

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

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

In Part II we explained that emotional states are in fact human energy states generated when one:

- i) Consciously or unconsciously compares what one wants or believes should be, i.e., Principles to what is perceived as an Actual truth, and then notices the difference or Variance between the two ... *and then proceeds to ...*
- ii) Ask a meta or “pre-positioning” question about that difference that induces energy fields or states throughout his body.

In Part III we will begin to explore the intriguing hierarchy of these “pre-positioning” questions that serve to induce the human circuitry with incredible rainbows of emotional energy. What we are about to discuss might even imply the very energy source of life itself.

Pre-Positioning For A Successful Expedition

Before we travel beyond the banks of our known river and venture deep into the unfamiliar, first we need to prepare AND pre-position ourselves with navigational tools to assure us of a safe and prosperous expedition. We not only want to experience the new, we also want to return home with our findings.

To find the new, first we need to travel to where it awaits our discovery. In NLP terms, that is what rapport is all about, i.e., going to where answers are self-revealed either by their obvious presence and/or by their voids. As we have all experienced, the sound of silence can not only be defining, it can also rip time from the realm of one’s reality. So, we are going to have to carefully and safely reposition ourselves if we are going to have a successful expedition.

Now, going to the unknown to find the new is a fairly straightforward concept. However, to discover the new, deep within the realms of the inner mind, we either need a refined lens for acute insight or, we need

to learn how to experience events from a new and different perspective. We need to go beyond the other side of the stream to explore the realm of the unexplored, the land of the un-experienced. That is what shifting one's perceptual position is all about, and that shift can elegantly and subtly be accomplished by changing one's perspective just prior to making the observation.

In the land of language, prepositions serve this purpose. Prepositions will actually "pre-position" the observer's perspective just prior to making an Actual observation. Prepositions when intentionally placed can facilitate amazing and subtle results. Just by altering the prepositional forms imbedded within one's Questions will actually shift one's relative position - and thus one's perspective *to*, *on* and *with* that event. In a moment this point will be made clear. Perceptual positions¹ when changed, alters ones contextual framework within the P-A=V→E modalities of thought and thus, one's state of being.

Experience ... The Wellspring of Truth²

To experience what follows, I would invite you to take a moment to recall a personal event in your life that triggered some mild form of anger. Let us call that your "Event A" for anger. Now, as you are about to take a refreshed look "At" Event A, I would guess that you are not only in a disassociated state *from* that event but in addition, you are also in somewhat of a defensive position *to* - a disassociated position from that event. So, take a moment to see, hear, and sense your body state that the looking "At" perspective brings up

for you. Once you have a full awareness of that state, calibrate that energy state as your "At" perceptual positioning state. (Break State)

Now, I would invite you to shift your thinking to thinking "About" Event A. If you can, gain an inner sense of any slight shift that your mind-body may begin to experience. Even though you may still be removed from or disassociated from Event A, I would suggest that you are probably more inclined or receptive to be looking *for* and taking *in* new information so as to better understand, rather than being postured *at* a defensive position *for* safety. Then, once you can gain a clear and full mind-body sense as to the new state that the "About" positioning offers, calibrate that new energy state as your "About" perceptual positioning state for observation.

Prepositions will actually "pre-position" the observer's perspective just prior to making an Actual observation.

Then, once you have calibrated both above states, find out if you are able to notice the subtle shift or differences that each of the prepositional states have to offer. Return to the looking "At" Event A state for a few moments and

then slowly shift to the thinking "About" Event A state. Once you have done that you may wish to move back and forth a few times. You may not yet be able to consciously sense or put into words this subtle shift. That is normal. Perhaps you have just entered a new and strange territory called confusion. That is a good thing. Hints of confusion inform the explorer that they have just arrived at the beginning of their exploration. This is the point where the new always begins.

And, for the real explorer at heart, for the one that does not wish to just consciously rush through this

article for didactic content, I would invite you to sense what could be an even larger pre-positional, shift in your awareness. Exploring the inner Realms for new and different experiences of self ... is the sole source of all truths that matter.

So, and instead of just looking and listening “*At*” ... or merely thinking “*About*” Event A, this time I wonder what you might notice if you were to think “*In*” the event. That’s right, think “*In*” the event by just going “*To*” (less disassociated) and then sneaking up and getting “*In*” the event. And remember, you are still carrying with you your identity’s safety shield of protection while immersing yourself “*In*” the event.

This might be like swimming “*In*” a mountain stream. While the tingling of you skin reminds you that you are still separate “*From*” the event, being “*In*” the event provides you additional sensory knowledge about the true nature of your relationship “*with*” Event A. So, while staying comfortable, safe, and apart “*From*” yet totally immersed “*In*” Event A, you can now begin to calibrate that new energy state of awareness as you’re “*In*” Event A state of awareness. Elegant inner “*Communications*” allows one to experience an inner state of “*Communion*” with ones “*Core States*” of being reflective of one’s ultimate creation. Self.

Mapping The Explorer’s Trail

At this point, you may wish to make a few notes on the margin of this page with regards to how the *At*, *About*, versus *In* states of being compare. How did that transition feel?⁴ Then, once you have acquired those alternate states for future navigation, we can proceed to uncover two additional prepositional states to explore.

Now, go back and re-experience being “*In*” or “*inside*” yet still remaining separate, comfortable and safe from Event A. Then, once you reach that inner state place and are comfortably positioned “*within*” Event A, slowly begin to experience being “*with*” Event A. Allow yourself to fully experience this “*with*” state of being ... and then just as elegantly as possible, allow your sense of being “*with-in*” to naturally evolve to it’s next state of natural being ... the state of being “*Of*” Event A.

Allow yourself to be totally quiet ... absent of all thought ... and at total peace ... “*In*” ... “*With*” ... and “*Of*” ... life's communion ... silently exploring ... all the magnificent wonder that life has to offer. Shhh.

Then, once you have experienced moving from a totally disassociated ... through an associated ... and finally into a fully integrated position, I would think that that experience would offer you a few additional navigational tools of awareness to explore an amazing Realm of potential. And that is always found within the inner realms and workings of your mind. *At* ... *About* ... *In* ... *With* ... and *Of* are only a few of the prepositional passports we may wish to offer our imagination to explore previously hidden meanings (Q’s) that control man’s sense of security, ability and fulfillment.

Perhaps someday someone else within our community might like to continue this expedition⁵ by looking for additional perceptual opportunities through the use of brilliant transformative questions. It is my current belief that others should now continue to, “Press the edges on the thinking of NLP,”⁶ by employing other prepositions passports such as “Above,” “Over,” “Beneath,” “Under,” etc. (author’s advisory note: Before continuing on your inner path of discovery, you may wish to read endnote v to this paragraph.)

MINDING YOUR P’s & Q’s

Inducing Elevating States Through Elevated Questions

In Part II of this series I said that elevating ones state of being could be as simple as asking a question in an associated position, i.e., A) “What does this Variance (*difference*) mean about me?” (*a first position perspective*) or alternately, a second and higher propositioning question, i.e., B) “What does this mean about you?” (*a second position perspective*) or C) “What does this mean about us?” (*a united position perspective*) or C) life, or D) the universe, or E) God, etc.

It’s as though each subsequent and elevated meta question will evoke a uniquely different frequency level of energy, a different emotional frequency state. Then by changing one’s conscious focus on higher ordered questions one’s contextual frame of reference shifts. Through understanding this mental process, we can then assist others to better understand how they can begin to consciously choose their states of energy. They can then elevate their inner states of in-tension and thus elevate their states of being. The very meaning

placed upon our perceived differences energizes the inner in-tension in man. So again, Mom was right! Meaningful Questions really do matter.

So, now let’s now examine in greater detail this meaning making process by examining the meta questions that impact our life. Let us begin to look at, *about, in, with* and *of* the Meaning Matrix of life.

The Meta Matrix Generator of Emotion

Fig. 2-1 has been condensed and simplified from fig. 3, Part II. Here we can once again look at the Meta Matrix that serves as the framework from which we create our lives. This time however, the Meta Matrix Generator or “The Box” is inserted to pictorially represent the parts generator that generates the questions and creates the answers that controls emotions.

And now we are ready to take a deeper look into this remarkable region of the mind to understand exactly how a little difference can make such a difference in how we as humans emotionally operate.

You may recall in Part II we said:

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.

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 two⁷. (See fig 2-1) However, prior to any Emotional energy being generated, the mind must ask a very, very powerful question, “**What does this difference mean?**”

Well that is not the total truth. Man has the ability to ask a series of questions, hierarchical questions if you will. So in Fig. 2-2 we have constructed a matrix to model one’s:

i) **Perceptual Position** as suggested in Steve Andreas’s review of *Whispering in the Wind, Anchor Point*, March, 2003, p.7, that incorporates the question, “What does this mean about ...” a) the **Involved self** - *an identity issue*, and then shift to b) the **Uninvolved Observer** - *providing an innocent and detached perspective*, and finally we move to c) the **Involved Other** - *or the taking the other person’s perspective, i.e., 2nd position with.*

and the ...

ii) **Perceptual Focus** - *At, On, About, In, With, Of, etc.* Since, in the above and endnotes here to, we have already discussed at some length the benefit and elegance of substituting pre-positions to shift one’s perceptual focus, I will assume that the reader will automatically call up in abundance; alternate pre-positions to create their intended outcome.

And then, depending upon one’s i) **Perceptual Position**, one’s ii) pre-positioned Underlying Questions, and iii) one’s **Perceptual Focus**, one is empowered to generate a rainbow of energy states of being.

Hierarchy Of Questions

Minding Your P’s & Q’s at Level # 1 ~ The Meaning

In fig. 2-2 we only address one underlying question applied to three differing Perceptual Positions with six different **Perceptual Focus’s**. With that single and elementary question, “*What does that mean ‘About’ ...?*” we can easily generate 18 different questions to produce potentially 18 different emotion states. And then, if we insert different prepositions within that one question such as, “What does that mean “*In,*” “*With,*” “*Of,*” or “*For,*” etc., the number of resulting questions and states continue to evolve.

At this point, I would like to propose that this first question, “What does this mean about me/you/us,” in all of its pre-positional forms, is a first, pre-conditioned, and programmed entry level question that people generally and automatically respond to, that create their states of emotions.

Minding Your P’s & Q’s at Levels # 2 - 7

In *The Matrix Model*⁸, Michael Hall has proposed that there are three groupings of matrices:

- I) The Process Matrices which includes: a) The meaning matrix, b) the intentionality matrix.
- II) The Foundational Matrix which grounds man’s mind-body-emotion state and finally.
- III) The Content Matrices which includes: a) Self-Identity, b) Power-Resourcefulness, c) Time-Space⁹, d) Other-Relationships, and e) World-Rolls such as our work, profession, and culture.

From the exploratory work that Hall has done, the meaning matrix appears to be the most powerful process available. In fact,

with courage he shares with us that “*Meaning is made and created as we construct it from the way we process information and hold it in our mind.* The meaning making process is powerful, magical, and transcendently human. It is a process that we can stand in awe of.”^x

After one has taken sufficient time to fully explore and experience what the meaning Questions have to offer, we can then proceed to consciously try out new, different and higher ordered Questions. Meta Questions that would even put Socrates in awe.

In fig. 2-3 we have replicated the template from fig. 2-2, only this time, we have inserted 6 new questions (see items 2 - 7) to add to our matrix generator. You will note that all 7 questions contained within figs. 2-2 and 2-3 are bringing into play Hall’s proposed 7 Matrices.

For anyone seriously interested *with* the pragmatic application potential of this PAVE model, I strongly recommend that you acquire his book. For me, it is a domain of poetic insight.

A Continued Expedition

Please note that the six questions above (Questions 2-7) can all be expanded upon by just inserting different prepositional forms therein. And then should you decide to seriously explore additional possibilities, you can always create a fig. 2-4. And in your new matrix, you might insert Steve Andreas’ suggested UNINVOLVED OBSERVER and INVOLVED OTHER.

Or, you can begin to discover your own unique Hierarchy of Questions for our community’s continued expedition into and through the 21st Century. The Realm of possibilities is only limited by our curiosity.

A Continued Request For “Dialogue”

In Parts I and II of this series I have asked the readers to email me with their thoughts, ideas, concerns and questions. Then the publisher of these articles followed up by creating a web based community dialogue center for us to post our ideas.

If we are to collectively make a “Meaningful” differ-

ence in our lives and in this world in which we live, we need to share our ideas and our involvement with others. What each of you have to offer is extremely important to me ... to others ... and for the continuation of this exploration. Our “World Waiting To Be Born”¹¹ is dependent upon each and “Every” one of us. That is the call of community.

Please take a few short moments to reflect upon and offer your thoughts, questions, wishes and concerns on how this series should proceed. Feel free to either privately email me at: LJohnCarson@MSN.com (*I will hold your name in confidence if you wish*) or post your idea on our new community bulletin board at: <http://www.nlpanchpoint.com>

SUMMARY

We began this part by exploring the intriguing hierarchy of “pre-positioning” questions. We looked at the nature of how pre-positioning one’s focus can change one’s perceptual position and focus as means to facilitate shifts that elevate man’s perceptual reality. And now, once again I encourage our community to contribute AND explore

additional ways to build upon and to improve this P-A=V^{QM}→E framework so that someday we can gain a deeper and richer understanding beneath the nature of “Man’s Search For Meaning.”¹²

After I have received your ideas, I hope to combine our “collective thoughts” along with two final variables to the P-A=V^{QM}→E model that will assist us all to better understand the classical ‘Stimulus Response’ process in life.

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 through the use of 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 both the “Human and Financial Metrics,” of an organization.

It has finally been empirically demonstrated that Human Metrics or, “software” drives the Financial Metrics or, “hardware” in commerce. Corporate Culture is finally gaining the attention it has long deserved and this is where our community can best serve generations to come. The NLP community 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 part of this series now awaits your input.

For those of you that provide input to this series, and upon your email request, I will personally email to you a Power Point presentation that summarizes the principle points of this PAVE series. No catch, no fees, no joke.

End Notes

¹ Steve Andreas’ review of *Whispering in the Wind* in *Anchor Point*, Vol. 17, No.

3, March, 2003. This end-note also refers to Fig. 2 - 2 as it incorporates Steve’s suggestion regarding the sequence of altering one’s perceptual positioning through states of 1st the “self” then 2nd the “observer” and finally 3rd the “other.”

² In my travels throughout life, “truth” seems to be one of the least understood concepts in the English language. Over the centuries, millions upon millions of souls have sacrificed their bodies and lives attempting to defend its merits yet, in none of my explorations has anyone ever explained to me exactly how to discern a “truth” from a “belief.” In my present way of thinking, truths always serve man yet man invariably becomes an indentured servant to beliefs. Without exception, truths always create precise, replicable, and predictive results. Beliefs may induce sincerity but are rarely dependable allies.

³ See *Core Transformation - Reaching The Wellspring Within*, Connirae Andreas, Tamara Andreas; Moab, UT; Real People Press, 1994. In essence what is being said here is that *if we fail to go within ... we will continue to be without.*

⁴ To strengthen the experiential effect of this process, one may wish to consider spatially anchoring each of these pre-positional states similar to “Circles of Excellence” as found in *The Sourcebook of Magic*, Hall & Belnap, Crown House Pub., Wales, UK, p. 95.

⁵ While writing this segment of this proposed model, it occurred to me that, “Proper Grammatical Usage” of prepositions, is in part, what has fenced in and thus limited man from exploring his evolutionary path. Its as though our English teachers forbade us from thinking out of “The Box” by telling us how we **could not** ... think and speak. Since language and its structure are the tools of thought and thought is the means for change it logically follows that on occasion, we must go beyond our structured rules and rigid fences *at, under, over, on, with, and in* ... how we think. And if we feel strange and awkward when we deviate from “those prepositional rules” congratulate yourself and share in the energy of “The Dead Poets Society!” You have just entered a new Realm of Possibilities.

In the section above you were asked to experience “looking at” and then “thinking about” your Event A. Now, to look, hear, and feel “about” the event is a rather strange way of thinking. It’s supposed to be strange. That’s what the unknown is “*about*.” And then to advance beyond the land of the Strange and into the Realm of the Bizarre, go back and “Listen *At*” Event A. Then take a few more steps and “Feel *At*” (not feel about) Event A. See, I told you. The new unknown always seems awkward. Bizarre isn’t it? Now, do you want to experience something really Weird?

For the more adventurous, sure footed types, from now on **you do not have to** limit your thoughts, experiences or discoveries by following those grammatically straight and narrow fences. Fences are for cows. You can now choose to think *at*, think *about*, think *of*, think *out*, think *above*, and think *beyond* linguistic limits set by “accepted custom” and finally begin to I) See to ... hear/listen to ... sense/feel to ... so you can proceed to II) see/look *for* .. hear/listen *for* ... sense/feel *for* ... so you can someday gain the ability to look, hear, and *feel* with and then of ... and thus gain the multi-positional per-

spective that prepositions have to offer. Can you VAK *at/about/in/with/and of* ... where I have offered?.

⁵ One of many thoughts emailed to this author by a member of our community, Louise LeBurn.

⁶ The mental process of comparing one’s “Ps” or “shoulds” to one’s “As” or “actuals” seems to be nature’s way of holding man accountable. “Account” comes from Latin < ad meaning “to” + computare meaning “to recon.” It thus appears as though man’s judicial process is self-wired.

⁷ L. Michael Hall, *The Matrix Model*, (Clifton Co.: Neuro-Semantics Pub.), 2002.

⁸ Although I did not notice if Dr. Hall links Time with Space in his book, an experientially based belief has me convinced that neither can exist without the other. Time-Space structures the cupboards for all “thingsings” to be stored

⁹ Ibid. p. 137

¹⁰ M. Scott Peck, *A World Waiting To Be Born - Civility Rediscovered*, (New York, Bantam Books), 1993.

¹¹ Viktor E. Frankl, *Man’s Search For Meaning*, (New York, Simon & Schuster), 1984

The Meaning

Love a Principle ... and serve it well
To give it breath ... then feel it swell.
Then wait within ... for the seeds that were sown
As anguish awakens ... principles unknown.

The pains of fear ... a betrayal from the past.
Loss of the known... for the new to be cast.
Avoid the pain ... what returns is strife
Nurture the change ... the emergent new life.

Not just the new ... that's waiting to be
But for times we all cried ... in agony.
Principles will rise ... inspire and bless
Arise from within ... our soul through the test.

Addicted avoidance ... keeps Grace at bay
While passivity stings ... and aborts love's way.
Deny its truth ... a principle's death
To abort its birth ... our soul will not rest.

Love nurtures its birth ... so cherish it well
Give it your life ... then feel it swell.
What your heart does bare ... is truly your gains
For in the end ... that's all that remains.

Yrral Nosrac - 1/3/04