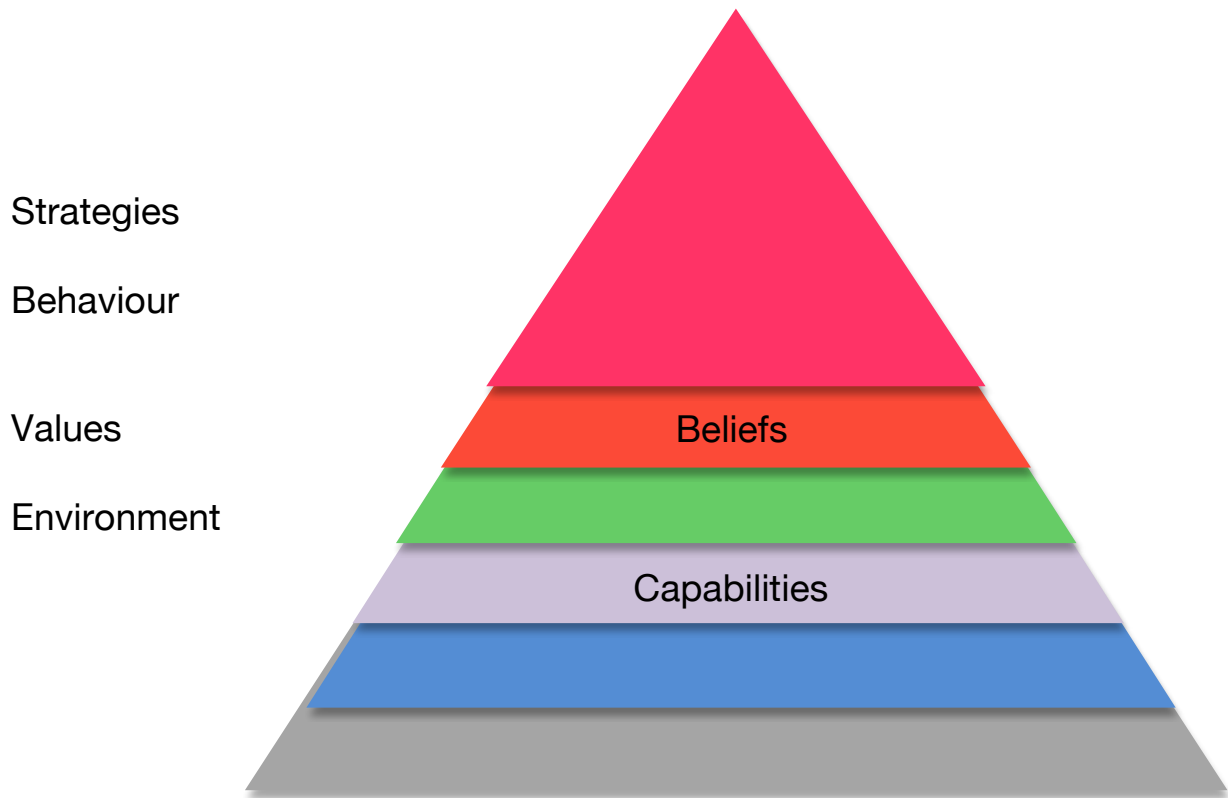


1. Arrange the following in their correct hierarchical order according to Dilts Logical Levels.



2. Where do values come from? Complete the blanks on the timeline below

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3. The “one question” to elicit a value is: Fill in the blank.

Q. “What is _____ to you about...?”

Values Elicitation Example

Here is an example of an alternate method that you can use to elicit the core values of your client, which is slightly different to what you saw on the live training video.

You may find this easier to grasp at this stage because it doesn't require and understanding of "cleaning up values" which is strictly speaking, a master practitioner level skill.

Based on the following life areas, pick one and begin by asking the client;

“What’s important to you about...?”

Life	Career
Family	Relationships
Personal Growth	Health
Fitness	Spirituality

“What else is important to you about...?”

Which may look like this:

Coach: What is important to you about life?
Client: Family
Coach: What else is important to you about life?
Client: Friends
Coach: What else is important to you about life?
Client: Money
Coach: What else is important to you about life?
Client: Health
Coach: What else is important to you about life?
Client: Love
Coach: What else is important to you about life?
Client: Comfort

Now enter these initial words into a table. E.g.

Number	Value
1.	Family
2.	Friends
3.	Money
4.	Health
5.	Love
6.	Comfort

We are now ready to go back over the list and “chunk” the client up to uncover the real core value underlying these words.

Starting with the value in position 1, go back over your list and for each entry, continue to ask the following questions until your client “dries up” and cannot go any further into the abstract or until an unconscious response bubbles up and surprises even themselves!

“What’s important to you about that?”

“What does that give you?”

“What does that mean for you?”

Write down the words **that your clients use** until they cannot go any further.

Core values are described using nominalizations such as, Peace, Love, Wealth, Education, Health – listen out for words like that and use your sensory acuity to gauge the state of the client. Their body language may give you a clue as to whether they have hit on a core value or not.

Number	Value
1.	Family – stability - security
2.	Friends – fun – be myself - authenticity
3.	Money – security - choice
4.	Health - energy
5.	Love
6.	Comfort – security – relaxation - peace

So now we have a list, which shows you the *true core value* underlying the words that the client used. **(Shown in bold)**

It is important to note that clients do not necessarily give you their values in the order of importance.

They are not being difficult or concealing their real value order – they simply have never considered it before and it is important to rearrange them once you have the list.

We will rank the values using the values comparison chart overleaf.

Begin by transferring only the core value **(shown in bold)** over to the values comparison chart.

No	Value	Ranking					
1	Security	1	1	1	1	1	(3)
		2	3	4	5	6	
2	Authenticity	2	2	2	2		(3)
		3	4	5	6		
3	Choice	3	3	3			(4)
		4	5	6			
4	Energy	4	4				(2)
		5	6				
5	Love	5					(2)
		6					
6	Peace						(1)

Now ask the questions:

Is Security (no.1) more important than Authenticity (no 2)? If it is, circle number 1, if it isn't circle number 2.

Next question is: "Is Security (no. 1) more important than Choice (no.3)? Circle 1 or 3 depending on the answer given.

Repeat until all of the values have been compared until the end of the chart. On Completion of the values comparison chart add the number of 1's circled, add the number of 2's circled etc...*(be sure to look upwards as well as across the chart!!)*

The strongest value is the one with the greatest number of circles – this is the essence value, or core value.

This example shows that the most important essence value is Choice with 4 “votes”.

In second place there is a tie-break between Security and Authenticity. In this situation you either re-ask the question or simply look at the chart where the original comparison was made. In this case, when Security and Authenticity were originally compared – Security was voted as more important.

Therefore in this example, the values order is as follows:

1. Choice
2. Security
3. Authenticity
4. Energy
5. Love
6. Peace

Now you simply need to present these to your client and ask them:

“ How are you living in alignment with your core values? ”

Using the technique demonstrated above, let's now find out your core values.

Pick a topic that you want to dive into and begin by asking yourself (or getting a friend to ask you)

“What is important to you about...?”

then...

“What’s important about that?”

“What does that give you?”

Number	Value
1.	
2.	
3.	
4.	
5.	
6.	

Now transfer the essential value over to the value comparison chart overleaf.

No	Value	Ranking				
		1	2	3	4	5
1		1	1	1	1	1
		2	3	4	5	6
2		2	2	2	2	
		3	4	5	6	
3		3	3	3		
		4	5	6		
4		4	4			
		5	6			
5		5				
		6				
6						

Write the number which corresponds with the value choice in the small box. At the end of the values comparison, simply go back through your answers and count how many times you voted for number 1, number 2 etc...

Now compare: No.1 against No.2
 No.1 against No.3
 No.1 against No.4
 No.1 against No.5
 No.1 against No.6

Then... No. 2 against No.3 etc... until they have all been compared.

Add up the number of votes for each value and write your ordered list overleaf



Module 2.2

Working with Values

Now list your core values in their hierarchical order.

1.

2.

3.

4.

5.

6.