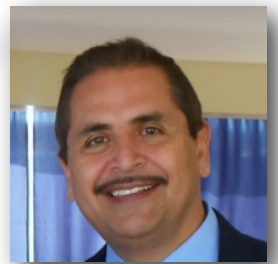


PRESUPPOSITIONS II

• Subordinate
Clause of time

when, as soon as, after, prior, before, once you,
during, while, by, by the time

“NLP authorities say that as soon as you start to
use presuppositions in your language
you easily influence others.”



PRESUPPOSITIONS II

• Subordinate
Clause of time

when, as soon as, after, prior, before, once you,
during, while, by, by the time

Comentary Adjective
with Emphasis

Quantifier:
Group within a Group

Comentary Adjective

Authority Sounding
Noun Phrase

“Isn’t it interesting, that every leading NLP authority

Relative Clause

that teaches covert hypnotic language patterns say that

...of time

Subordinate Clause

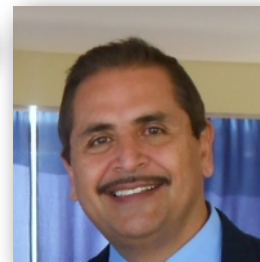
Embedded Command

as soon as you start to use presuppositions in your language

Comentary Adverbs

Comentary Adjective with Emphasis

you easily and naturally influence others. Incredible!”

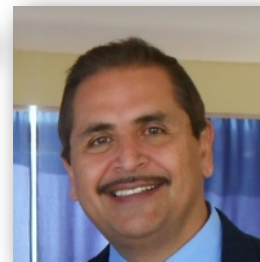


PRESUPPOSITIONS II

• Subordinate
Clause of time

when, as soon as, after, prior, before, once you,
during, while, by, by the time

“After you decide to hire me
you’re going to want to start packing.”

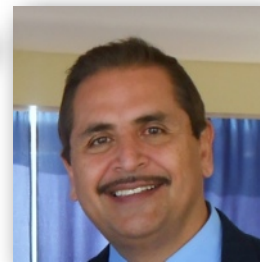


PRESUPPOSITIONS II

• Subordinate
Clause of time

when, as soon as, after, prior, before, once you,
during, while, by, by the time

“Before I allow you to kiss me
we will simply have a nice dinner over a glass of wine.”



PRESUPPOSITIONS II

• Subordinate
Clause of time

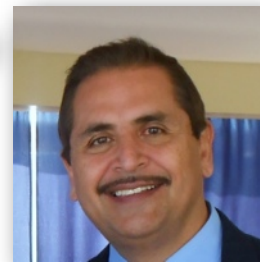
when, as soon as, after, prior, before, once you,
during, while, by, by the time

$$A + B = C$$

A: Subordinate clause of time

B: Belief/suggestion

C: What they want

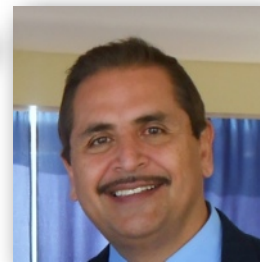


PRESUPPOSITIONS II

• Subordinate
Clause of time

when, as soon as, after, prior, before, once you,
during, while, by, by the time

When you list with me you can start packing
because this house will be as good as sold.”

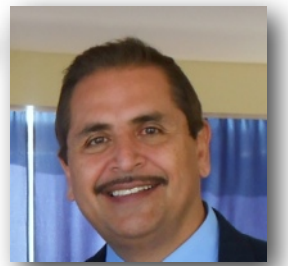


PRESUPPOSITIONS II

• Subordinate
Clause of time

when, as soon as, after, prior, before, once you,
during, while, by, by the time

“When it happens, it will happen without any warning.”

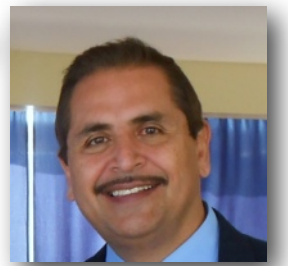


PRESUPPOSITIONS II

• Subordinate
Clause of time

when, as soon as, after, prior, before, once you,
during, while, by, by the time

“There’s no way you won’t succeed
because when you prospect consistently,
leads eventually are going to start coming in.”

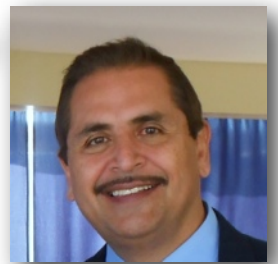


PRESUPPOSITIONS II

• Subordinate
Clause of time

when, as soon as, after, prior, before, once you,
during, while, by, by the time

“Prior to our little talk last night things were fine.”

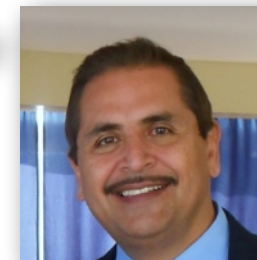


PRESUPPOSITIONS II

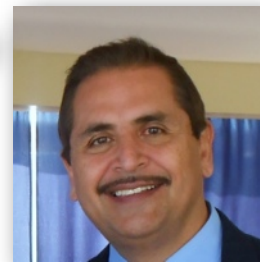


“Watching this training causes
a person to be a good communicator.”

PRESUPPOSITIONS II



“Obviously, you watching this training causes you to be a naturally good communicator and an incredible master influencer.”

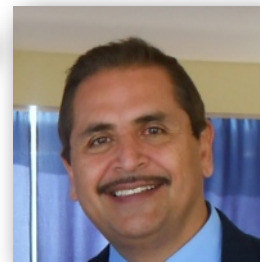


PRESUPPOSITIONS II



causes, makes, allows, helps,
creates, means, proves, forces

“Watching this training causes
a person to be a good communicator.”

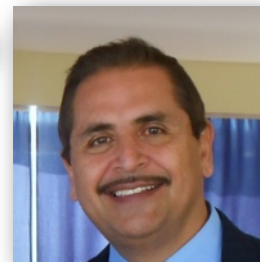


PRESUPPOSITIONS II



causes, makes, allows, helps,
creates, means, proves, forces

“Watching this training makes
you a naturally good communicator.”

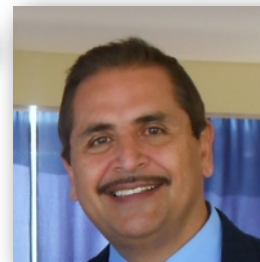


PRESUPPOSITIONS II



causes, makes, allows, helps,
creates, means, proves, forces

“Watching this training allows
you to start seeing how easy it is to powerfully and
covertly influence others.”

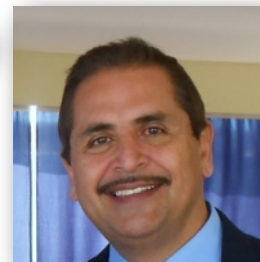


PRESUPPOSITIONS II



causes, makes, allows, helps,
creates, means, proves, forces

“Watching this training helps
you to naturally influence others.”

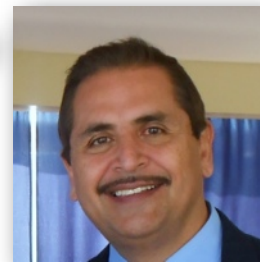


PRESUPPOSITIONS II



causes, makes, allows, helps,
creates, means, proves, forces

“Watching this training creates
a natural desire and inclination to influence in any one
that has the desire to win in life.”

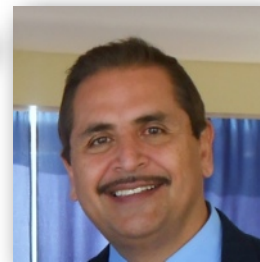


PRESUPPOSITIONS II



causes, makes, allows, helps,
creates, means, proves, forces

“Watching this training means
that you will get what you want out of life from now on.”

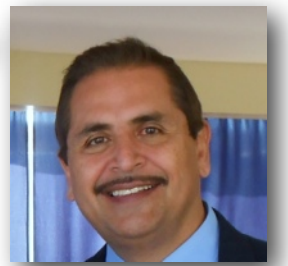


PRESUPPOSITIONS II



causes, makes, allows, helps,
creates, means, proves, forces

“Watching this training proves
that you’re the type of person that cares enough to apply
yourself at good communication.”

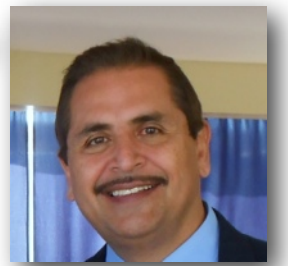


PRESUPPOSITIONS II



causes, makes, allows, helps,
creates, means, proves, forces

“Watching this training forces
the human mind to accept and adopt what it already
knows how to do, and that’s to be naturally persuasive.”



PRESUPPOSITIONS II



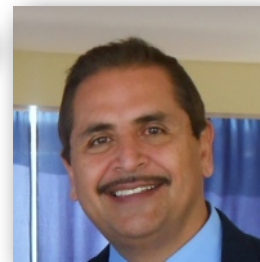
causes, makes, allows, helps,
creates, means, proves, forces

$$A + B = C$$

A: Pace

B: Causal Word

C: Lead

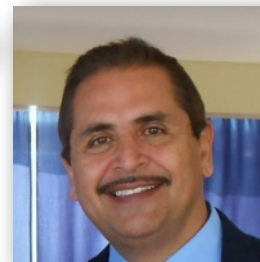


PRESUPPOSITIONS II



causes, makes, allows, helps,
creates, means, proves, forces

“Just you sitting there quietly forces
you to acknowledge that
what I’m saying is really worth thinking about.”

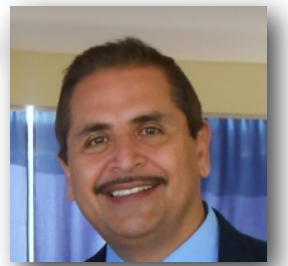


PRESUPPOSITIONS II



causes, makes, allows, helps,
creates, means, proves, forces

“Your home was listed with another agent, which helps you to realize that I’m the kind of agent that you want.”



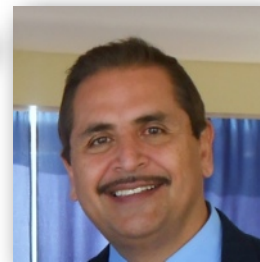
PRESUPPOSITIONS II



causes, makes, allows, helps,
creates, means, proves, forces

“Can we talk?”

“Yes. Talking helps
people to understand each other better.
I want to understand how you feel.”



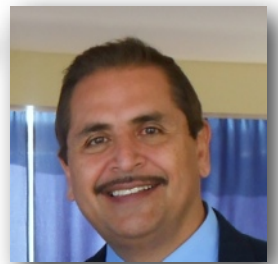
PRESUPPOSITIONS II



causes, makes, allows, helps,
creates, means, proves, forces

“Can we talk?”

“Certainly. Talking helps
people to understand each other better.
I want to understand how you feel very, very much.”



PRESUPPOSITIONS II

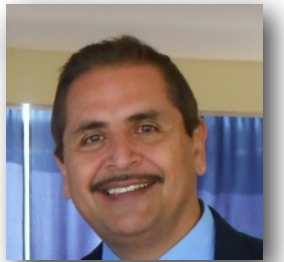


causes, makes, allows, helps,
creates, means, proves, forces

“Can we talk?”

*“Certainly. You’re willingness to talk proves to me
that no matter what happens we will always love each other.*

*Even Dr. John Gray and Oprah say again and again that an occasional
argument between two intelligent and passionate people simply means that
they have deep feelings bound to each other. Please realize that I love you.”*



• Words to Avoid

PRESUPPOSITIONS II

MODAL OPERATORS

OF NECESSITY:

IMPERATIVE

HAVE TO

OUGHT

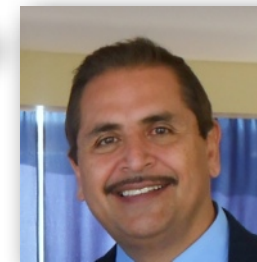
MUST

NEED TO

OUGHT TO

GOT TO

SHOULD

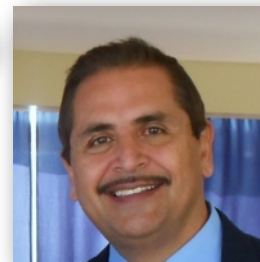


PRESUPPOSITIONS II

• Contrary to Expectations

“Should you not understand why exercise is the best way to lose weight, I’d be happy to explain it to you.”

If they don’t respond, they’ve tacitly agreed with the idea. If they actually ask for an explanation, the implication is that once you explain why, they will accept the idea.

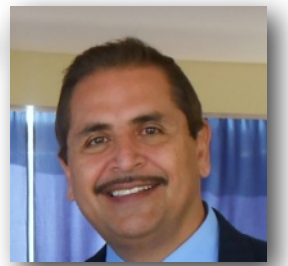


PRESUPPOSITIONS II

• Contrary to
Expectations

Should you not

“Should you not know
how important NLP based communication skills are,
call me to get the next seminar date.”

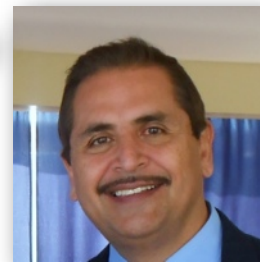


PRESUPPOSITIONS II

• Contrary to
Expectations

Should you not

“Should you not be totally happy with your relationships,
knowing how to create and maintain rapport
will be important for you to learn.”



PRESUPPOSITIONS II

• Contrary to Expectations

Should you not

$A + B + C = \text{Acceptance of } B$

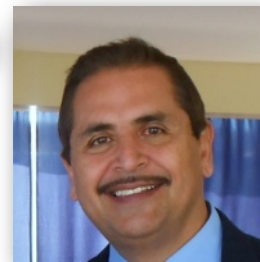
or, $A + C + B$

A: Should you not

B: Your idea/belief/suggestion

C: Solution to problem of “not-ing”

“C” can also be the lead.

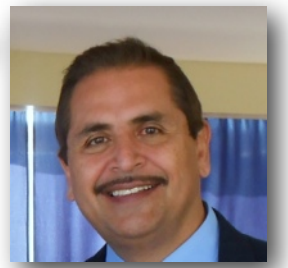


PRESUPPOSITIONS II

• Contrary to
Expectations

Should you not

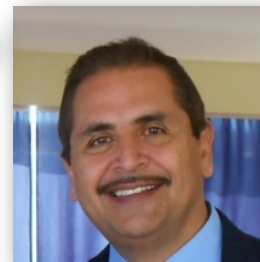
“Should you not want to have your house still up for sale by
August, now’s the time to meet with me.”



PRESUPPOSITIONS II

• Charisma
Pattern

Speeches, Presentations, Formal Meetings



PRESUPPOSITIONS II

INTRODUCTION

Charisma Pattern

[Slow, almost hesitant, pausing, low pitch voice] *Many thanks ... for inviting us to ... this meeting. We **feel**, er... it's a great opportunity for us to ... **get to grips** ... with your needs and ... and ... make **contact** with, er... your team for the first time.*

K

[Slightly faster, more varied tone, raise pitch and less pausing] *We look forward to **hearing** more about your plans and hope that our strategy will really **resonate** with your expectations. We'll certainly be **all ears** to **listen** to your feedback.*

A

[Fast, higher pitch...] *We hope that by the end of this meeting we'll all have a common **vision** of the future and **crystal clear** agreement on how to deliver this project successfully.*

V