BrainTalk

Using clean language and other language patterns to enable deeper conversations

www.UnconsiousAgile/braintalk

Clean Language

Developing Questions

- What kind of X (is that X)?
- Is there anything else about X?
- Where is X? or (And) whereabouts is X?
- Is there a relationship between X and Y?
- When X, what happens to Y?
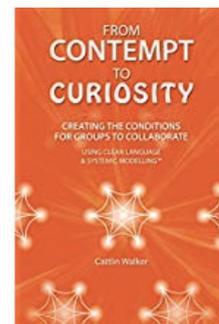- That's X like what?

Sequence and Source

- Then what happens?
- What happens just before X?
- Where could X come from?

Intention Questions

- What would X like to have happen?
- What needs to happen for X?
- Can X (happen)?

Power Switch

- And when X, what would you like to have happen?

*That story sent **chills** down my spine*

*My head was **exploding** with new ideas*

*I have **a lot** of bananas*

*The band is **on fire** tonight*

Metaphor

noun

- a figure of speech in which a term or phrase is applied to something to which it is not literally applicable in order to suggest a resemblance
- something used, or regarded as being used, to represent something else

source: dictionary.com

Overview

Clean language questions are specifically designed to avoid introducing new metaphors into the conversation.

Our brains process an incredible amount of information through the use of metaphor (comparing one thing against another). When you listen carefully to the words we use, you will begin to notice how often metaphor is used in conversation.

"I was **struggling** with this problem until **the lightbulb came on**." There are two metaphors in here: we weren't really physically struggling and there was no actual lightbulb.

Sometimes the metaphors are blatant such as "My head was **exploding with new ideas**" and sometimes they're very subtle such as "I have **a lot** of strawberries". What you'll begin to notice however, is that they're everywhere.

Instructions

In each case, replace **X** and **Y** with the clients own metaphor. So if they had said "I'm **struggling** to understand" then we might reply with "What kind of **struggling**?" or "What kind of **struggling** is that **struggling**?"

For questions that have both an **X** and a **Y**, these are different metaphors that we are somehow comparing or contrasting. They might have been used in the same statement as shown in the first example, or they might have been from completely different parts of the conversation. The point is that the client has used both of these metaphors and that we are asking about the relationship between them.

Note that **X** doesn't have to be a metaphor, although it's more powerful when it is. It can also be used with verbs or even nouns.

A brain has…

- Large numbers of neurons and ganglia, including sensory neurons and motor neurons
- Neural cells with inter-neurons; neurons re-entrantly interconnecting with other neurons
- Support cells and components such as glial cells, astrocytes, proteins, etc.
- Functional attributes: perceiving/assimilating information, processing information, memory storage and access
- Able to mediate complex reflexes via an intrinsic nervous system
- A chemical warehouse of neurotransmitters

mBIT multiple Brain Integration Techniques
USING YOUR MULTIPLE BRAINS TO DO COOL STUFF

You have a brain in your head, heart and gut. Based on the latest Neuroscience insights and using NLP and Behavioural Modeling, this book will show you how to use your multiple brains for wisdom and success!

GRANT SOOSALU & MARVIN OKA

Neuroscience now recognizes that we have (at least) three distinct brains. One in our head, one in our heart and one in our gut.

Head - Cephalic brain	Heart - Cardiac brain	Gut - Enteric brain
Self talk / imagery	Values / emotion	Action

Head - Cephalic brain
Self talk / imagery

They say:
"I think…"
"I've considered…"
"This makes no sense"
"Looks like…"

You ask:
"What/how are you thinking?"

Heart - Cardiac brain
Values / emotion

They say:
"I feel…"
"Following my heart"
"more important"
"I'm connected to…"

You ask:
"How do you feel about that?"
"What is important here?"

Notes:
50% of oxytocin from here

Gut - Enteric brain
Action

They say:
"I'm doing…"
"My gut reaction is …"

You ask:
"What's the next step?"
"What will you do?"

Notes:
95% of serotonin from here.

————— General —————

Tips

✓ Repeat back the clients words.
✓ Speak slowly and calmly - rushing will break rapport
✓ Match the clients intonation and gestures where possible without appearing to mimic them
✓ For clean language, stick to the first two questions until you're feeling really comfortable with them. You can have a whole coaching conversation with just those two.
✓ When you don't know what to ask next, try "And what else do you know about that?"

————— Your Facilitator —————

Your facilitator, **Mike Bowler**, is a long time agile coach, having started his agile journey in 1999 with XP. He's also a trained hypnotist with an interest in the neuroscience and psychology of unconscious behaviour - why we do the things we do.

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