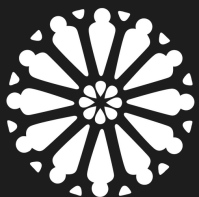


ADELA RAFFA, AWARENESS COACHING & TRAINING

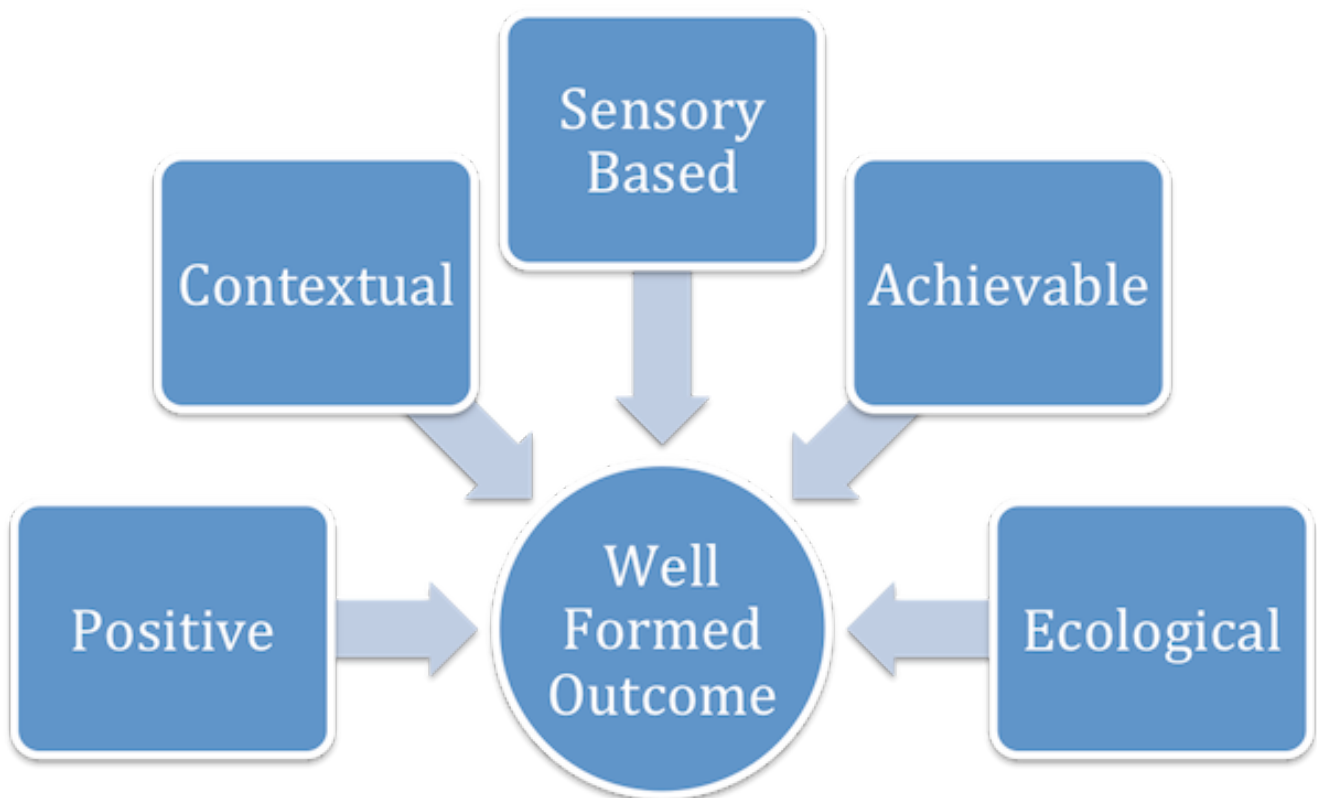
NLP: WELLFORMED OUTCOMES



THE MODEL

The Neuro-Linguistic Processing Model -aka the Well-Formed Outcome Model- allows us to go beyond mere “goal setting” into the actual “programming” of our minds to drive us toward a desired goal.

The NLP Model provides the following key components that enable you to effectively identify your desired outcome and it begins by eliciting that outcome.



THE PROCESS

- **Stating the goal in positive terms.** What you focus on grows.
- **Specify the goal in sensory-based terms.** State it in visual, auditory, and kinesthetic terms. Ask: What will I see, hear and feel when I achieve the outcome?
- **Specify the goal in a way that you find compelling.** Compelling goals are more motivating. Be clear on what personally motivates you.
- **Well formed outcomes are ecological.** Do a Quality Control check on the goal to ensure balance in all areas of your life, work life, community. Our outcomes may affect other people. Does it fit with who we are as a person, how we see ourselves?



THE PROCESS CONT.

- **Ensure the goal can be self-initiated and maintained.** Well formed outcomes must be what you want rather than what other people want. An outcome that involves pleasing other people is difficult to maintain. It is also indirect.
- **State the context of the goal.** Ask: When, where and with whom do I want this outcome? Well formed outcomes are situation specific. Failing to set a boundary can result in over generalization.
- **State the resources needed to achieve the goal.** Sometimes we don't get our outcomes because we don't have the resources we need. Ask: What are the important sub goals I need to obtain first? Do I require outside help?
- **Evidence procedure.** Ask: How will I know when I have achieved the outcome? Everyone's evidence will be different. What will I see, hear and feel?





**NOW...
IT'S YOUR TURN
TO CREATE
POWERFUL,
POSITIVE CHANGE**

**JOURNAL OR WRITE DOWN
YOUR DESIRED OUTCOME**

