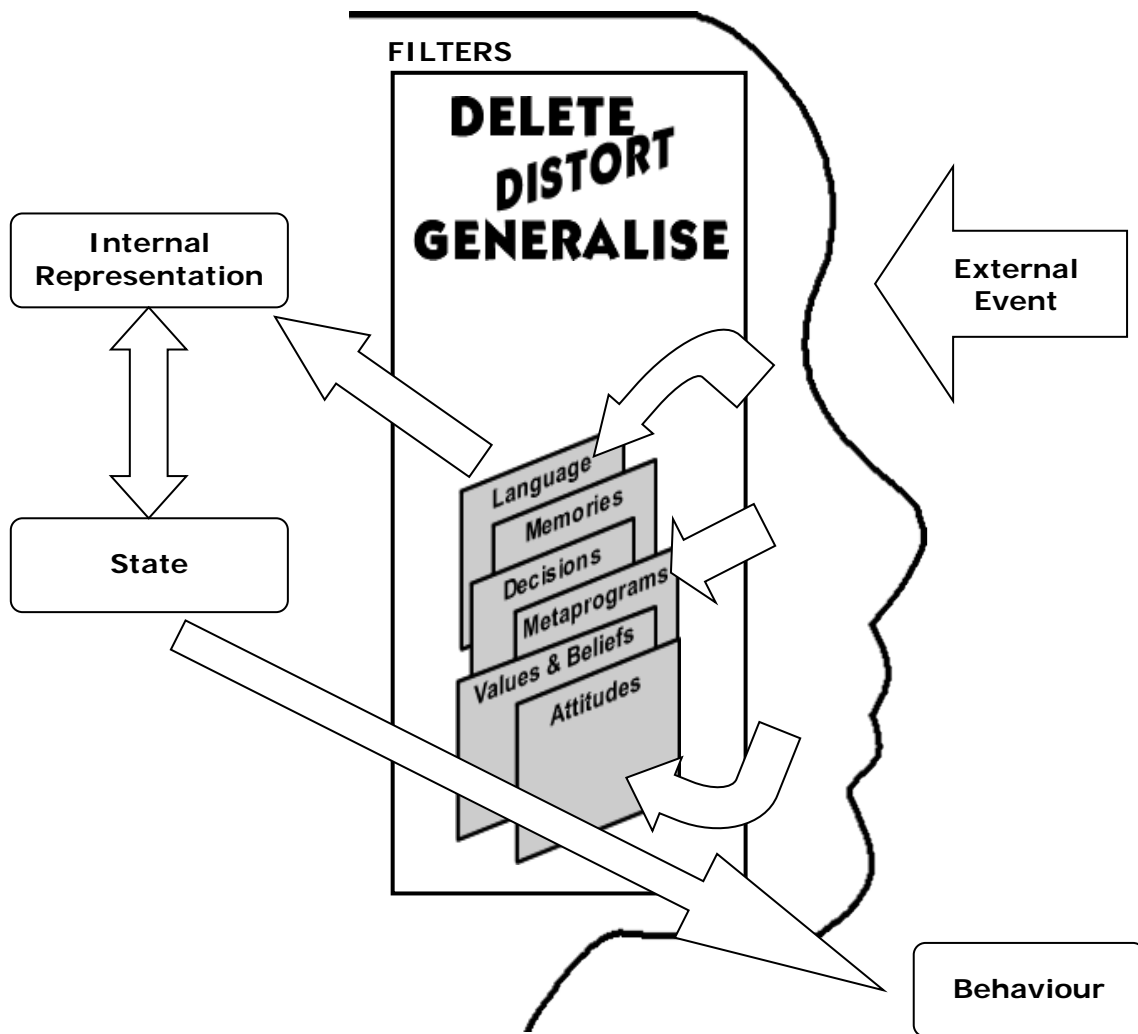


A Model of Communication

There are about 2,000,000 bits of information coming into the human nervous system every second. Yet our brains can only cope with _____ pieces or chunks of information at any one time. How do we manage?



Reference: James, T. (2000) *The Accelerated Neuro-Linguistic Programming Practitioner Training Pre-Study Program*. Honolulu: Advanced Neuro Dynamics. Used by permission.

Controlling Your State

State can be considered to be a snapshot of a person's neurology. Some typical states we experience every day are happy, sad, motivated, and enthusiastic.

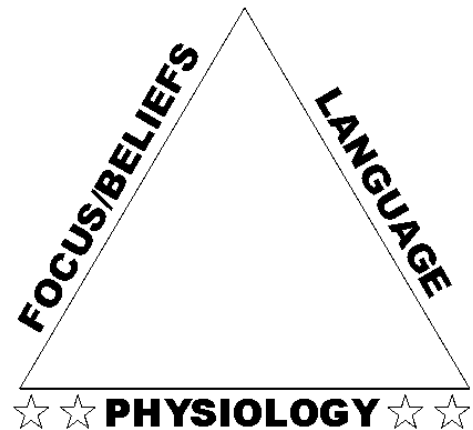
A state has three components

The first and most powerful is _____. This is a description of how you are using your body and includes basic things like breathing and posture, heart rate and alertness.

The second is a pattern of _____.

This is the "program" or recording you are playing in your head as well as the words you say out loud.

The third is a pattern of _____ or _____. What do you believe about the situation you are in? What past experiences or references do you have for your behaviour? Where is your internal focus?



Changing state

Changing state is as simple as changing any one component of the state triad. Changing your physiology provides the most powerful and rapid change.

Chunking and the Hierarchy of Ideas

A chunk refers to the _____ of a piece of information. You can have big chunks and little chunks. In a discussion you can chunk up and chunk down. Understanding how to use and manipulate the chunk size of the content you are delivering is extremely _____.

