

# WORKING TOGETHER

THREE THINGS THAT NEED TO BE PRESENT

- COMMON GOAL OR PURPOSE
- TRUST AND CONFIDENCE
- KNOWLEDGE AND UNDERSTANDING

WHERE DO THESE THINGS COME FROM?







# CONFIDENCE





**Teamwork**

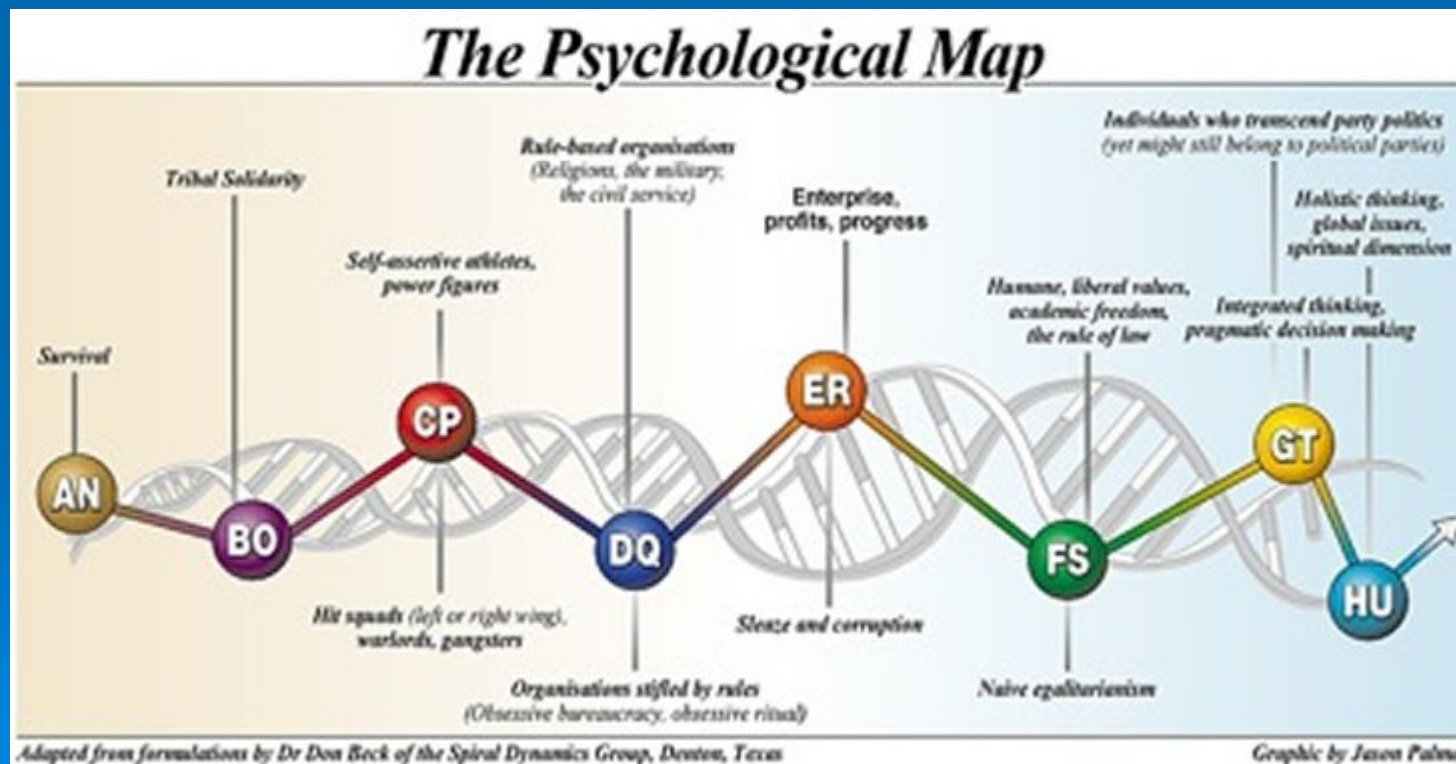
# HAVE AN OUTCOME



# FORM AN ALLIANCE



# UNDERSTAND



Dr Clare Graves was a psychology professor who undertook research into psychological health. He found out that there are 8 distinct ways of thinking about it and that these 8 views represent 8 different worldviews:



**World Value System One** – Beige - Instinct – The concerns here are for survival with a major emphasis on meeting basic physical needs.

**World Value System Two** – Purple - Tribe – Membership of a tribe or family or team is most important and people will repress their own needs for the benefit of the tribe.

**World Value System Three** – Red - Power – There is a shift back to the individual here and people coming from this value system only really recognise and accept power.

**World Value System Four** – Blue - Order – To regain the necessary balance, order must be re-established. Hierarchy and knowing the difference between right and wrong is of major importance.



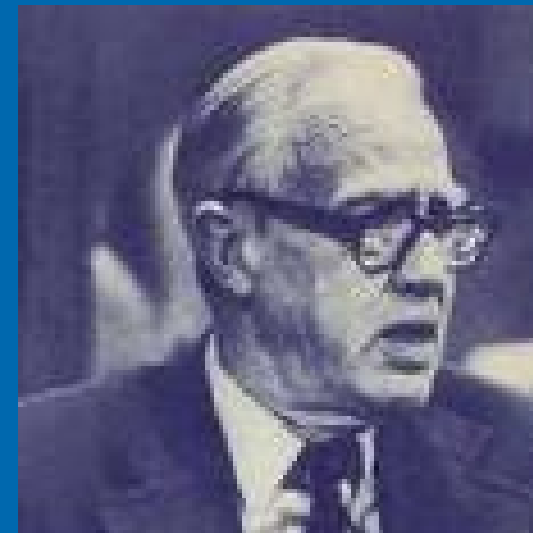
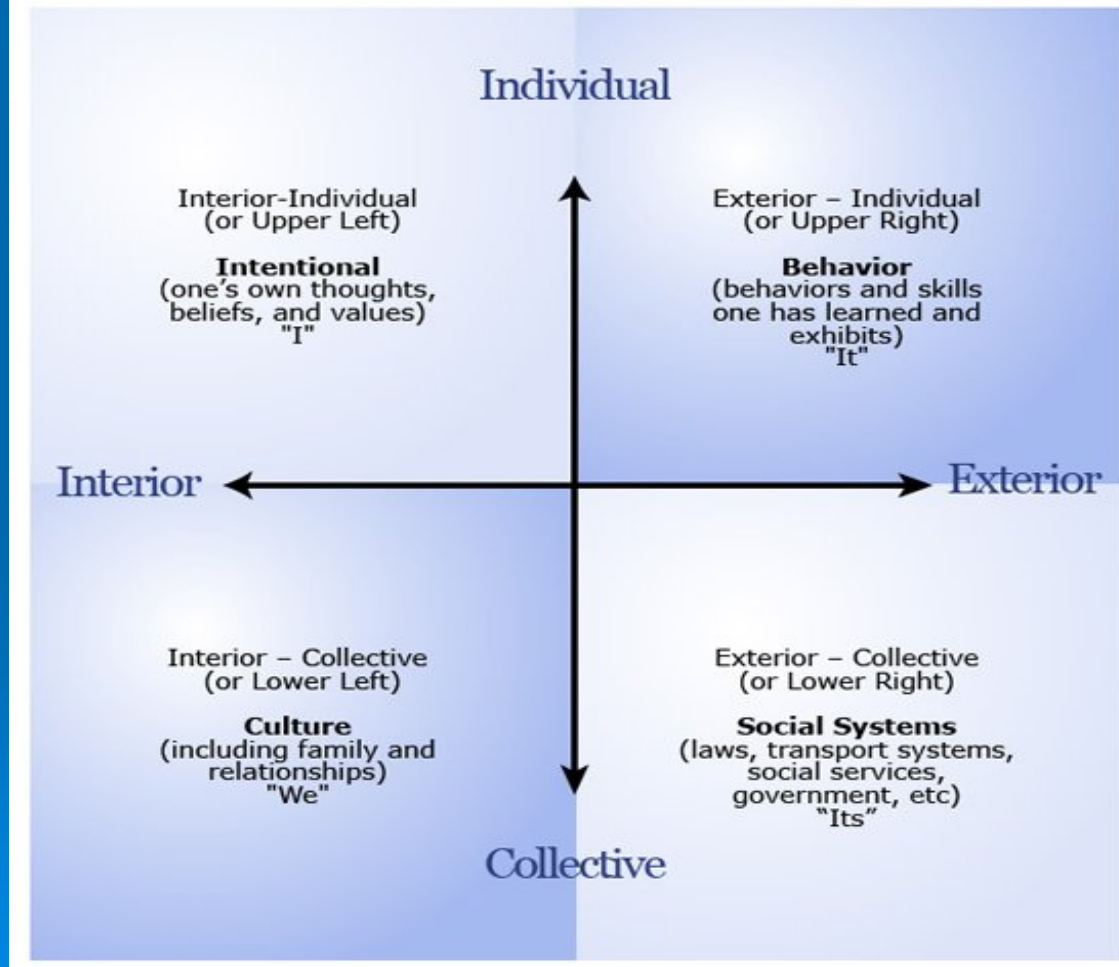
**World Value System Five** – Orange - Technology – The status quo can be turgid and stop progress and so to become more efficient, corners must be cut and better ways found. Technology and science are the best ways to achieve profit in this world of unlimited resources.

**World Value System Six** – Green - Humanity – A concern for people comes back, as the previous value system can seem insensitive and heartless and we need to look after one another if we are to survive in this world of limited resources.

**World Value System Seven** – Yellow - Systems – For the first time, we can recognise the other systems for what they are and work with them. Up to this point each worldview believes that its view is the best view, the only view. Recognising and using the systems will lead to more efficiency and utilising fewer resources.

**World Value System Eight** – Turquoise - Global – There is now a recognition and utilisation of all of the systems within systems in a world which is interconnected in ways that very few can see or understand.

## KEN WILBER' AQAL MODEL



## Ken Wilber's Quadrants

This model lies at the heart of Ken Wilber's work and is also what transforms NLP into Integral NLP.

Ken noticed that many people view the world through a particular lens. They believe that their perspective is true and this leads them to believe that different views are therefore wrong.

By recognising the truths and values of all viewpoints, we develop a more useful map to navigate around the world.

The perspectives are:

**Individual Interior** – the beliefs and values of the individual.

**Individual Exterior** – the actions, behaviours and physical body of the individual.

**Social Interior** – the beliefs and values of the collective.

**Social Exterior** – the structures, organisation and artefacts created by the collective.

In any situation, if our work or intervention is to be truly **ecological** (see The Target Model and P.O.S.E.E.) we need to pay attention to all of these elements.

A lot of early NLP was concerned primarily with the individual and did not pay attention to what would happen in a different context; Integral NLP redresses the balance