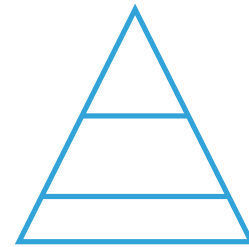


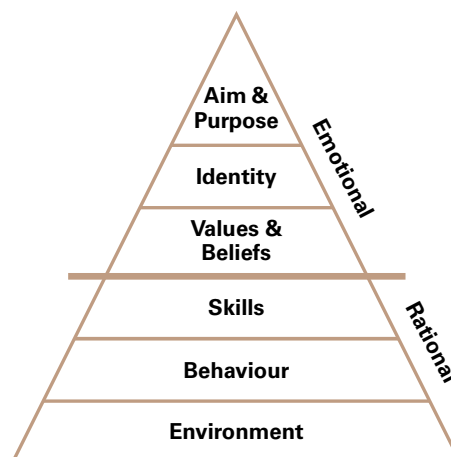
Presentation of the levels of change



Dr Dieter Bischof's "Model of Levels of Change" is based on Robert Dilts' [\[1\]](#) descriptive model of the "neurological levels of change".

These levels are got back to Gregory Bateson's model of learning categories [\[2\]](#).

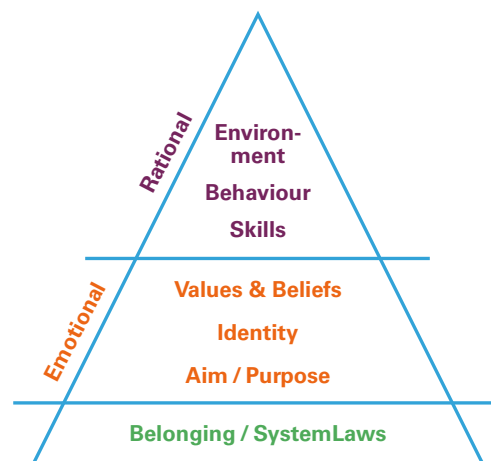
A total of six different levels are explained.



Robert Dilts was part of the working group led by John Grinder and Richard Bandler, the founders of neuro-linguistic programming (NLP) [\[3\]](#), and played a key role in its further development. The model is based on the idea that change is organised hierarchically. It can be used, for example, to specify goals more clearly and solve problems in a more targeted way.

Over the next six months, you should become aware of the complexity on which our decision-making processes are based. How many components are unconsciously utilised by us, are involved when we develop or adopt our personal view or perspective of the world, our fellow human beings and ourselves and develop our strategies on how we deal with and react to them.

The six levels help us to become aware of this. We put them in relation to each other by looking at them from the perspective of the 10 system laws.
The approach will not change that much in the coming months. The only thing that will change is that our living spaces will suddenly become multidimensional. To be precise, they will expand by 6 dimensions (levels). A piece of cake, considering that Stephen Hawking ☑ spoke of 10 or more dimensions in relation to the universe.
But now let's start with the pyramid ☑ that I have already introduced to you – and which Dr Dieter Bischof has turned on its head:



What is meant by respective level¹?

Environment: The level of the environment encompasses all external conditions that affect a person. The phenomena of the environment can be experienced from the outside with the senses. The environment can be described by the senses.

Behaviour: The level of behaviour refers to our concrete actions, to all actions and reactions of a person that can be perceived from the outside, by other people: the behaviour of this person, their actions, their words, their choice of voice, their gestures, their movements, their motor skills, their breathing. Behaviour can also be described using sensory-specific terms, i.e. what others can "see, hear, feel, smell and taste" about the person.

Skills: NLP understands skills as internal strategies, i.e. a certain internal behaviour that enables a certain external, observable behaviour. Skills are therefore cognitive (relating to thinking) and emotional (relating to feeling) processes that a person goes through to make a certain behaviour possible.

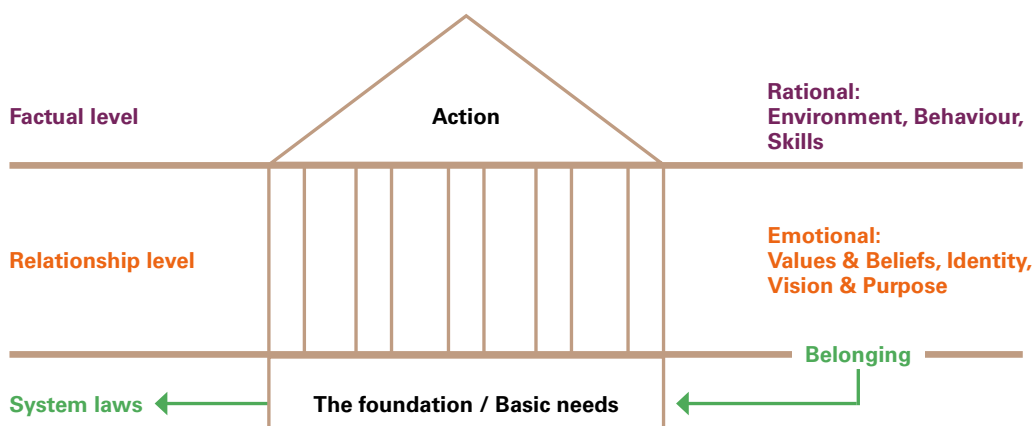
Values & Beliefs: The values and beliefs that we have, that underlie our actions, whether consciously or unconsciously. People only use the skills they possess if they have the corresponding values and beliefs that enable them to utilise these skills.

Identity: Identity is the self-image, the ideas that a person construct – usually unconsciously – about themselves as a whole person, their behaviour, their abilities and their beliefs. These are the deepest, central values and tasks – the mission in one's own life.

Vision & Purpose: These refer to the image of the world or one's own environment as it should be. The meaning of life, the mission in life, the message that a person lives by.

Why did Dr Dieter Bischof turn the pyramid upside down?

In my opinion, Dr Dieter Bischof inverted the pyramid because the order of priority ranking can then be logically assigned to his communication model ☑:



In the NLP, the sixth level „Aim & Purpose" also includes the point "Belonging". Dr Dieter Bischof took this "systemic" point from this level and specified it in the form of the 10 system laws, from which he created his foundation of basic needs.

The development of this model by Dieter Bischof took place from the perspective of "mediation", which is known to deal with the resolution of conflicts. This is why his communication model house is not labelled "action", but "conflict" or "objective interest".

In my opinion, Dieter Bischof assumes that significant – and often recurring – conflicts, whether with others or with oneself, have their origin in the violation of one of the 10 system laws. This violation manifests itself as an inconsistency on one of the six levels.

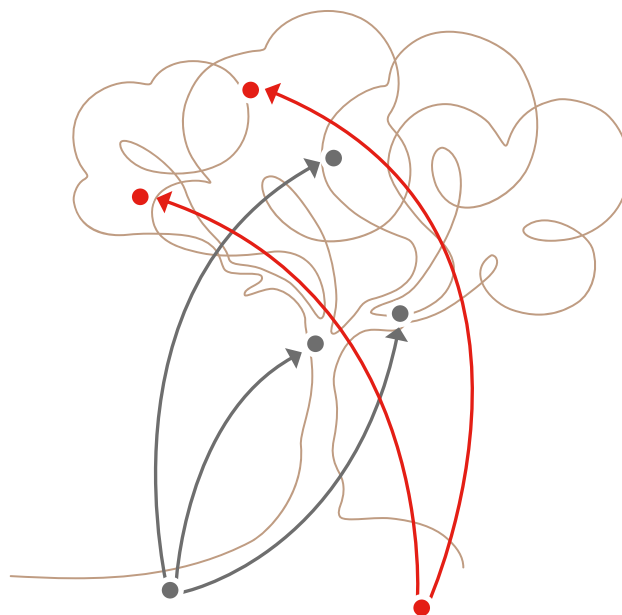
I agree that violations of the system laws can manifest themselves on all levels of change.

At this point, I set a counterpoint with my concept and thus include "success", i.e. the positive. This explains the EmptySpace, which is initially characterised by expressive emotions – both positive and negative.

My picture looks like this:

I imagine us as a tree. The roots represent our basic needs, which are sometimes more and sometimes less satisfied in the course of our lives. This gives rise to security and insecurity. We develop our (survival) strategies on this basis.

We grow, and over time, one branch may produce particularly beautiful apple blossoms every spring, while another branch has wilted leaves. There are many explanations as to why this is the case.



In my opinion, it is not possible to recapitulate what came about and how. Due to a poorly satisfied basic need, we may have developed a strategy that supports one of our talents particularly well, but makes us fickle in other areas of life. A strategy with two different faces.

Growing is a process with countless different influences. They are individual. How they are constituted is as unique as each of us. That is why I also focus on emotions that we carry within us anyway and that we are able to explore intuitively. This process is supported by observing compliance or non-compliance with the 10 laws in the respective life situations. I call them LifeSpaces.

This gradually creates a feeling for ourselves and our actions – an awareness of the life strategies used, which have different faces in the respective LifeSpaces – sometimes positive, sometimes negative.

When I realised that there was always one and the same strategy behind many life situations that at first had nothing to do with each other, I was quite relieved that my actions are not something complex, but rather based on repetitions, the number of which is manageable.

The EmptySpace helps us recognise the life situation and assign its faces to the respective life strategy. It will contain some of these strategies. Gradually, the same "strategy backgrounds" will appear in previously different (emotional) images. The strategies become tangible and visible. With this emotional knowledge, you will automatically develop an awareness of what is good for you and what you need in order to walk your life path in peace and contentment. Your inner voice becomes audible and tangible.

It carries the essence of your creativity, which is driven by your vitality.

Source

¹ https://nlpportal.org/nlpedia/wiki/Logische_Ebenen



Any questions about the levels of change?
Just ring the bell: conciierge@freistil-impulse.de