

NLP: The Hidden Pattern Behind Why People Decide

NLP Mastery House

Purpose

Metaprogrammes are unconscious filters that drive behaviour — not fixed types, but a continuum. Everyone sits somewhere on each one, and it shifts by context.

Three pairs, with how to spot and speak to each

Towards / Away From

Towards people stay focused on the goal — language: attain, achieve, get, benefits.
Away-From people are energised by what to avoid — language: avoid, prevent, eliminate, won't have to.

Ask: "What's important to you about [X]? Why is that important?" — listen for goal language vs. problem language.

Options / Procedures

Options people want possibility and flexibility — language: opportunities, variety, choice.
Procedures people want the proven right way — language: how to, tried and tested, first...then...lastly.

Ask: "Why did you choose [X]?" — an Options answer lists reasons; a Procedures answer tells the story of how.

Sameness / Difference

Sameness people want things to stay stable, tolerate change once every 15–25 years — language: same as, unchanged, as you already know. Difference people need constant, major change — language: new, totally different, unrecognisable.

Ask: "What's the relationship between your situation this year and last year?"

Quick win – five minutes

Answer the Sameness/Difference question about your own work this year vs last. Which language did you reach for naturally?

Practice this week

Ask one of the three diagnostic questions in a real conversation and just listen for which side of the pair the answer falls on — no need to say anything about it.



"Most disagreements aren't about the topic. They're two different metaprogrammes trying to talk past each other."

— Kaito, DSΨ

One next action

- ☐ Identify one person's Towards/Away-From pattern this week from how they actually talk, not what you assume.

Full training in Module 10 of the NLP Practitioner course.