

Submodalities

Like to Dislike – Script

Three'25

NOTE: This script requires the Submodalities (SMDs) Worksheet.

1. **Get “Like...”:** “What is it that you like that you wish you didn’t?”
2. **Get Agreement:** “Is it alright with your unconscious for you to dislike _____ (ex: ice cream) today?”
3. **Elicit Submodalities:** “As you think about how much you like _____, do you have a picture?” *Elicit and write down all relevant submodalities using column #1 of the SMDs Worksheet.*
4. **Break State:** _____ (ex: “Do you smell popcorn?”)
5. **Get “Dislike...”:** “What’s something that’s similar, but that you absolutely dislike?” (ex: yogurt)
6. **Elicit Submodalities:** “As you think about how much you dislike _____, do you have a picture?” *Elicit and write down all relevant submodalities using column #2 of the SMDs Worksheet.*
7. **Break State:** _____ (ex: “Do you smell popcorn?”)
8. **Notice Differences:** *Use Contrastive Analysis to discover the possible drivers by comparing the SMDs in column #1 with those in column #2.*
9. **Associate to “Liked...”:** “Bring to mind the picture of how much you like _____.”
10. **Change Submodalities:** *Map across the SMDs in column #1 to those in column #2. (ex: “make it black and white, etc.”) Note: Remember we are only changing the submodalities of the first picture, not the content itself.*
11. **Lock it:** “You know the sound Tupperware makes when you close it? Just like that, lock it in place.”
12. **Break State:** _____ (ex: “Do you smell popcorn?”)
13. **Test:** “Now, what about that old thing you used to like? How’s it different now?”
14. **Future Pace:** _____ (ex: “Imagine a time in the future when, if it had happened in the past, you might have been tempted to eat ice cream and tell me what you do instead.”)