Add questions to determine where the person is according to the color

The Levels of Human Existence

Level 1: Beige – The Instinctual Self

- Core Focus: Survival, food, water, reproduction, shelter.
- Worldview: "Do what you must to stay alive."
- **Description:** Basic biological existence, similar to animal survival. Life is immediate and moment-to-moment.
- Values: Instincts, safety, and minimal awareness.

Level 2: Purple - The Magical/Animistic Self

- Core Focus: Safety through belonging, rituals, and tradition.
- Worldview: "The spirits will protect us."
- **Description:** Tribal, mystical thinking. Safety and identity come from the group and ancestors. Superstition, rituals, and respect for elders dominate.
- **Values:** Harmony with nature, tradition, and kinship.

Level 3: Red – The Impulsive/Egocentric Self

- Core Focus: Power, control, immediate gratification.
- Worldview: "I am strong. I take what I want."
- **Description:** Assertive, impulsive, and self-centered. Rules are for others. The individual seeks dominance and recognition through force or charisma.
- Values: Courage, freedom, action, and pride.

Level 4: Blue – The Purposeful/Authoritarian Self

- Core Focus: Order, stability, rules, obedience to a higher authority.
- Worldview: "Life has meaning, direction, and purpose given by a higher power."
- Description: Moral absolutism and duty. People find purpose through religion, law, or ideology. Discipline and self-control dominate the impulsive red energy.
- **Values:** Righteousness, faith, discipline, and structure.

Level 5: Orange - The Achievist/Strategic Self

- Core Focus: Success, autonomy, rationality, results.
- Worldview: "I make my own way. If it works, it's right."
- **Description:** Scientific, entrepreneurial, and competitive. Values progress, efficiency, and measurable success. Breaks away from rigid systems to innovate and achieve.
- Values: Innovation, freedom, science, prosperity.

Level 6: Green – The Communitarian/Egalitarian Self

- **Core Focus:** Relationships, equality, inner harmony, compassion.
- Worldview: "We are all connected."
- **Description:** Prioritizes human connection, understanding, and consensus. Focuses on emotional well-being and social justice. Often reacts against Orange's materialism.
- Values: Empathy, authenticity, cooperation, and peace.

Level 7: Yellow - The Integrative/Systemic Self

- Core Focus: Flexibility, integration, self-actualization, systems thinking.
- Worldview: "Life is a complex system; I flow with it."
- **Description:** Recognizes that truth is contextual. Integrates all previous levels without judgment. Values knowledge, competence, and freedom to think. Acts without ego, harmonizing individuality with the collective.
- Values: Flexibility, functionality, learning, and global awareness.

Level 8: Turquoise - The Holistic/Global Self

- Core Focus: Unity consciousness, collective harmony, global integration.
- Worldview: "Everything is one living system."
- Description: Deep spiritual awareness of interconnection. Values the planet and life itself as a single organism. Lives for the well-being of all existence, beyond ego or nation.
- Values: Wholeness, compassion, sustainability, universal consciousness.

Meta-program:



NLP Meta-Program Scorecard

Purpose: Identify thinking and motivation patterns that influence behavior, communication, and decision-making.

Instructions

- For each statement, rate how true it feels to you (or the client) on a scale of 1-5:
 - 1 = Not true at all
 - 2 = Slightly true
 - o 3 = Neutral / sometimes true

- 4 = Mostly true
- 5 = Completely true

Then, identify whether the pattern leans **Left** / **Right** (based on your highest score per section).

1 Motivation: Toward vs. Away-from

Statement

Score (1–5)

Score (1–5)

I'm motivated by goals and rewards I want to achieve.

I take action mainly to avoid problems or pain.

I focus more on what I want rather than what I don't want.

I make decisions to prevent loss, mistakes, or conflict.

Result:

Dominant Mode:

☐ Possibility

☐ Necessity

- High on "toward" → Goal-oriented, visionary, proactive
- High on "away-from" → Risk-aware, problem-preventer, cautious

Reason Filter: Possibility / Necessity / Ability

I act because I want to or see what's possible.
I act because I have to or it's necessary.
I act because I <i>can</i> and feel capable of doing it.

☐ Ability

Statement

3 Frame of Reference: Internal vs. External **Statement Score** (1-5)I know internally when I've done a great job. I rely on feedback from others to know I've done well. Praise or criticism affects my motivation significantly. Result: • Internal: Self-validating, confident, self-directed **External:** Responsive to feedback, team-driven, approval-seeking 4 Convince Pattern: Evidence Channel **Statement** Score (1-5)I believe something when I see it. I believe when I hear it explained clearly. I believe when I read it in detail. I believe when I see them doing it consistently. **Dominant Channel:** \square Visual \square Auditory \square Reading \square Kinesthetic/Behavioral

5 Convince Threshold: How Often Proof Is Needed

	Statement	Score (1–5)	
	I'm convinced instantly.		
	I need to see evidence several t	imes.	
	I need to see it proven over a pe	eriod.	
	I need consistent results to stay convinced.		
Result:	☐ Number of times ☐ Period of tir	me □ Consistency	
6 Manager	nent Direction: Self v	s. Others	
	Statement	:	Score (1–5)
I set m	y own direction and know what suc	cess looks like.	
I prefer	clear expectations and direction from	om others.	
I enjoy me.	being part of a system where succe	ess is defined for	
Result: ☐ Self-directed	☐ Other-directed		
7Action S	tyle: Active vs. Reflec	ctive	
	Statement	Score (1–5)	
1	act quickly once I get an idea.		
I	prefer to analyze thoroughly before	taking action.	

I adjust on the fly and learn through doing.

	Statement	Score (1–5)
	I perform best working alone.	
	I perform best collaborating with a team	
	I perform best leading or managing others.	
Result:		
□ Independer	nt □ Team □ Management reference: Things / System	s / People
□ Independer		s / People Score (1-5)
□ Independer ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■ ■	reference: Things / System	Score (1–5)
□ Independer	reference: Things / System Statement	Score (1–5) terials.
□ Independer 9 Work P	reference: Things / System Statement I like working with tools, data, or physical ma	Score (1–5) terials.

(1–5)

	I focus most on people and relationships.		
	I care deeply about the environment or places		
	I'm drawn to activities and experiences.		
	I'm fascinated by objects, designs, or innovations.		
Result: ☐ People	□ Place □ Activity □ Nature □ Things		
11 Chun	ık Size: Global vs. Specific		
	Statement	Score (1–5)	
	I like seeing the big picture before details.		
	I need specific steps before I start.		
	I prefer understanding how all parts fit together	first.	
Result: ☐ Global □	□ Specific		
12 Emot	tional Stress Response: Think	ing / Feeling /	
	Statement	Score (1–5)	
	I analyze logically when stressed.		
	I react emotionally when stressed.		
	I center myself and choose discipline or action.		

	Ctotomont	Saara
	Statement	Score (1–5)
	I often reflect on the past to make decisions.	
	I live in the present moment.	
	I plan and visualize the future ofter	n.
Result: ☐ Past ☐	Present □ Future	
14 Mod	al Operators: Must / Shou	
14 Mod	al Operators: Must / Shou	uld / Could / I Score (1–5)
14 Mod	-	Score (1–5)
14 Mod	Statement	Score (1–5)
14 Mod	Statement I say "I must" or "I have to."	Score (1–5)

I focus on how I contribute or could improve.

Result:	□ Others	
16 Pro	oblem-Solving Style: Alone	vs. Discussing
	Statement	Score (1–5)
	I solve problems best by thinking alone.	
	I solve problems best by talking them out	t with others.
Result:	al Processor	
17 Lis	stening Style: Literal vs. Infe	erential
	Statement	Score (1–5)
	I take people's words at face value.	
	I look for hidden meanings or implic	ations.
Result: ☐ Litera	I □ Inferential	
18 Sp	eaking Style: Direct vs. Indi	rect
	Statement	Score (1–5)
	I say what I mean clearly and directly.	

I prefer to imply or suggest rather than confront directly.

Result:			
□ Direct	□ Indirect		

Scoring Summary

Meta-Program Dominant Pattern

Motivation

Reason

Frame of Reference

Convince Channel

Convince Threshold

Management Direction

Action

Affiliation

Work Preference

Primary Interest

Chunk Size

Stress Response

Time Orientation

Modal Operators

Attention Direction

Problem-Solving

Listening Style

Speaking Style