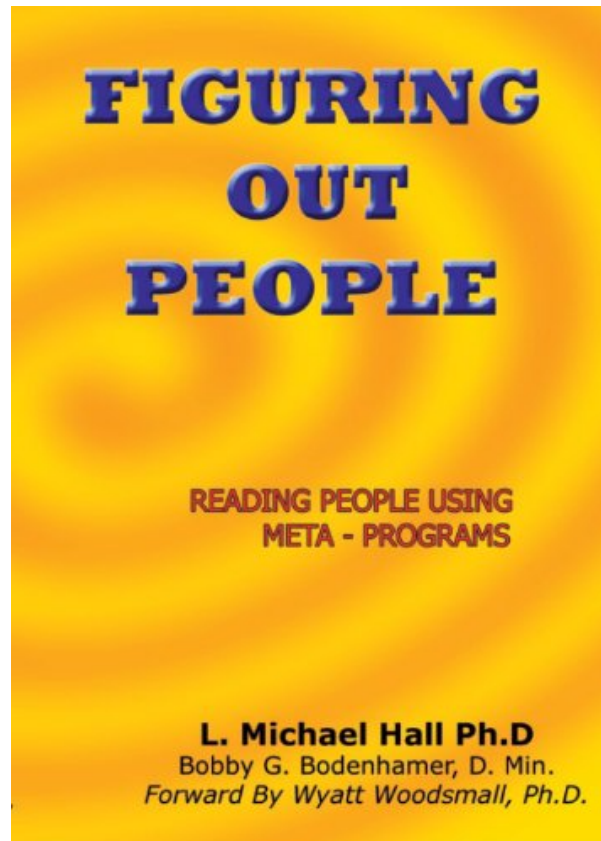


FIGURING OUT PEOPLE BY L. MICHAEL HALL



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FIGURING OUT PEOPLE

**READING PEOPLE USING
META - PROGRAMS**

L. Michael Hall Ph.D
Bobby G. Bodenhamer, D. Min.
Forward By Wyatt Woodsmall, Ph.D.

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Review

"Unique an outstanding contribution to this area which lies at the heart of NLP." --Wyatt Woodsmall PhD

About the Author

Bob Bodenhamer and Michael Hall are two of the brightest and most enthusiastic authors on the NLP scene today. Renowned for their integrity, their compassion and their dedication to applying and expanding NLP into areas where it has not travelled previously, both have already made major contributions to the expansion of this intriguing field.

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In this work, you will discover that we have moved far beyond all the models and instruments that try to figure people out by classifying them according to types and temperaments. Since the early Greeks with their model of the "four basic temperaments" (they called them "humours"), hundreds of models of personality typing have arisen. The authors base these types upon the assumption that people walk around with permanent traits inside them and that explains "why he is the way he is." You will find none of that here. Instead of beginning with assumptions of permanent inherent traits, we have opted for another assumption. We have opted for an assumption that Richard Simon, editor of The Family Therapy Networker (March/April 1997) summarized by saying, "people are not nouns but processes." Here we have looked, not at what people "are" in some absolute, unchangeable trait way, but how people function.

How does this person think-and-emote?

How does this person talk, act, behave, and relate?

What processes and patterns describe this person's style for sorting (paying attention to information)?

What mental operational system does this person use in remembering?

What human software (ideas, beliefs) does this person use to think? By focusing our attention on how people actually function in terms of their cognitive processing (thinking), emoting (somatizing ideas into their bodies), speaking (languaging self and others), and behaving (responding, gesturing, relating, etc.) we discover not what they "are," but how they actually work in any given context or situation. The value of this focus? Recognizing how a person works enables us to figure out their model of the world (their mental

paradigm) that describes their internal "reality." This increases understanding and enlightens us about "where the person comes from." It also increases our sense of empowerment. Why? Because in knowing how I work, or how someone else works, enables us to evaluate and match that working.

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FIGURING OUT PEOPLE BY L. MICHAEL HALL PDF

This book contains all you ever wanted to know about Meta-programs, the tools by which we can evaluate how people function! First it provides an in-depth explanation of the Meta-programming technique, and then furnishes fifty-one examples of Meta-programs. It thus provides clear insight into our own behavior as well as that of other people, challenging us to understand how people operate and how to change our behaviour accordingly in order to communicate with them successfully. An essential addition to any NLP library.

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Most helpful customer reviews

24 of 26 people found the following review helpful.

One of the best yet!

By A Customer

This has to be the most useful and comprehensive portrait of character and personality ever written. Hall paints many aspects of character and personality in a well-formatted and easy-to-read/easy-to-use manner. Despite such a complex topic as humanity, this book shows you the ways in which individuals are really different from each other, and how we are not so different after-all.

Hall takes you from the lofty thoughts of thinking out your identity down to the nitty-gritty of emotions, thoughts, awareness and feelings. If you're looking for a complete guide to interpersonal or social skills, and better yet self-knowledge and development, this is the book for you.

The typical 'typology' approach (Keirsey-Bates, Enneagram, etc.) doesn't do justice to individuals who don't 'fit' into any one distinct category. Hall bypasses this mistake in grouping by giving us the ways in which people can differ from each other, how to think like them, and how to communicate with them! With this book you can look at yourself and others as unique individuals while building understanding and cooperation.

I've read many of Hall's books and favor this over all the rest.

25 of 30 people found the following review helpful.

Lost in the ozone

By Michael Lovas

As a trainer of NLP, I understand Meta Programs pretty well. As a coach, I use Meta Programs on a daily basis. As a personal friend of Rodger Bailey, I know more about Meta Programs than most people because Rodger and I spent a lot of hours exploring this aspect of psychology. If you don't know Rodger's name, he is the person who published the original work on meta programs, working with Leslie Cameron Bandler.

Rodger has a brilliance for taking technical or complex information and making it very clear. That's a talent that Michael Hall does not have. Rodger is a communicator and teacher. Michael Hall is a researcher and data collector. Communicating is simply not Hall's strength. I've attempted to wade through several of his books, and they're all the same - great content if you can endure that much dry data.

I use this book as a reference, but it reads like a scientific dictionary. It's not written to be read from cover to cover. I appreciate the giant bite that Hall takes in cataloging so much data, but the book is more about simply capturing the data, than clearly explaining it.

For anyone interested in meta programs, I would look for Rodger Bailey's audio package. It is hands-down far easier to understand - certainly that's even more true for someone just starting to learn meta programs.

Michael Lovas

16 of 19 people found the following review helpful.

Very Interesting look at Meta Programs

By Colin

I'm not sure if the ideas contained in this book occur elsewhere but they are well presented here. Not an easy

book but very impressive. It will take some time to incorporate all the information contained within into your daily relationships so beware. Otherwise a super book.

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