

CHECKLIST

Word clues for Alignment

We can pick up on clues in language that enable us to learn something about a person's underlying attitudes and beliefs. The language of Neurological Levels is especially interesting. Listening for certain words and phrases can, for example, tell us whether a person is speaking about something they did, a behavior, or about who they are, their identity — a very different level. Here are some of the clues you can listen for.

Environment

Where, when, with whom?

“in this place, at this time, with these people”

Behavior

Doing what?

Verbs — “talking, making, reading, doing”

Skills and Capabilities

How?

“Able to, know how to, have experience, am good at”

Beliefs and Values

Why is it important?

Listen for the structure — “If this, then that.” Or “This equals that.”

Identity

Who?

“I'm the kind of person who, it's in my nature to, I am...”

System / Field

What else?

What goes beyond?

“Legacy, impact, impact, interconnectedness”

(Words often fall short. Metaphor is a good way to listen for this level.)