

NLP RESULTS ACADEMY

Meta Programs Inventory

Myers Briggs & Meta Programs

Myers Briggs

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|---|-----------|
| 1. When it's time to recharge your batteries, do you prefer to be alone or with people? | Introvert |
| | Extrovert |
| 2. If you were going to study a certain subject, would you be more interested solely in the ' facts and their application for the now, or would you be more interested in the ideas and relationships between the facts and their application for the future? | Sensor |
| | Intuitor |
| 3. Can you remember a work situation that gave you trouble, a specific one-time event? When you make a decision do you rely more on impersonal reason and logic, or more on personal values? | Thinker |
| | Feeler |
| 4. Do you use a Daytimer or Smart Phone calendaring system? Do you use it regularly? Do you enjoy it? ~or — Why did you buy your last car? | Judger |
| | Perceiver |

Meta Programs

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|---|-------------------|------|
| Direction Program: <ul style="list-style-type: none"> • What do you want in a job'? or- • What do you want in a relationship? or • What do you want in a car? or • What do you want to do with your life? or • For you, what's important about what you do? | Toward | |
| | Toward/Away | |
| | Both equally | |
| | Away/Toward | |
| | Away | |
| Reason Program: Why do you choose to do what you're doing? | Possibility | |
| | Necessity | |
| Frame Of Reference Program: How do you determine when you've done a good job? | Internal | |
| | External | |
| | Int. w Ext. Check | |
| | Ext. w Int. Check | |
| Convincer Internal Representation Program: How do you know when someone else is good a what they do? | See | Hear |
| | Do | Read |
| Convincer Program: How often does someone have to demonstrate competence to you before you are convinced? | Automatic | |
| | ___ Time(s) | |
| | Consistent | |
| Management Direction Program. <ul style="list-style-type: none"> • Do you know what you need to do to be a success on a job? • Do you know a good way for someone else to increase his / her chances? • Do you find it easy or not so easy to tell them? | Self & others | |
| | Self only | |
| | Others only | |
| | | |

| | | |
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| Action Program: When you come into a situation, do you tend to: <ul style="list-style-type: none"> • Size it up then act quickly: • Do a complete study of all the consequences then act? | Active | |
| | Reflective | |
| | Both | |
| | Inactive | |
| Primary Interest Program: Why is your favorite restaurant your favorite? | People | Places |
| | Things | Activity |
| | Information | |
| Chunk Size Program: If we were going to do a project together, would you want to know the big picture first or the details? Once you know that, would you really need to know the other? | Specific | |
| | Global | |
| | Specific to Global | |
| | Global to Specific | |
| Relationship Program When you come into a new situation, do you usually notice the similarities first or the differences first? | Sameness | |
| | Same w exceptions | |
| | Same / Diff Equally | |
| | Diff with exceptions | |
| | Differences | |
| Time Storage Program Recall a memory from the past (future). From what direction does that memory come? Point in that direction. | Through Time | |
| | In-Time | |
| Modal Operator Sequence Program: What's the last thing you said to yourself just before getting out of bed this morning? (can, must, want to, got to, have to, should, etc.) | | |
| Information Processing Style: When you need to solve a problem or overcome a challenge, must you: <ul style="list-style-type: none"> • Talk about it with someone else? • Think about it by yourself only? | External | |
| | Internal | |
| Listening Style: If someone you knew quite well said to you "I'm hungry," would you tend to: <ul style="list-style-type: none"> • Find the comment interesting but take no action? • Do something about it? | Literal | |
| | Inferential | |
| Speaking Style If you felt someone around you was under-performing, would you: <ul style="list-style-type: none"> • Tell them directly? • Beat around the bush and hope they 'get it'? | Literal | |
| | Inferential | |