

# Milton Model

# Two:18

## Hypnotic Language Patterns

1. **Mind Reading:** Claiming to know the thoughts or feelings of another without specifying the process by which you came to know the info.
  - *"I know that you are wondering..."*
2. **Lost Performative:** Value judgments where the performer of the value judgment is left out.
  - *"And it's a good thing to wonder..."*
3. **Cause & Effect:** Where it is implied that one thing causes another. Implied causatives include:
  - a. **C>E** makes
  - b. If... then...
  - c. As you... then you...
  - *"Because..."*
4. **Complex Equivalence:** Where two things are equated - as in their meanings being equivalent.
  - *"That means..."*
5. **Presuppositions:** The linguistic equivalent of assumptions.
  - *"You are learning many things..."*
6. **Universal Quantifiers:** A set of words that have the following characteristics:
  - a. Universal generalizations and
  - b. No referential index.
  - *"And all the things, all the things..."*
7. **Modal Operators:** Words which imply possibility or necessity, and which form our rules in life.
  - *"That you can learn..."*

# Milton Model

Two:19

8. **Nominalizations:** Process words that have been frozen in time by making them into nouns.
  - *"Provide you with new insights, and new understandings."*
9. **Unspecified Verbs**
  - *"And you can,"*
10. **Tag Question:** A question added after a statement, designed to displace resistance.
  - *"Can you not?"*
11. **Lack of Referential Index:** A phrase that does not pick out a specific portion of the listener's experience.
  - *"One can, you know..."*
12. **Comparative Deletions:** (Unspecified Comparison) Where the comparison is made and it is not specified as to what or whom it was made.
  - *"And it's more or less the right thing."*
13. **Pacing Current Experience:** Where client's experience (verifiable, external) is described in a way which is undeniable.
  - *"You are sitting here, listening to me, looking at me, (etc.)..."*
14. **Double Binds:** Wherein the illusion of choice is offered using an "or". However, usually both choices are desired.
  - *"And that means that your Unconscious Mind is also here, and can hear (phonological ambiguity) what I say. And since that's the case, you are probably learning about this and already know more at an unconscious level than you think you do, and it's not right for me to tell him, learn this or learn that, let him learn in any way he wants, in any order."*

# Milton Model

## Two:20

**15. Conversational Postulate:** The communication has the form of a question, a question to which the response is either a “yes” or a “no”. If I want you to do something, what else must be present so that you will do it, and out of your awareness? It allows you to choose to respond or not and avoids authoritarianism.

- *"Would you feel more comfortable if your eyes were closed?"*

**16. Extended Quotes:** Where it is not possible for one to tell where one quote leaves off and the next one begins.

- *"Last week I was with Richard who told me about his training in 1983 at Denver when he talked to someone who said..."*

**17. Selectional Restriction Violation:** A sentence that is not well formed in that only humans and animals can have feelings.

- *"A chair can have feelings..."*

### 18. Ambiguities

a. **Phonological:** Where two words with different meanings sound alike.

- *"Hear", "Here"*

b. **Syntactic:** Where the function (syntax) of a word cannot be immediately determined from the immediate context.

- *"They are visiting relatives"*
- *"Speaking to you as a child..."*

c. **Scope:** Where it cannot be determined by linguistic context how much is applied to that sentence by some other portion of the sentence.

- *"The old men & women..."*
- *"The disturbing noises & thoughts..."*
- *"The weight of your hands & feet..."*

d. **Punctuation**

**Run on sentences:**

- *"I want you to notice your hand me the glass."*

**Pause at improper places:**

- *"Can you please pass out (pause) the flyers?"*

**Incomplete sentences:** The sentence is left unfinished

- *"Would you rather go into a trance now or..."*

**19. Utilization:** Utilize all that happens or is said by mentioning what is verifiable.

- **Client says,** *"I am not sold."*

**You say,** *"That's right you are not sold, yet, because you haven't asked the one question that will have you totally and completely sold."*

**Putting it all together:**

"I know that you are wondering... and it's a good thing to wonder... because... that means... you are learning many things... and all the things, all the things... that you can learn... provide you with new insights, and new understandings. And you can, can you not? One can, you know. And it's more or less the right thing. You are sitting here, listening to me, looking at me, and that means that your Unconscious Mind is also here, and can hear what I say. And since that's the case, you are probably learning about this and already know more at an unconscious level than you think you do, and it's not right for me to tell him, learn this or learn that, let him learn in any way he wants, in any order. Do you feel this... is something you understand? Because, last week I was with Richard who told me about his training in 1983 at Denver when he talked to someone who said, 'A chair can have feelings... You can hear that here...'