

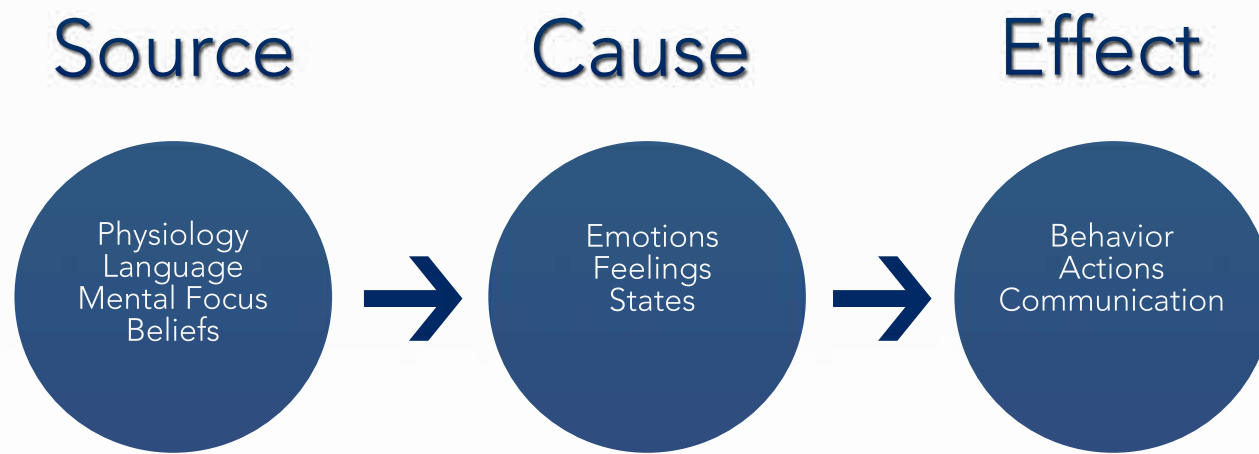


How you feel & the emotional state that you experience at any time can significantly affect how you communicate.

# COMMUNICATION EVOLUTION

A well-known NLP communication model says that four components are responsible for creating our emotional states: our physiology (body), the language we use (words), our mental focus (thoughts) and our beliefs.

It is this emotional state that then affects our behavior, actions and the communication we have with the outside world.



**Instructions:** with this in mind, complete the I.D.E.A Model to the right to get more perspective on your own communication components.

Because just as a good mechanic knows the role that each engine-part plays in getting a car to be able to move, a good communicator knows his or her own mental machinery and personal communication preferences as well.

## I.D.E.A Model

**Identify:** 3 past experiences during which you felt a particularly enjoyable emotion, feeling or state while learning something new.

*For example: when learning to ride a bike, learning to speak a new language, the feeling you got while studying your favorite subject or while learning from you favorite teacher.*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**Describe:** what was it about these experiences that caused the emotion or state?

*For example: it was the thrill of doing something new, the way the teacher spoke, the examples used by a teacher, etc.*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**Explore:** Why was this important to you?

*For example, it made me feel "x" or it made me do "y", etc.*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**Apply:** How could you replicate or introduce a small part of this same emotional state into your future communications? To put it simply: what do you need to do to get more of the good stuff (that emotion/feeling/state)? Think of at least 3 ways.

*For example: "I could try and be just as patient with my current friends as my favorite teacher once was with me" or "I could talk about things that exhilarate me with a co-worker to get into that same state before going to do my door-to-door sales."*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_