



## The NLP technique **"Using a Model of Excellence"**

The NLP technique **"Using a Model of Excellence"** (also known as **Modeling** in Neuro-Linguistic Programming) involves studying and replicating the behaviors, strategies, beliefs, and thought patterns of someone who excels in a specific skill or area to achieve similar success.

By observing and adopting the successful patterns of a "model" (a person who demonstrates excellence), you can accelerate your own learning and performance in that domain. This technique is widely used in NLP to develop skills, improve performance, or adopt desirable traits.

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### Steps for Using a Model of Excellence

#### 1. **Identify the Skill or Outcome:**

- Choose a specific skill, behavior, or outcome you want to improve or achieve. Be clear about what you want to model.
- Example: You want to become a confident public speaker or an effective negotiator.
- Ask yourself:
  - What specific skill or quality do I want to develop?
  - What does success in this area look like for me?

#### 2. **Select a Model of Excellence:**

- Identify someone who excels in the skill or behavior you want to emulate. This could be someone you know personally, a public figure, or even a fictional character who embodies the desired traits.
- Example: You choose a colleague known for delivering engaging presentations or a famous speaker like TED Talk presenters.
- Ask yourself:
  - Who demonstrates excellence in this skill?
  - Why do I consider this person a model of success?

### 3. **Observe the Model Closely:**

- Study the model's behavior, actions, and mindset in detail. Observe them in action if possible, or analyze recordings, interviews, or written accounts of their performance.
- Focus on:
  - **Physiology:** Their posture, gestures, facial expressions, and body language.
  - **Language:** The words, tone, and communication style they use.
  - **Beliefs and Values:** What they believe about themselves, the skill, or the situation.
  - **Strategies:** The mental or practical steps they take to achieve success.
- Example: Notice how a confident speaker maintains eye contact, uses pauses effectively, and conveys enthusiasm.
- Ask yourself:
  - What do they do differently that makes them successful?
  - What patterns can I identify in their behavior or thinking?

### 4. **Break Down the Model's Strategy:**

- Analyze the specific components of the model's approach. NLP emphasizes breaking down their success into replicable elements, such as their mental preparation, emotional state, or specific techniques.
- Example: A successful negotiator might visualize outcomes, stay calm under pressure, and use open-ended questions to build rapport.
- Ask yourself:
  - What specific steps or techniques does the model use?
  - What internal (mental/emotional) and external (actions) strategies contribute to their success?

### 5. **Adopt the Model's Physiology and Behavior:**

- Begin replicating the model's physical behaviors, such as their posture, tone, or gestures, to "try on" their approach. In NLP, physiology is closely tied to mental state, so mimicking their physicality can help you access their mindset.
- Example: Stand tall, smile, and use deliberate hand gestures like your chosen speaker during a practice presentation.
- Ask yourself:
  - How does adopting their physiology make me feel?
  - What changes when I mimic their actions or speech patterns?

### 6. **Internalize Their Beliefs and Mindset:**

- Identify and adopt the beliefs, values, or mental strategies that drive the model's success. Use affirmations, visualization, or self-talk to align your mindset with theirs.
- Example: If the model believes "I connect with my audience by being authentic," practice internalizing this belief before speaking.
- Ask yourself:
  - What beliefs or attitudes does the model hold about this skill?
  - How can I adopt or adapt these beliefs to fit my own values?

## 7. Practice and Test the Model:

- Apply the modeled behaviors, strategies, and mindset in real-life situations or practice scenarios. Start small and refine as you go.
- Example: Practice delivering a short speech using the model's techniques in front of a mirror or a small group.
- Ask yourself:
  - How effective is this approach when I try it?
  - What feels natural, and what needs adjustment?

## 8. Refine and Personalize:

- Adapt the model's strategies to suit your unique style, personality, and context. You don't need to copy everything exactly—focus on what works for you.
- Example: If the model uses humor in presentations but you're not comfortable with jokes, incorporate storytelling instead.
- Ask yourself:
  - What parts of the model's approach feel authentic to me?
  - How can I tweak this to align with my strengths?

## 9. Seek Feedback and Iterate:

- Get feedback from others or self-assess your performance to gauge progress. Continue practicing and refining the modeled behaviors.
- Example: Record your practice speech, compare it to the model's, and note areas for improvement.
- Ask yourself:
  - What worked well, and what can I improve?
  - How close am I to achieving the desired level of excellence?

## 10. Integrate and Generalize:

- Once you've mastered the skill in one context, apply it to other areas of your life. Make the modeled behaviors a natural part of your repertoire.
- Example: Use the confidence gained from public speaking to lead meetings or handle negotiations.
- Ask yourself:
  - How can I apply this skill in other situations?
  - What new possibilities does this open for me?

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## Tips for Success

- **Be Specific:** Focus on modeling one skill or behavior at a time for clarity and effectiveness.
- **Stay Curious:** Approach the model with an open mind, seeking to understand their approach without judgment.
- **Use Visualization:** Mentally rehearse the model's behaviors to build confidence and familiarity.

- **Combine with Other NLP Techniques:** Pair modeling with techniques like anchoring (to reinforce positive states) or perceptual positions (to understand the model's perspective).
  - **Practice Consistently:** Regular practice helps internalize the modeled behaviors until they become second nature.
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## **Benefits of the Technique**

- Accelerates skill development by learning from proven success.
- Enhances confidence by adopting effective strategies.
- Provides a structured approach to personal and professional growth.
- Encourages flexibility by adapting the model's strategies to your unique style.
- Can be applied to virtually any skill, from leadership to creativity to emotional resilience.