



# “Stay resourceful - moving one state to another”

## NLP Master Practitioner project write up



Prepared by:

Ram Shanmugam

Dec 2018

## Table of Contents

<b>1</b>	<b>Introduction.....</b>	<b>3</b>
<b>1.1</b>	<b>Choosing my IT.....</b>	<b>3</b>
<b>2</b>	<b>My models of excellence.....</b>	<b>4</b>
<b>2.1</b>	<b>Exemplar – I.....</b>	<b>4</b>
<b>2.2</b>	<b>Exemplar – II.....</b>	<b>5</b>
<b>2.3</b>	<b>Exemplar – III.....</b>	<b>6</b>
<b>3</b>	<b>The model.....</b>	<b>8</b>
<b>4</b>	<b>The presentation.....</b>	<b>9</b>
<b>4.1</b>	<b>Steps to be followed.....</b>	<b>9</b>
<b>5</b>	<b>Integrating the IT.....</b>	<b>10</b>
<b>5.1</b>	<b>Experience presenting the model .....</b>	<b>10</b>
<b>5.2</b>	<b>Learnings.....</b>	<b>10</b>

---

# 1 Introduction

---

Watching frogs jumping into ponds really amuses me, I always wonder how quickly they are able to adapt from land to water and vice versa with such an ease. It comes as a second nature to them and they are so natural irrespective of the environment they are. We humans do come across similar situations in our day-to-day life, where we have to quickly adapt to the environment and live at present. E.g., in corporate world, most of us would have had an unpleasant conversation with our boss/ team/ colleagues but within seconds, we need to attend a new meeting/ discussion/ presentation with a new set of audience. Just like the frog jumping from land to water and stay resourceful to swim in the pond.

I had difficulty with this sort of quick adaptations, as most of the time I get to hung up with the previous state of mind and had issues to be resourceful within the new environment. I was aware of my limitations and started observing few people around me who were so spontaneous and adaptive by nature, whom I call “Frogs”. They were magically able to disassociate from their earlier state of mind and able to be fully associated within the new environment, whereby staying resourceful the entire time.

## 1.1 Choosing my IT

Me being introduced to the new world of NLP and given an opportunity to do a project, without any second thought I chose my IT as to develop a model to “stay resourceful – moving one state to another”. Outcome of this model is to identify the logical levels the exemplars are operating in and to identify how they do, what they do at both conscious and sub-conscious levels. On an application level, anyone experiencing the model will swiftly disassociate himself or herself from an undesired state of mind and will get into a fully resourceful state. Thus, they will be fully prepared to face the situation ahead in their day course.

Developing a successful model for the chosen “IT” is quiet crucial for my both professional and personal life. As observing myself for the past couple of years, I have noticed that I have been spilling a lot of time in the hung state. This is a very unproductive side of me both in the professional and personal space, I often think this time could have been better utilized in many ways rather sitting idle and worrying upon the past activities. When I am attending any important meeting or discussion, where I need to be highly attentive I feel it very hard focussing on things evolving around me. I could realize I am not fully in resourceful state and able to participate in the conversation. This echoes in my personal life as well, where I keep thinking about the activities happened at the office and not able to relax or even play with my kids.

Nature of my job demand me to learn new technologies and get industry certifications frequently. Due to the above-mentioned limitations, I find it as a struggle to focus on learning new things and practising it to master the technology. Now it has come to a point that I have to overcome my limitations to be successful in my career, thanks to NLP, which has taught me the techniques to develop the models that I am after. This document will discuss in depth about the exemplars I met and the models they exhibited, along with the generic model I developed and the outcome on applying the model to others and myself.

---

## 2 My models of excellence

---

I chose a long-time friend and a colleague of mine, whom I have observed for years and appreciated the way he carries himself in meetings and discussions held in our office and at our clients place. For choosing other exemplars, I did noticed many "frogs" in the corporate world but was curious to observe people from different lifestyles and find exemplars. I happened to spend time in a hospital during the course of this journey. I felt bit struck for few weeks and wondering how to search the exemplars. As soon as I settled down and started appreciating the care I was getting in the hospital, it struck me like a bullet that I was in a pond surrounded by numerous frogs, yes the nurses at the hospital has the "IT" as a second nature. They had intact focus with their duties, whereas being attentive to the patient's needs. Despite of the patient's condition nor the attitude they exhibit, the nurses are courteous and greet all the patients with a smile.

### 2.1 Exemplar – I

Gopal .M:- Solutions Architect

Gopal has been a long-time friend and a colleague of mine. I have observed Gopal in numerous occasions, where he handles things with ease and most importantly keeps himself resourceful at all times irrelevant of the environment. Things stood out for me in Gopal is he participates in various community activities and volunteers for social services, despite of his busy schedule while staying resourceful all times. I have appreciated this quality many times and now chose him as my exemplar to extract his model.

Environment:-

- ✓ Applicable in formal and casual meetings/ discussions
- ✓ Environment details are not always known in advance

Behaviour:-

- ✓ Take deep breaths and be relaxed
- ✓ Observe the environment and feel as a part of it
- ✓ Appreciate the discussion involved in
- ✓ Appreciate others time and efforts

Capabilities:-

- ✓ Able to handle and also provide feedback being disassociated
- ✓ Highly energetic and tuned in the moment
- ✓ Be present in any given situation
- ✓ Drive the outcome, if required
- ✓ Passion for learning
- ✓ Comfortable under own skin

Beliefs:-

- ✓ Best revenge is living well
- ✓ One life live it full
- ✓ Accept people as they are
- ✓ External environment is subjective

Identity:-

- ✓ Sense of self
- ✓ Contributor to the society

Purpose:-

- ✓ Serve community and make the place better for future
- ✓ We all share the place so respect others

Strategy:-

- ✓ Stay relaxed entering any new environment
- ✓ Past occurrences has happened for the best and now it's time to focus on new things
- ✓ Visualise what will be happening in this space and prepare to contribute where possible
- ✓ People gathered have their own priorities and their time is crucial and to be valued
- ✓ Be engaged by interacting so the focus stays at present

Gopal was quiet thrilled throughout the interview process and was so excited to understand his own structure. He had a high level of appreciation for the NLP study and believed such things require more attention to benefit the community. Gopal also wondered how much things he does at a sub conscious level and got amused when I disclosed the logical levels.

## 2.2 Exemplar – II

Rachael .R:- Nurse

Rachael is a full time practising nurse in a public hospital. She has an amazing focus and concentration; I have watched her closely when she attends the patients. She is so skilful in doing her job, at the same time so attentive to the patient's requirements. Regardless of the way the patients speak to her, she is always caring and reach out to them kindly. Rachael goes beyond her duties with assisting patients and attending to their needs, while keeping herself disassociated of the happenings. This quality enables her to move from one patient to the other easily staying present all the time.

Environment:-

- ✓ In a hospital treating patients
- ✓ Socially spending time with family & friends

Behaviour:-

- ✓ Stay calm and relaxed
- ✓ Observe the people around and be attentive
- ✓ Pay attention to details
- ✓ Be present and respond where required

Capabilities:-

- ✓ Comfortable building rapport with strangers
- ✓ Analyse and do things that could better others' lives
- ✓ Maintains focus all time when treating patients
- ✓ Be a positive influence
- ✓ Be the best person we possibly can

Beliefs:-

- ✓ What people needing in hospital is a priority
- ✓ Accept people as they are
- ✓ People do good what they can
- ✓ Searching answers outside perpetuates the blame

Identity:-

- ✓ Sense of self
- ✓ Contributor to the society
- ✓ Universe is a big network and we are part of it

Purpose:-

- ✓ As an individual give the best we can
- ✓ Accept the things as they are and live happily

Strategy:-

- ✓ Carrying any worries would limit doing our best
- ✓ Compartmentalise every situation, so now be ready for new stuff
- ✓ Be assertive and receptive to analyse and provide better care
- ✓ Keep yourself relaxed so people feel you are approachable
- ✓ Gaining more information will help you to help others
- ✓ You feel better, as you serve good, which has a positive reinforcement and brings in a stronger drive
- ✓ Enjoy the best you can in any situation
- ✓ Stronger drive will keep you doing to continue high standard work

Rachael was little nervous and was wondering whether she was of any help with the interview process. When I started revealing the levels and structure, she was awestruck and could not believe it. She had childlike enthusiasm to know about herself and said 'I didn't know I had a structure and logical levels for what I was doing, good to know about myself'.

### 2.3 Exemplar – III

Narelle .D:- Medical Professional

Narelle is a thorough professional and is in charge of the entire nursing unit; she also often deals with very sick patients and consoles their loved ones when required. Narelle being a voracious reader keeps herself abreast of all the latest happenings in the medical field and runs frequent training sessions for her staff. I noticed her spontaneity and involvement in activities she is undertaking. Narelle's attention to details always amuses me despite of the hard conversation she would have had few minutes earlier.

Environment:-

- ✓ Doesn't really matter, gets amused with new places
- ✓ Loves when it is calm

Behaviour:-

- ✓ Greets everyone with a smile and builds rapport
- ✓ Observe the people around and be attentive
- ✓ Pay attention to details
- ✓ Often cracks up and brings laughter within the group

Capabilities:-

- ✓ Comfortable building rapport with strangers
- ✓ Able to discuss about any topic with ease
- ✓ Happy to assist people when required
- ✓ Tries to get into others shoes before commenting
- ✓ Stays disassociated from the emotion quotient

Beliefs:-

- ✓ There is a positive intention behind every action
- ✓ What happened in the past has no relevance at present
- ✓ Accept people as they are
- ✓ There is a solution if there is a problem

Identity:-

- ✓ Sense of self
- ✓ Contributor to the society

Purpose:-

- ✓ Part of the bigger universe
- ✓ Every single cell is connected in this universe

Strategy:-

- ✓ Observes the environment and gauges the situation
- ✓ Any discussion held is always taken with positivity
- ✓ Sees people and environment, as passengers in a train journey, when station arrives need to board another train and have to continue with the journey.
- ✓ Gets amused to board the new train and meet new people
- ✓ Journey continues and chose to enjoy as much as possible

Narelle got excited and quoted 'I have done a lot of reading on human psychology but was not aware of the modelling process. I am quiet fascinated to understand about my own structure and how it could bring positive influence in others'. I will pay more attention on what I do moving forward and will serve the community as much as possible.

---

### 3 The model

---

On understanding the underlying structures of my exemplars, I was successfully able to develop a generic model. I have gleaned the logical levels and developed the model with strong inclination towards sub modalities. I was quiet happy and enjoyed thoroughly the process in developing the model, as it opened many pathways within me and made me understand the deeper structures within me. As I developed the model, I went through iterations to get it simple and yet without missing the crux learnt from the exemplars. This model serves as it stands and applicable in any situations where the user requires to be resourceful.

Environment:-

- ✓ Applicable anywhere that requires focus and attention
- ✓ Formal and informal meetings / discussions

Behaviour:-

- ✓ Stay calm and relaxed
- ✓ Observe the people around and be attentive
- ✓ Pay attention to details
- ✓ Be present and respond where required
- ✓ Appreciate the discussion involved in
- ✓ Appreciate others time and efforts

Capabilities:-

- ✓ Able to build rapport with strangers
- ✓ Exhibition of confidence and assertiveness
- ✓ Highly energetic and tuned in the moment
- ✓ Be present in any given situation
- ✓ Drive the outcome, if required
- ✓ Passion for learning
- ✓ Be comfortable under own skin
- ✓ Stay connected and enjoy the liveliness

Beliefs:-

- ✓ One life live it full
- ✓ Accept people as they are
- ✓ We have within us all the resources we ever need
- ✓ Behind every behaviour is an unconscious positive intention
- ✓ Best revenge is living well
- ✓ What we recognise in others mirrors the structures within ourselves

Identity:-

- ✓ Sense of self
- ✓ Contributor to the society
- ✓ Part of oneness

Purpose:-

- ✓ Part of the bigger universe
- ✓ Spread happiness where possible
- ✓ Enjoy life and help others in every occasion

---

## 4 The presentation

---

### 4.1 Steps to be followed

Hi,

- ✓ Please close your eyes and visualize an incident in a scale of 1 to 10 not more than 7 that occurred in past that led you to an undesirable state of mind
- ✓ See the things that you saw, hear the things that you heard and feel the way you felt
- ✓ Raise your finger, when you are fully in the undesired state of mind
- ✓ Now you are fully in an undesired state of mind
  
- ✓ Now visualise as if you are in a train compartment and you are ready to off-board the train as your station has arrived
- ✓ As you slowly walk the picture/movie that you see slowly gets reduced in size and loses its colour and diminishes far away
- ✓ The audio if you heard fades out slowly
- ✓ The feeling that you feel moves away from you further and further, as you leave the train and as you see the train leaving the platform.
  
- ✓ Now visualise another train that is so colourful and attractive arriving the station. It's like a rainbow approaching towards you on wheels and you couldn't resist to board the train, as you enter the train you walk into a compartment
- ✓ Here you see a big screen playing a movie, where you see yourself in the past when you were blooming with full of confidence, joy and inner peace
- ✓ Raise your finger, when you start seeing the movie when you were blooming with full of confidence, joy and inner peace
  
- ✓ As you walk into the compartment your body imbibes all the resources it requires from the big screen
- ✓ Now you notice that they start flowing and immersing deep inside you
- ✓ Make the picture you see bolder and brighter
- ✓ Make the audio if you hear louder
- ✓ The warm feeling that you experience, spin it now and you start feeling better. Keep spinning faster and faster as it engulfs your whole body.
  
- ✓ Now you have all the resources in you to face any situation that could possibly occur in this place. Open your eyes with a smile to welcome your journey ahead.

Thank you

---

## 5 Integrating the IT

---

On imparting the model, I felt very energetic with full on confidence and was able to welcome any situation ahead. After running the presentation within myself, I fine-tuned few areas for clear understanding and ease of communication. As I mastered the model running on me for several times, now it comes with a greater ease to impart and imbibe the effect quickly and efficiently when required. Metaphorically now I feel that I got a samurai sword to get into the jungle, able to confidentially walk through the jungle and most importantly able to enjoy the serenity and the natural beauty of the forest. My friends and colleagues who knew me for a long time were able to notice the positive difference in me and the way that I was interacting in the meetings and social gatherings. They did appreciate the positive outcome and highly encouraged me to share the model to the wider group.

### 5.1 Experience presenting the model

I did get the privilege to present the model to my wife and few of my friends. Unanimously I was able to notice the person undergoing the process had a strong pleasant kinaesthetic feel. They did reported that the model worked on them and did feel very energetic after the presentation. I was constantly shaping the presentation, as I received the feedback to make it a generic model that could be applicable to anyone interested to participate. As a part of our friends group gathering, I was able to run the presentation to a group of 10 people and successfully impart the model within them. I did received an overwhelming response, assuring that the model works like a treat.

### 5.2 Learnings

Initially when presenting the model to different people, I was focussing only on the steps and the outcome but the feedback received from different people has brought some good learnings within me especially to pay attention around pacing and tonality as well. Now I have integrated my leanings into the presentation thus to provide an overall experience to the users. I am looking forward to use this model on wider groups and to develop such models to help others and myself.

Now I am a “Frog” as well and happy to jump into the waters anytime.