

# Understanding Dialogue: To A Unified Field Part II by L.J. Carson

P.A.V.E. The Way To S.A.V.E. The S.C.O.R.E.

## History

In Part I of this paper we invited you and your inquisitive nature to discover what a journey of dialogue may have to offer our community. We discussed various notions, beliefs, and models we have used to elevate our ability to understand the principles underlying NLP and man's capacity to change. As a group of explorers sailing upon ships of fate<sup>i</sup> ... how can we now better chart the course for man's journey into the 21st Century?

In Part II of this series we will propose a sequence of principles to construct a “Meta” Matrix or a Unified Field Model to describe all change processes within the current NLP model. Man has been attempting to construct this understanding long before Socrates asked his first question. So in this section, I will propose that we approach this paper as an investigative proposition or *thesis*. Then hopefully you the reader will respond with an antithesis (anti-*thesis*) so we can all observe the opposite side of the stream to this theoretical model. And then with our combined efforts, we will wait to see if an emergent *synthesis*<sup>ii</sup> self-reveals.

In other words, by answering the call posed to us earlier this year by John Grinder, Carmen Bostic St. Clair and Steve Andreas; we will begin to look for an elevated model for us to gain a top down (*meta*) perspective for an essential ground up (*micro*) understanding as to how we can consciously synthesize magical, transitional moments for man's evolutionary calling.

Our community inherited a legacy starting with The Structure of Magic Volumes I & II and all that which has evolved since. The 21st Century now asks of us - as members of this community - to collectively author and publish The Structure of <sup>Meta</sup> Magic for future generations that will want, need and cherish our thoughts.<sup>iii</sup>

In Part III we are all going to be called upon to test and provide feedback on this proposed Unified Model as to its practical application in our work and lives. And then possibly in Part IV we will offer two additional principles and perhaps a third and fourth dimension to round out the model's application in business consulting. The business community has a lot to offer our community because we have a lot to offer in return, difference in community tends to work that way.

In addition, it is my hope that this series of articles will bring about a robust, on-going dialogue throughout our community and serve to inspire the formation of a 1) Digital Community Center at Anchor Point and to 2) Continue similar "Dialogue Discovery Sessions" at future workshops. The testing and potential advancement of this prototype will be totally dependent upon the continual effort, participation and input from every member of our community.

Then through this collective discovery process, hopefully we will all gain a deeper and richer appreciation of our unknown potential and for what Hall, Bodenhamer, Furman, Andreas, Bolstad, Grinder, and all the other contributors to this magazine have been sharing with us for the past several years. For all the writers, editors, and supporters of this magazine, I thank each and every one of you for your courage, commitment, time, and passion invested. For me, this has been a magazine without equal.

## A Meta Matrix for A Higher Understanding

The word "matrix" comes from Latin meaning the "Womb" or ... that in which anything originates. From this root word we also get such words as "matriarch," "matrimony," "mother," and even "matter."

Now, the nature of a matrix or womb is to provide three critical Principles essential to create emerging realities: **1) Nurturing Energy** - *recall from Part I that that everything in the bigger picture is "thinging" in the Cosmic Symphony of energy,* **2) A Space Place** - for ethereal principles to reveal their physical nature, and finally **3) The Time** - necessary to awaken, inspire, and manifest each principle to fulfill its eternally endowed and passionate potential.

Leonardo *da Vinci*, a man claimed to have been the brightest man to have graced this earth<sup>iv</sup> constantly sought to observe things and processes from at least three perspectives. A matrix is one mechanism that can assist us to alter and expand our levels of conscious awareness to gain these additional perspectives. Adjusting one's "viewing platform" or perceptual position broadens one's sensory acuity skills to gain ingenious insights about the universe and all its hidden wonders. It is the means by which one gains access to an unbelievable state of perpetual awe by viewing the treasures of life via simultaneous, multi-dimensional perspectives. From my perspective,<sup>v</sup> the only thing that separates *da Vinci* from the rest of us was the "Meta" Scopes he was willing to build and look through.

We all know that the "new" is never found in "the known," but we just don't want to believe it. One must depart one's state of "certainty" or one's current side of the stream with courageous curiosity and venture **into** ... the unknown ... the land of the uncertain. In an effort to search for the new ... one must leave one's bragging rights at King Author's Round Table and venture **into** the Kingdom of The Unknown Knighthood. We have to leave the comfort of our known thinking, i.e., our "mind's theater of reality" if we are ever to discover the new.

Albert Einstein said this with a somewhat different time and flavor, "The world we have made as a

result of a level of thinking we have done thus far creates problems we can not solve at the same level at which we created them.” Or in other words, *the beliefs that got us here just ain't gona let us out*. It's a self constructed box, built of beliefs, and those same beliefs are going to hold on to what they have. It's our identity that is being held hostage and guess what that is “built of.”

Therefore, we and our society need to ... want to ... create additional ways of wanting, seeing, thinking and understanding just who we are ... lest we shall never be set free from “the known zone.” And to assist us to facilitate this societal transformation, we now need to understand both the nature AND constructs of our mental boxes in order to design, build, and experience alternate choices to explore.

To begin this quest, I now offer up the following. There is one single, simple, and unifying Meta Matrix Model from which the entire universe resides. There is one master set of cupboards if you will, that contain everything that ever was, is, or will be. Therefore, and by necessity, that obviously would embrace the Meta Model awaiting our discovery.

## Embarking Upon A Communities Journey

Consider that notion's possibilities for just one moment. A reality box from which all other reality boxes are created, nurtured, and contained. An elevated model or Meta Matrix ... to enlighten, encourage, and inspire us to move on to see, think, feel and understand the very nature of universal truths, and change itself. A model that conceives life itself. Now that is amazing. So let us now embark upon a communities journey into this unknown zone.

# P.A.V.E. The Way To S.A.V.E. The S.C.O.R.E.

## P.A.V.E.

**P** ~ [Principles] Some two thousand years ago the Italians coined a word (symbol) for the trail head or “starting point” for life's journey. They called that place the “*Principium*” or “*the beginning*.”

In general terms, principles are defined as a set of general rules, laws, or standards that collectively create, define, control, and put into motion the nature or outcome for all processes including products or *thing-ings*. In other words, principles create and control the nature of all energy manifestations including man and his thoughts. Principles may offer us a choice but not an option. Once the choice is made, it's the **Principles** that are in charge.

So man's only real options are which “*Ships of Fate*” he will choose to chart his destiny. Now here is something very interesting. For the early Italians the word religion meant “*to bind back*” to the principles of creative order. [Latin < re- back + ligare - to bind] So, if we accept what our forefathers tried to teach us, we

should take stock in those principles that guide and control our nature and destiny. *Religare* is not an option.

The very principles we choose in life constitutes our *re-ligare*. When Gandhi was asked what his religion was he was reported to have said, "My life is my religion." As we shall irrefutably re-cognize later in this series, Principles influence our lives and to a large extent define the nature of man's actions, character and identity. Man's beliefs are just a bit stubborn to accept this. We are about, in, and of our religion and our religion is within us. Since we are of energy and energy is principle derived how could we be otherwise? Everything does relate, so Gandhi and Einstein were both right in more than one way. We are our *religare*. Principles are the very navigational systems of our destiny.

The very notion of, "Separation of Church and State," has never bothered me. "Church" implies to me a man made pre-defined set of spiritual tenets, doctrines, or beliefs and thus by definition becomes divisive and non-inclusive of others. It's a "one side of the stream fits all" type of thinking. "Religion" however, as the Italians intended the thought tool to work, is what makes the entire universe work together as a system. [Uni-versus]

So, if we throw *religion* and her underlying principles out the door ... there goes the entire constructs of our universe. Therefore, the very notion of, "Separation of Principles and State," and stealthily labeling it as a, "Separation of Church and State," argument makes a current and absolute mockery of America's<sup>vi</sup> leaders, our judicial system, and our citizens ability to think, choose, and preserve the very principles of freedom that this nation was founded upon. Principles are the very footing and foundation of what has been near and dear to every man, woman, and child that has ever

inhabited this earth regardless of country. And in our line of work, a person's core principles are what transformational therapy is all about.

So, let us now select the letter **P** to stand for the underlying Principles ... or the starting Point ... from which everything (*mass and energy*) was, is, or ever will be made manifest. The very footing of man's reality is Principle based.

While stumbling along on the trail of life for some fifty plus years, I have been awakened from time to time ... to the notion that principles ... universal Principles that is ... appear to be like orchestrating, cosmic signal generators. Generators or, alarm clocks if you will, awaiting to awaken man's attention and then inspire his intention to listen and then manifest the infinite potential of those principles in his life. One might even think of these principles as a little child awaiting to be born.

"Think of a principle as a creative little child existing as pure "will" on some far and distant plane of potential. This child seeks a time when she might be given the opportunity to taste the birth of life and offer songs of love and joy to her would be parents. But this child cannot share this gift without her parent's curiosity, compassion, courage, and discipline. The child cries out for an inspired adoption, but so few are willing to listen to the symphony of their heart." Yrral Nosrac  
Fig.1

For those of you familiar with the first and second movie "The Matrix" and "The Matrix Reloaded" basically it was programs that created the context of structured rules, i.e. Principles designed to control the matrix or estate where man lives. Neuro Linguistic Programming is the study of those mental matrixes or programs. Programmed beliefs create and control man's thoughts, feeling, and states of being. Its now time we gain access to the basic principles that control our thinking process-

es. “When a man's knowledge is not in order, the more of it he has the greater will be his confusion.”<sup>vii</sup> Conversely, give man a tool of order, a Meta Matrix if you will, and the greater will be his clarity. That’s what this model is all about, assisting man to create organized clarity.

In the world of NLP, programmable Principles of order would obviously include those early NLP presuppositions, Dilt’s logic levels, Halls Matrix Model,<sup>viii</sup> the modal operators and all the VAK sub-modalities comprising the micro order or structure of magic. If one were to reread many of these authors materials once again but this time from a Meta Matrix’s perspective, I strongly suspect that new perceptions, understandings, and breakthroughs would emerge.

So let us allow the word “Principle” to symbolize that which creates and controls the processes that controls the order of man’s reality. Allow “Principles” to represent all the programmed beliefs and values that serve as self-attracting filtration lenses that “Project” VAK energy images onto our screen of reality.

**A** ~ [Actual Perceived Reality]

The words Actual, Perceived and Reality are all derived from Latin. Actual is from *actus* meaning “a doing” thus denoting an ongoing process. Perceive is derived from

per meaning “thoroughly” plus *capere* meaning “to take.” Thus Perceived would literally be translated into “*to thoroughly take in .. to believe.*” And finally, the word “reality” is derived from *realis*, or “real.” So from an Italian’s perspective Actual Perceived Reality would mean “*Doing to thoroughly take in as real.*” Experience is the sole source of one’s “truth.”

Accordingly, our reality movies (*those that are present and those that are missing*) tell us a whole lot about the belief systems that form the destiny of our lives. Therefore, any deletions, distortions, and/or wide angle generalizations we may notice on our reality screen tells us exactly what beliefs we have both *taken in* and rejected to produce, direct, and edit our reality films of life. From my own experience, it's the missing, the voids and shadows that are most revealing about who has really been in charge of my life. Missing realities reflect missing beliefs.

To lend credence to this thought, Duane Dyer, a noted human motivational speaker is often times heard saying, “*You will see it after you believe it.*” We have been reminded over and over again in previous Anchor Point articles that belief systems self-attract, self-generate and self-amplify their own realities. And that includes the reality of the void, i.e. the missing that sires the missing.

So, while Principles *thoroughly take in* and “project” their effects (VAK energy patterns) Actual Perceived Reality in turn “reflects” what has been projected and what is being seen or missed within the Matrix of one’s Mind.

**V** ~ [Variance] Variance is derived from the Latin word *varius* meaning variance or diverse. Variance denotes difference and difference is one of the underlying constructs for the cause and creation of all forms of energy. Without difference, energy, mass, and life as we know it just could not exist. In NLP, I have often heard it said that ‘*we seek to understand the difference that makes the difference that we seek to create.*’ So, if we can gain a better understanding of the source and nature of this difference, and how it alters man's emotional states, we just might be able to advance our effectiveness in assisting people to live healthier and more productive lives. Knowing both the source and causation of this difference is the difference we now seek to explain.

**There Are Only Two Problems in the Universe  
And Both Are Born of the Void ●**

- # I. The ● Missing Motivation, Passion, Commitment
- # II. The ● Missing Know How, Education, Competency

Fig. 2

**E** ~ The letter “E” finds itself in the fourth position on our matrix that stands for a number of extremely interesting processes, patterns, and concepts. Let us look at these one at a time.

I) Emotional State(s) are human energy states, *Estates*, or Meta States that are generated when one consciously and/or unconsciously i) Compares what one wants or believes should be [Principles] to what is perceived as an actual truth based reality [Actual] and then notes the difference [Variance] between the two<sup>ix</sup>. (See fig. 3 below) However, prior to any Emotional energy being generated, the mind must ask a very, very powerful question, “**What does this difference mean?**”

## Understanding The Meaning Of Difference Is The Difference We Now Seek To Understand

It's the meaning of the difference that makes all the difference in one's world. Once again, our mothers were right, "You better mind your P's & Q's!" **P**inciples and **Q**uestions are basically that which drives our emotional generators. Hall has been telling us that - but with a slightly different version - for some time (see "The Matrix Model - The 7 Matrices of Neuro-Semantics").

Now, what ever the question is that our minds focus upon ... once our "meaning generator" kicks in and assigns an answer to that difference, our emotional energy is created. Zap! It's as though the very process of making "meaning" acts to induce current flow into an excitation field of some electrical generator. The greater the difference or "Variance," generally the more powerful the meaning and the more powerful the meaning the higher one "zaps out" on their emotional energy scale.

It could be as simple as asking a first order question in an associated position, i.e., i) "What does this **V**ariance (*difference*) mean

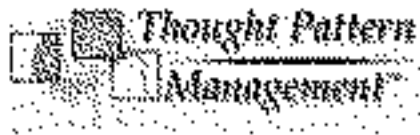
about me?" (which takes on a first position perspective) or alternately a second order question, i.e., ii) "What does this mean about you?" (a second position perspective) or iii) What does this mean about us?" (a united position perspective) or iv) life, or v) the universe, or vii) God, etc.

It's as though each subsequent meta question will evoke a different energy level. Then, by changing one's conscious focus on higher order questions, we can then assist them to better understand how they can consciously choose to induce elevated states of energy and thus elevated states of being; meanings really do matter.

## Seeking The Difference That Makes The Difference We Seek

**"Different"** Questions asked ... evoke **"Different"** Meanings ... which in turn creates **"Different"** energy states of being. By employing our "curiosity state" to change what the mind is paying attention to - transformative questions that is - we can consciously change our signal generator's output; no wonder Socrates employed questions. Once again Mom was right, *"Mind your P's and Q's."*

Consider the following: If either 1) a Variance (difference) is **not generated** between what you want or believe "should be" and what you have ( $P - A = 0$ ) and/or 2) if the Variance has no meaningful importance (**QM**) there is no emotion generated. And without emotion there is no want, no commitment, or behavioral motivation. Perhaps we have just revealed [*Revelum* < Latin *re*, or "back" or "back to the beginning" + *velum*, or "the veil"] what has been man's greatest obstacle to self control and its counterpart, self creation. Perhaps this has been man's primary deterrent or veil to self transcendence.



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During his entire encounter upon this earth, man has only been plagued with two problems. (Now that is a rather bold statement!) And I say that because there are only two problems or “*Causation Sources*” in the entire world. Everything else is a Symptom. The first problem that has exiled man from his potential is, “I really don’t want to,” or in business consulting terms, “The Missing Core Commitment.” The second also reflects the missing, the void or the “black” hole, i.e. “*I really don’t know how to,*” or “The Missing Competency.” (see fig. 2)

Please note that throughout this paper the symbol “●” is used to denote the missing, the void or the black hole whereas “○” is used to represent the present and/or the abundance.

And there you have it, the only two problems (*causation sources*) in the world. The only two “C”auses in Robert Dilt’s S“C”ORE Model are the missing, restricted, or insufficient “want to” and ... the missing, restricted or insufficient know “how to.” Everything else is merely a Symptom mirroring the problem in a mutual lock-step harmonic defense.

II) **Examine and Explain.** Here is where the NLP analyst assists the client to go behind the emotional veil [*re + velum*] and consciously review the context (P’s) ... the content (A’s), ... the resulting variances (V’s) and finally ... to Question what those Variances really Mean and ... are those “meanings” in alignment with ones hierarchy of values?

It’s as though the autonomic nervous system’s Meta Meaning Making Process has been driving and controlling the client all along. Perhaps in a future paced article entitled, “The Emotional Life Cycle of Values,” we might wish to collectively examine how this meta meaning making process creates significant emotional events that converts

what otherwise are simple and idle ideas into complex principles for which people will die. However for now, we will only focus upon the Meta Meaning that man - knowingly or otherwise - has put upon that Variance<sup>xi</sup> that in turn has been driving his reactive realities.

III. **Educate.** Educate comes from the Latin word *educate* [*e* meaning “out” plus *ducare* meaning “to lead or draw” thus “to draw out that which is within”]. In the third step, the NLP facilitator assists the client to consciously draw out and understand exactly “how the client” creates their emotional states (*or missing emotional states*) that drive (*or doesn’t drive*) their other states of being. Once the client has emotionally experienced AND cognitively understood this extremely powerful internal voltage regulator or “leverage point” ... then access to their inner library of truth has finally been revealed; and to this gift, none can compare.

Once the client experientially knows that they create all of their emotions, the analyst can then elicit from the client more resourceful emotional states or “Estates” of being. This can be done by working backwards through the Meta Matrix Model by first defining exactly what Emotional states would be most resourceful, then what specific Question evoked Meanings might create those states, and finally which Principles would drive and create those Actual, well formed Realities they say they want.

When clients know that they create all of their emotions, and when you show them how to take conscious charge of that power source it becomes a gift beyond measure. Imagine the sudden power rush a client will experience when they “totally” get it.

In Part III of this series HOPEFULLY, we will review the effectiveness of this PAV<sup>QME</sup> based Meta Matrix Model by applying your ideas,

notions, and beliefs to this model. So, I now need your input. Will this proposed model actually meet the practical test of our community's alternate realities? Will it work to assist us to better understand how to assist others to create a life of dignity, peace and joy?

For now, however, we need to get back to the P-A=V<sup>QM</sup> → E Meta Matrix Model. We now want to take a few notions recently reported on by the *Anchor Point* magazine and see if they will fit within the model. (see fig. 3)

Once again, and in figure 3 below, the word "Principles" refer to the Principles present "○" and/or principles missing "●" that will either cause "○" ... or not cause and/or prevent "●" ... a particular E-state (*emotional state*) of being. The notation "●" represents the black hole, the void or the missing while the "○" represents the presence and/or abundance of and together "●○" they represent opposite sides of the stream or, the infinite differences to which the uni-versus is totally dependent.

Also in figure 3 we have placed under the four P-A=V<sup>QM</sup> → E columns, i.e., *the x axis* a second set of criteria (*the y axis's Context vs. Content*) as selected from the Vol. 17, No. 3 issue of *Anchor Point* where Steve Andreas discusses the notion of "Scope and Category" as it implicitly relates to the NLP model.

Then from the matrix detail herein created, we are now able to gain an elevated perspective of what Steve was sharing with us on exactly how these two concepts (*context and content*) relate to, with, and assist each other in a total systems framed gestalt via the PAVE Matrix.

Note that the "Context" in one environmental event can easily become the "Content" for a new, higher and emerging Contextual framework. Just as in a series of falling dominos, the second falling domino (*an effect*) soon becomes the cause of the next falling domino. Effects become causes in systems thinking or, "Turtles all the way down" ... if you will. So issues, be they serving as contextual causation or contentious effects, can only be labeled as one or the other in reference to a larger systemic perspective.

Thus to refer to any particular state as a "Meta-State" could just as easily be called a "Micro-State" within the next few femtoseconds. The very recursive nature of systems blurs exact and definitive cause-effect labels, other than to say they both serve as cause and symptoms of a much larger system. Opposite sides of a stream become

fig 3

very blurred and meaningless without its counterpart. So, for now let us just say that by changing the contextual frame one changes the content or sub-modality based representations of the experience which thereby loops back to change the nature of the frame ... ad infinitum; recursive, self-referential looping all within the gestalt of life.

## Robert Dilts' Unified Model

In figure 4 you will notice that the  $P-A=V^{QM} \longrightarrow E$  model also serves as a "Meta Framework" for accepting and explaining Robert Dilts and Bonissone's Communication Matrix (see *Skills For The Future* - Appendix A ) as the "Y Axis." Although Robert Dilts used the term "Capabilities" in his original model, capabilities or "Core Capacity" requires both core commitment and core competency from its team. (see fig. 2)

If either of these two derivative drivers are missing (see fig. 4) the team or person will be incapable of accomplishing the task, i.e.,

[ ● Commitment  
x

● Competency  
= ● Capabilities

] Also, in fig. 4 you will note that the up and downward pointing arrows denote the recursive nature (*two way cause-effect*) of the self-adjusting feedback system.

## Proposing A Community Workshop

As members of this community I would now like to suggest that we all begin to put this Meta Model through the rigors of field application. We can begin to do this by testing and applying both individual and corporate change models, procedures, and beliefs within this  $P-A=V^{QM} \longrightarrow E$  grid.

Just create a  $P-A=V^M \longrightarrow E$  worksheet as seen above (*use Excel spreadsheet with print set on landscape or email the author for same*) and then insert any change process (Well Formed Outcomes, The New Behavior Pattern, etc. ) under the "P" column (the *Y Axis*) of this matrix. Then by looking within each "XY" defined cell under each column, determine what exactly is present that might not be working AND/OR exactly what might be missing that needs to be present.<sup>xiii</sup>

fig 4

Once again, by working backwards (*reading from the right to left side of the model*) we start with the Emotional side of the formula<sup>xiii</sup> to design, establish, and ask a series of discovery questions to ask our client, e.g.:

1. What **E**motions (*Meta States, Energy States or Estates of Commitment*) are currently present?
2. Which **E**motion states would be more empowering?
3. What is the difference between what is important (**P**) and what is currently going on (**A**)?
4. What does that difference **M**ean? What is that about? How do you encode that **M**eaning?
5. What **V**ariance would be more enabling and what would that **M**ean?
6. Describe your current perception (**A**ctual) ... and how is that encoded?
7. What **P**inciple is this reality currently being compared to ... and how is that encoded?
8. If we allow “**P**” to stand for a new **P**arts generator for new **P**erceptual beliefs and **P**ower sources ... what might you want that new generator to create for you?

Another way to employ the Meta Matrix Model is to use it as a lens or as a Meta Scope to increased our insight and understanding into the client's inner P-A=V<sup>QM</sup> → E world. (step 1 in figure 5)

Next we allow the client to consciously or “*didactically*” consider different and more elegant and empowering P-A=V<sup>M</sup> → E arrangements within their

mind's reality movies (step 2). And finally in our 3rd step we have the client “*experientially*” create their new P-A=V<sup>QM</sup>E process by guiding them through one or more of the numerous NLP change processes. We thereby have guided the client to co-design and construct their own bridge (step 3) to what it is they say they want (step 2). **E** can now also stand for client **E**mpowerment to create an inner world where they want to live.

## Summary

Now, what if this P-A=V<sup>QM</sup> → E model turns out to be exactly how our minds<sup>xiv</sup> are really wired? What if this definitively describes the very process by which our brains transform sensory energy into thought based emotional energy? What if together we build upon this thesis in our quest to free man from centuries of self-imposed detention? What exactly has been missing for man to take charge of his life?

fig 5

Prior to testing out these thoughts, ideas, and notions, I invite you to suspend all of your current beliefs about facts, truths and certainty. And then with eyes of *curiosita*, look *at*, *in*, *with*, and *through* these alternate Principles for insights previously overlooked. Look for both the curious and clarity previously missed. Look for where certainty changes place with confusion and vice versa for the new is always found in the unknown ... if and only if curiosity is free to explore.

Then finally, let's run some of our favorite change processes through this matrix to discover what might take on new dimensional relevancy, what now appears clear and what now hides under the cloak of confusion. Standing on a different side of the stream can really make the world look different. I invite us all to seek ways to elevate this prototype so someday we can perhaps gain a deeper understanding beneath the Nature of Man's Search for Meaning.

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## About the Author

During the past 7 years, Mr. Carson - a CPA and NLP Practitioner - has worked one-on-one with over 550 business owners to assist them to improve the i) Profit, ii) Cash Flow, and iii) Sense of Fulfillment in their businesses by developing an Executive DashBoard® For The 21st Century. His workshop entitled, "PAVE the Way To SAVE the SCORE," focuses directly on the meaningful business drivers that impact the, "Human and Financial Metrics," of an organization. Measurement is no longer an option.

It has finally been statistically demonstrated that "Human Metrics" drives the "Financial Metrics" of commerce. Corporate Culture is finally gaining the attention it has long deserved and this is exactly where he sees our community best serving the global community of mankind. The NLP commu-

nity is being called to the "Business" side of the stream of commerce.

He and his family reside in Boise Idaho and can be contacted by email at LJohnCarson@MSN.Com for your feedback, ideas, questions, or work forms you may desire regarding this "Series of Articles." Publication of the next article now awaits your input.

## Bibliography

- i See the poem in Part I of this article entitled *Ships of Fate*.
- ii Hegel, (1770 - 1831) a philosopher and author of *Phenomenology Of Mind, Logic and, Philosophy of Right*, "took the position that the processes of the human mind and those of nature are the same. In both, he found what he termed a 'dialectical process' operating. If one studies the mind, he will find it full of contradictions, full of disagreements, of opposites. But, a further study will reveal that there is a process in the mind by which each pair of opposites is reconciled in a synthesis which includes both but on a higher level." S. E. Frost, *Basic Teachings of The Great Philosophers*; p. 258; (New York: Doubleday) 1962.
- iii The history of man's future has always been, to a greater or lesser degree, dependent upon the thoughts of our ancestors. Foundational thoughts are the driving forces behind everything man has been, is, or will become. For instance, Sir Isaac Newton said, "If I have seen further it is by standing on the shoulders of giants." Disraeli told us that "Experience is the child of Thought, and Thought is the child of action." And finally, it was Margaret Mead that told us that "Never doubt that a small group of thoughtful, committed citizens can change the world. Indeed, it's the only thing that ever has." Thoughts create our reality in more than one way.
- iv Michael J. Gelb, *How To Think Like Leonardo da Vinci - Seven Steps To Genius Every Day*, (New York: Dell Publishing), 1998.
- v With caution I use the phrase "from my perspective" for both time and arrogant born agony has coached me that just about the time that I lay claim to owning "my perspectives," somehow it is they that have laid claim to me and my identity. Or as Henry David Thoreau is alleged to have said, "I think not so much the farmers own the cows ... as the cows own the farmer." Who is controlling who?
- vi "Having concluded their work on the Constitution, Benjamin Franklin walked outside and seated himself on a public bench. A woman approached him and inquired, 'Well Dr. Franklin, what have you done for us?' Franklin quickly responded, 'My dear lady, we have given you a republic - if you can keep it; if you can keep it.' This anecdote appears in numerous works, including 'America's Bill of Rights at 200 Years,' by former Chief Justice Warren E. Burger, printed in *Presidential Studies Quarterly*, Vol. XXI, No.3, summer 1991, p. 457. It also appears on page 229 in a book called, *The Myth Of Separation*, by David Barton.

vii Herbert Spencer; "The Forbes Book Of Business Quotations;" p. 480.

viii Judith Pearson Book Review, "The Matrix Model - The 7 Matrices of Neuro-Semantics and the Construction of Meaning" by L. Michael Hall (*Anchor Point*, January 2003) p. 42. Included within the discussion is Halls seven Matrices: Meaning, Self, Power, Time, Others/Relationships, World and Purpose/Intention.

ix The mental process of comparing one's "P's" or "shoulds" to one's "A's" or "actuals" seems to be nature's way of holding man accountable. "Account" comes from Latin < *ad* meaning "to" plus *computare* meaning to *recon*. It thus appears as though man's judicial process is perhaps hard-wired.

x The purpose of this paper is to propose in the simplest of terms how emotional energy is generated. Often times however, one may have two or more competing emotions or "Competing Commitments" with procrastination and/or other maladies being the other observable results. So often times, a lack of external behavior may indicate a potential emotional storm brewing within while those internal "Belief Battles" diminish the quality of man's thought, emotion, health, and life, i.e. psycho-neuro-immunology (PNI).

xi As a side note, it is the context (the P's) that when compared to the content (the A's) that transforms data into information (in-form-ation) through the P-A=V→E in-form-ative and meaning making process. By eliminating a person's P's or Q's all their A's becomes meaningless noise. Perhaps this is the very leverage point that Victor E. Frankl was talking about in his classic "Man's Search For Meaning" and "Logotherapy."

xii *Commitment* and *Communication* processes have a lot in common. What I have experienced is that 90% of "communication" is found in "the missing," i.e., the hole in the donut... and not the donut. Ninety percent of communication is not "body language." Since we live in a literary world of requisite opposites, I am curious as to what the antonym for communication is? If anyone knows the answer please email me at LJohnCarson@MSN.com

xiii To my current way of thinking, the emotional element must generally precede the educational element. "The want to" ... becomes the tuition for the "know how to" then in elevated stages one "learns how to" increase one's "want to" thus forming a continual learning, self amplifying system.

xiv Mind here is in reference to a mind-body-cosmic system inducing physical effects upon the neurology of one's brain. Mind is at cause, brain at effect as both become co-dependent.

## Socratic Wine

There was a physics student in plight  
Who was studying the quantum of light  
She went out one day  
In a relative way  
But returned the previous night. Adapted from Arthur Buller

To her class she returned in her prime  
As having drunk the Socratic Wine  
And said with a smile  
"We may measure the mile  
But no man will ever manage time."

She declared while passing time's gate  
And traveling wormholes to fate  
"Meaning is wise  
For it carries no guise  
Hell ... my homework on physics can wait."

Her professor stood but aghast  
As having awakened from his mental fast  
Declaring "Good grief  
Science merely mirrors a belief  
Like a Hitchhikers Guide from the past."

His beliefs when changed got Mad  
But in defense it's ironically sad  
To expand man's breadth  
Requires the death  
Of perceptions of what's good or bad.

"With such insights," she said, "man can be  
Then with courage we all can see  
To release those beliefs  
And then pass through our griefs  
And venture forth in time to be free."

She whispered, "Seek destiny's prime  
While traveling the universe in time  
And think not dismayed  
Of this earthly Charade  
But seek out . . . your Socratic Wine."

Yrral Nosrac - 2000