

Hypnotic Language Patterns To Speak More Effectively In Public

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Hypnotic language patterns to speak more effectively in public is an important topic to understand and use. During a normal day there are a number of times when your brain is in autopilot or safe mode. Maybe you are driving down a road you drive along every day, and when you get home you have no recollection of any part of the journey. During that time you have been thinking about what will happen tomorrow or where you will eat that evening.

These are times when you are in a trance. Sometimes we call it daydreaming and it is a time when we are [deleting](#) what is happening around us and relaxing into an altered state.

Producing that relaxed state in your audience is a way to communicate using hypnotic language with the unconscious part of their minds using NLP techniques.

BEING VAGUE

We are able to make sense of what people say to us even when there is no real meaning. There are times when being vague is a device which enables others to fill the gaps for themselves. Doing this will enable people take away what they need from your words, to fulfil their needs. This represents the direct opposite to the detail [logical level](#), by using vagueness as a way to generate ideas in the mind of your client that support what you are trying to achieve.

TAG QUESTIONS

A tag question is added to a statement to invite agreement. This can be used to distract the conscious mind by asking something with which it can agree. This means the part of the statement before the tag question goes directly to the unconscious mind and is acted upon. Examples of tag questions are:

That was easy, *wasn't it?*

I think it is time to make a decision, *don't you?*

This would be the best way, *don't you agree?*

EMBEDDED COMMANDS

Embedded commands are another device to get the required outcome from a statement. The reason to do it this way is to direct the command directly to the unconscious mind. Examples of this are as follows with the embedded command in italics.

When we have finished *you will be able to make a decision* based on these facts

The performance of this software can *make your life easier* and solve the problem

Double binds are a form of close in sales terms used to help the client make a decision. They offer a limited choice by covering the options.

Will you need the enterprise or corporate version of this software?

Should we deliver this week or next week?

MIND READING

This is where you appear to know what is in their mind without saying how.

I know that you are thinking.....

We all understand that.....

CAUSE & EFFECT

In this way you say that one thing leads to another and there is a sequence of cause and effect.

If you can understand this philosophy then you will know that.....

When you do this you will be able to.....

PRESUPPOSITION

We have talked about these before in an earlier post when we identified a number of presuppositions.

So this is a decision you can make now.

This be something you do in this financial year.

UNIVERSAL QUANTIFIER

This is where you make a generalisation without indicating how much or how many.

Everyone will know.....

We all feel that.....

No one can think that.....

MODAL OPERATOR

You talk about something that shows the rules we use in our lives.

You must resolve this problem.....

We all need to be aware that.....

NOMINALISATION

Using words that are normally nouns as the name of a process.

People can come to new understandings about.....

We all have to look for new results.....

CONVERSATIONAL POSTULATES

This is where we state a question that engages a response or activity.

Can you choose to change?

Will you now go and make a difference?

LACK OF SPECIFICITY

This can be achieved in a number of ways.

Phonological – Using sounds with different meanings.

Your and you're

Syntactic – More than one possible meaning.

Leadership shows.....

Working on it means.....

Scope – Without definition.

Speaking to you as a changed person.....

Knowing that you understand this.....

PUNCTUATION

Using unexpected combinations and rules, improper pauses, making your listener mind read what you mean.

Doing what is right now taking on new challenges

What we have here making it work

REASONS TO BE VAGUE

The power of using vague language is in the way it distracts your client or audience from the outside world. In this way you can make contact with a group or auditorium by being vague. In this situation you allow your listeners to find their own answers which are more long lasting and powerful. You will not be telling them what to do and your audience or clients feel in control.

The art and science of hypnotic speaking is an NLP technique that takes time to learn well and can make a significant difference to what people will take away with them when you speak in public.