

Computerised NLP?

Identity Compass software measures and assesses meta-programs (NLP) for clients/customers within the job and vocational environments. Arne Maus, creator and developer of the IC software runs courses in the USA. During the last 10 years Arne developed, with the support of Robert Dilts and Bert Feustel, computer software (Identity Compass) that measures the way people prefer to think and behave, their values and motives in the vocational context as well as the (de-)motivating factors of a job. In addition it can measure organizational cultures. <http://identity-compass.com/>

According to the programme every message or communication can be understood in one of four ways (four sides)

1. The fact
2. The request
3. The relationship
4. The self-revelation

Example

If the passenger in a car says to the driver while waiting at the traffic lights: 'The lights are green!' there are four ways this simple message can be understood

1. The fact: "The traffic light is green."
2. The request: "Go ahead!"
3. The relationship, "Without me you would not notice the lights have turned green."
4. The self-revelation: "I am impatient."

Which 'side' of a message a person hears makes a major difference in the perceived meaning of the communication,

Identity Compass software identifies a persons preferred 'side' and makes it easier to avoid miscommunication problems.

An interesting concept.