Opening to the person's experience → **"How It Works"** → [something inherently important to you]

|||

Discovering what the structure is and how it operates in this person.

I can do it; in the exemplar's context, I experience myself feeling and acting like the exemplar.

"Experience has structure."

1. Get a description of the context they are usually operating in.
2. Become very still and quiet inside, and devote your full attention to the other person. (This may include tunnel vision and a lower, slower and softer voice.)
3. Ask your questions (using plenty of framing):
   - Look for *the* way that person does it. Look to see if it can be done in more than one way; if so, ask for more detail.
   - Let what they say take over your body.
   - Feel in your body what you see them doing with their body (esp. anything unusual, characteristic or exaggerated).
   - Things they say, say to yourself (internally).
   - Things they say they see or feel, make inside yourself.
4. Check for confirmation of how you are experiencing them through matches between your experience and what they subsequently say or through your asking direct questions.
   - As soon as your experience stops making sense, stop the client and say, "Okay, something's not right. I'm missing something." Ask further questions until your experience makes sense again.

Not Sufficient – Experiment with the experience by moving things around a bit. If anything is missing, indistinct or potentially misunderstood, ask the person questions about it from a different angle.

Not At All –

- "I haven't set myself aside enough." Re-set yourself (empty yourself of the former structure) by shifting body posture. Check each element of structure with the person as you 'load it on.' (You are checking for congruence, disconfirmation, or different quality.)
- "I've come at this from the wrong direction." Re-set yourself (empty yourself of the former structure) by shifting body posture. Take a different tack.

Can't – Admit you are unable to entirely get the structure. Acknowledge, and express appreciation for what you did get from the exemplar.

LOVE

Appreciating and honoring who this person is.

GENERIC

Put yourself on the same level as the person, or below (it makes it easier to step in).

Give the person your direct attention while asking a question and awaiting an answer.

STEPPING IN

when Modeling

Remain still while the person is processing your question and answering.

Shift your body to try things on.

© 2002a David Gordon and Graham Dawes