# Test THREE

**Name:** **Date:**

1. Why are metaphors perfect for coaching change work?
2. What makes them work so well?
3. What is the "Meta Model"?
4. What are the three processes of internalizing on which the meta model is based?
5. Identify the Meta Model violations in each of the following sentences ***and*** indicate what the appropriate Meta Model challenge would be?

He makes me happy.

It's wrong to cheat.

I regret my decision.

Nobody ever pays any attention to me.

Sue loves me.

Susan hurt me.

I'm angry.

I should study harder.

1. Prepare a hypnotic phrase for each of the following Milton Model Patterns:

Mind reading

Conversational postulate

Cause and effect

Selectional Restriction Violation

Lack of Referential Index

Deletion

Unspecified Verb

Ambiguities

Embedded Command

Extended Quotes

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