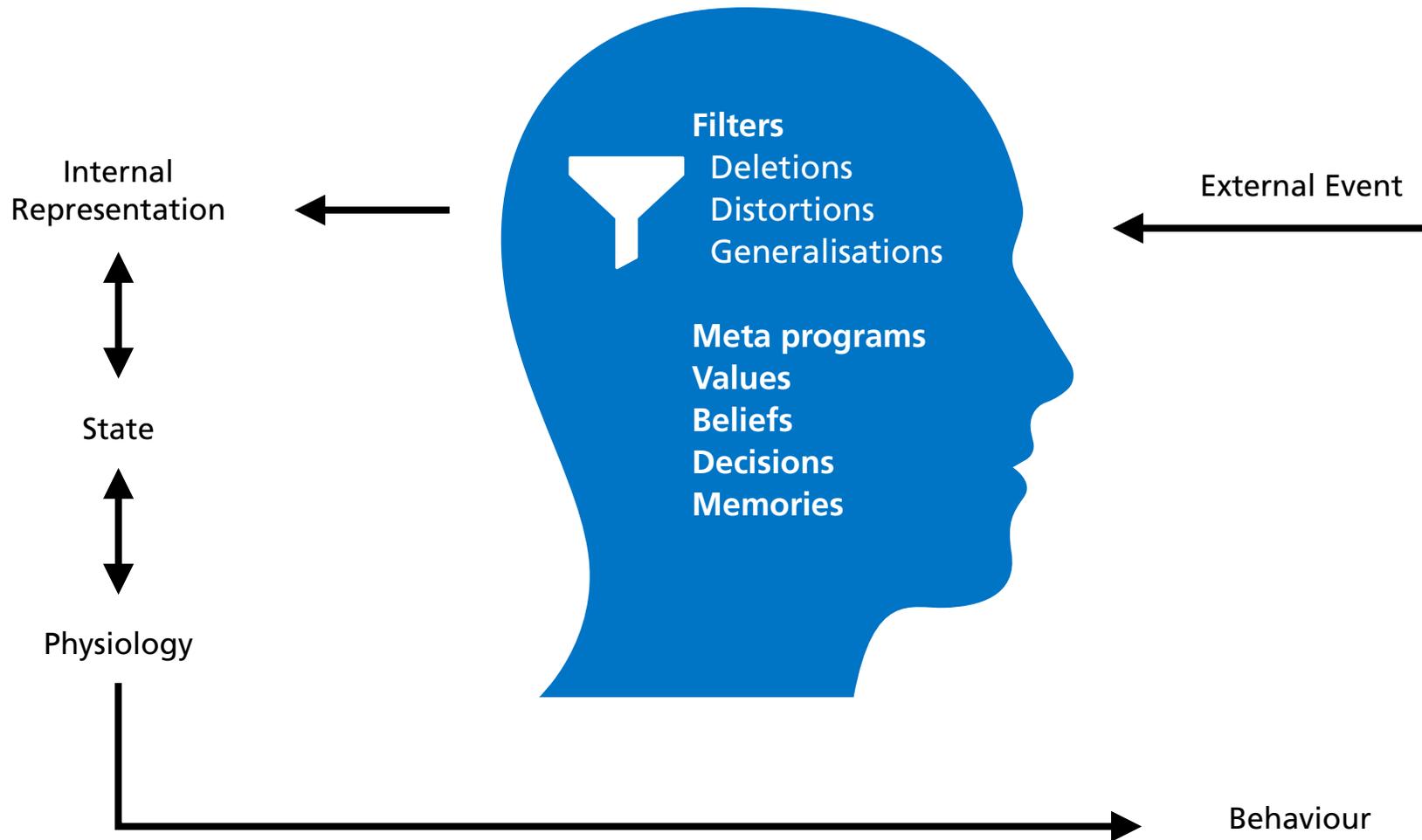


# The NLP Meta Model

A model for understanding communication and behaviour



The meta model draws on transformational grammar and general semantics, the idea that language is a translation of mental states into words, and that in this translation, there is an unconscious process of deletion (not everything thought is said), distortion (assumptions and structural inaccuracies) and generalization (a shift towards absolute statements). Likewise in hearing, not everything said is acknowledged as heard.