DYNAMIC LEARNING CENTER

Addictions
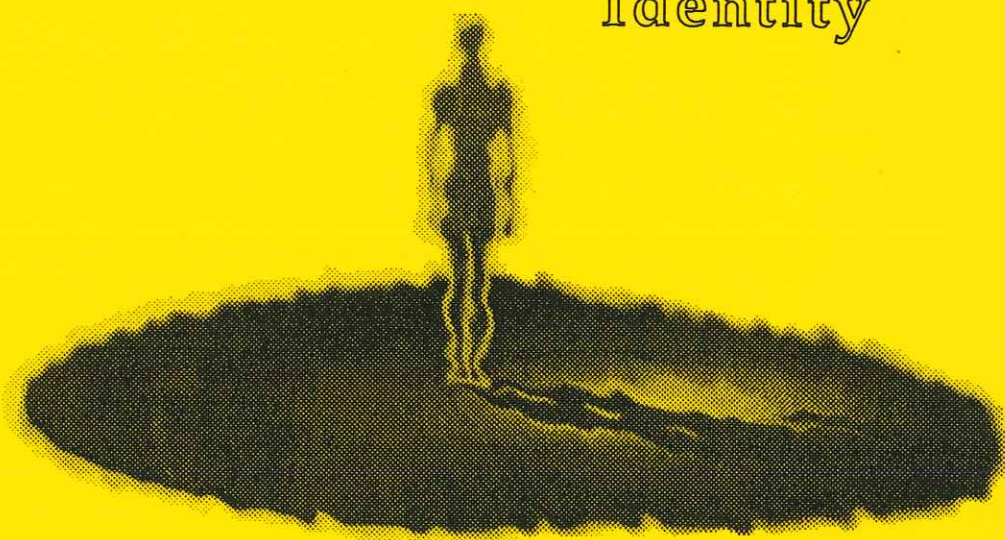## Addictions

Compulsions
Compulsions

Identity
Identity

A Multi-Level Approach

with

Todd Epstein & Robert Dilts

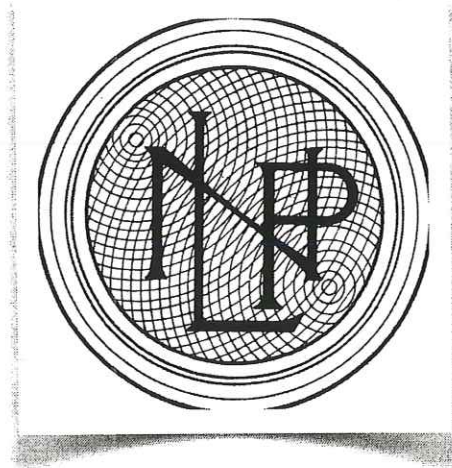January 27-31, 1993
Santa Cruz, California

Addictions, Compulsions, Identity
Neuro-Linguistic Programming

January 27–31, 1993   24 page booklet   Santa Cruz, California

presented by

Robert Dilts & Todd Epstein
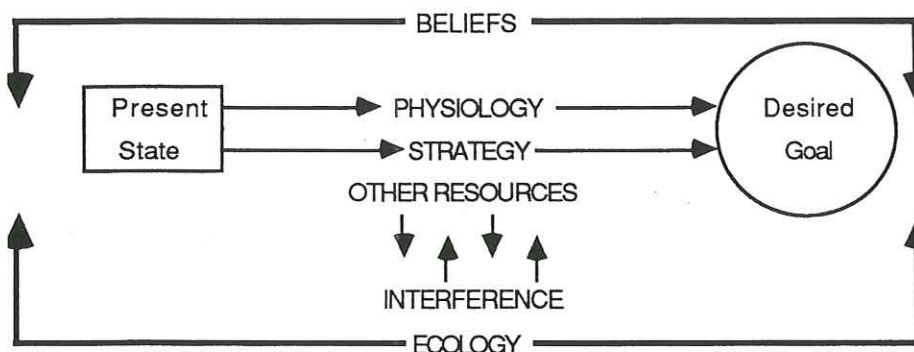
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I. STEPS FOR ACHIEVING PERSONAL GOALS

    A. **MOTIVATION (Want To)** - Belief that the goal is achievable and worthwhile.
    B. **MEANS (How To)** - Knowledge of the physical and mental steps necessary to achieve the goal.
    C. **OPPORTUNITY (Chance To)** - Deal effectively with interference and resistance.

II. THE SEVEN C's MODEL

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┌──────────────────── BELIEFS ────────────────────┐
│                                                  │
↓   ┌─────────┐                      ╭─────────╮    ↓
    │ Present │──► PHYSIOLOGY ──────►│ Desired │
    │  State  │──► STRATEGY ────────►│  Goal   │
    └─────────┘                      ╰─────────╯
              OTHER RESOURCES
                 ↓ ↑ ↓ ↑
↑               INTERFERENCE                       ↑
│                                                  │
└──────────────────── ECOLOGY ────────────────────┘
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A. **BELIEFS** - Generalizations about ourselves and our world.
    1. What is possible? Where are the boundaries?
    2. What does it mean? What is important/necessary?
    3. What causes it? What does it cause?
    4. Who am I? What am I capable of?

B. **PHYSIOLOGY** - Physical properties necessary to reach the goal.
    1. Specific sequence of behavior required to get to the goal.
    2. Accessing Cues (i.e., eye movements, posture, breath, etc.)
    3. Physical state (Immune function, nutrition, strength, etc.)

C. **STRATEGY** - Mental map or program (Brain) that organizes and guides our physical behavior and
    responses (Body).
    1. Sensory system (sight, hearing, feeling, smell, or taste)
    2. Sub-Modalities: Quality of the sensory representation (i.e., intensity, speed, location, etc.)
    3. Specific sequencing of steps in the plan.

D. **OTHER RESOURCES** - Appropriate skills and techniques needed to offset interference.
    (see below).

E. **INTERFERENCE** - Factors that get in the way of reaching the desired goal: **"The Seven C's."**
    1. **Confusion** - Lack of clarity about goals, steps, etc.
       a. Resources => *Information gathering skills (Meta Model)*
    2. **Content** - Having improper raw materials, inputs, etc. ("Garbage in, garbage out.")
       a. Resources => *Sensory acuity and relevancy filters.*
    3. **Catastrophes** - Past traumas and negative imprints from personal history.
       a. Resources => *Anchoring, disassociation, re-imprinting.*
    4. **Comparison** - Inappropriate expectations and criteria.
       a. Resources => *Modeling & chunking skills (Behavior Generator)*
    5. **Conflict** - Incongruency, secondary gain, hidden agendas.
       a. Resources => *Reframing, rapport & negotiation skills.*
    6. **Context** - External impediments.
       a. Resources => *Sensory acuity and behavioral flexibility.*
    7. **Conviction** - Doubt about achieving your goal.
       a. Resources => *Future pacing & belief strategy (swish pattern)*

F. **ECOLOGY** - Factors from the surrounding system that need to be considered or preserved in the
    desired goal.

The Multi-Level S.C.O.R.E. Model™ for Change

A. The S.C.O.R.E. Model™ identifies the primary components necessary for effectively organizing information about any goal or change. The letters stand for *Symptoms, Causes, Outcome, Resources, and Effects*. These elements represent the minimum amount of information that needs to be gathered to create changes.

    1. **Symptoms** are typically the most noticeable and conscious aspects of the presenting problem or present state.
    2. **Causes** are the underlying elements responsible for creating and maintaining the symptoms. They are usually less obvious than the symptoms themselves.
    3. The **Outcome** is the actual goal or desired state that would take the place of the symptoms.
    4. **Resources** are the underlying elements responsible for creating and maintaining the outcome.
      a. Techniques, such as reframing, change history, anchoring, etc., are structures for applying particular resources.
    5. **Effects** are the results of, or responses to, the achievement of a particular outcome. Often the desired effect of achieving an outcome is mistaken for the outcome itself.
      a. Positive effects are often the reason or motivation for wanting the outcome to begin with.
      b. Negative effects can create resistance or ecological problems.

B. Vital Signs are the specific characteristics or features that are associated with each of the elements identified above. In NLP these vital signs are:

> *Accessing Cues*
> *Predicates*
> *Meta Model Patterns*
> *Body Posture and Gestures*
> *Critical Sub-Modalities*
> *Meta Program Patterns*
> *Criteria*
> *Beliefs*

C. Behavioral Demonstrations are specific, observable, ongoing examples of these vital signs. A behavioral demonstration should be elicited for each of the S.C.O.R.E. elements.

D. Levels of Change are organized into the following hierarchy:

> *Specific Behaviors*
> *Capabilities*
> *Beliefs*
> *Identity*

Each level is progressively more encompassing and impactful. It is thus important to know at which level each of the S.C.O.R.E. elements is occurring.

Causes	Symptoms	Techniques	Outcome	Effect
Problem State	*Present State*	**Resources**	*Desired State*	*Ecology/Result*
Vital Signs	Vital Signs	Vital Signs	Vital Signs	Vital Signs
Behavioral Demonstration	Behavioral Demonstration	Behavioral Demonstration	Behavioral Demonstration	Behavioral Demonstration
		Level of		
Level of Change	Level of Change	Change	Level of Change	Level of Change

The Seven Commandments of Functional Systems

1. Thou Shall Support both Relationship and Task with Body and Mind.

Rapport: Psychogeography - Posture and Location Support Both Relationship and Task.

2. Thou Shall Experience a Deep Level of Commitment to a Common Mission.

a. Have a Shared Mutual Outcome for Both Task and Relationship.

b. Experience Commitment on a Feeling Level.

3. Thou Shall Separate Out Issues about Internal Relationships from Issues about External Goals.

4. Thou shall be Respectful to Fellow System Members on all Levels.

Understand and respect the criteria (values) and criterial equivalents of the other group members.

5. Thou Shall have Clarity and Congruence of Messages and Meta Messages.

a. Communication is Matched to the Logical Level of Interaction.

b. Feedback (Questions and Confirmations) is Congruent to the Logical Level of Interaction.

c. Smooth Transitions Calibrated to Specific Meta Messages (e.g. eye contact).

6. Thou Shall have a Balance of Perceptual Positions.

Each member is capable of and willing to take 1st, 2nd and 3rd position.

7. Thy interactions Shall Bring Out the Best in each member.

Each person feels a central part in the system.