







Uncertainty



Clarity



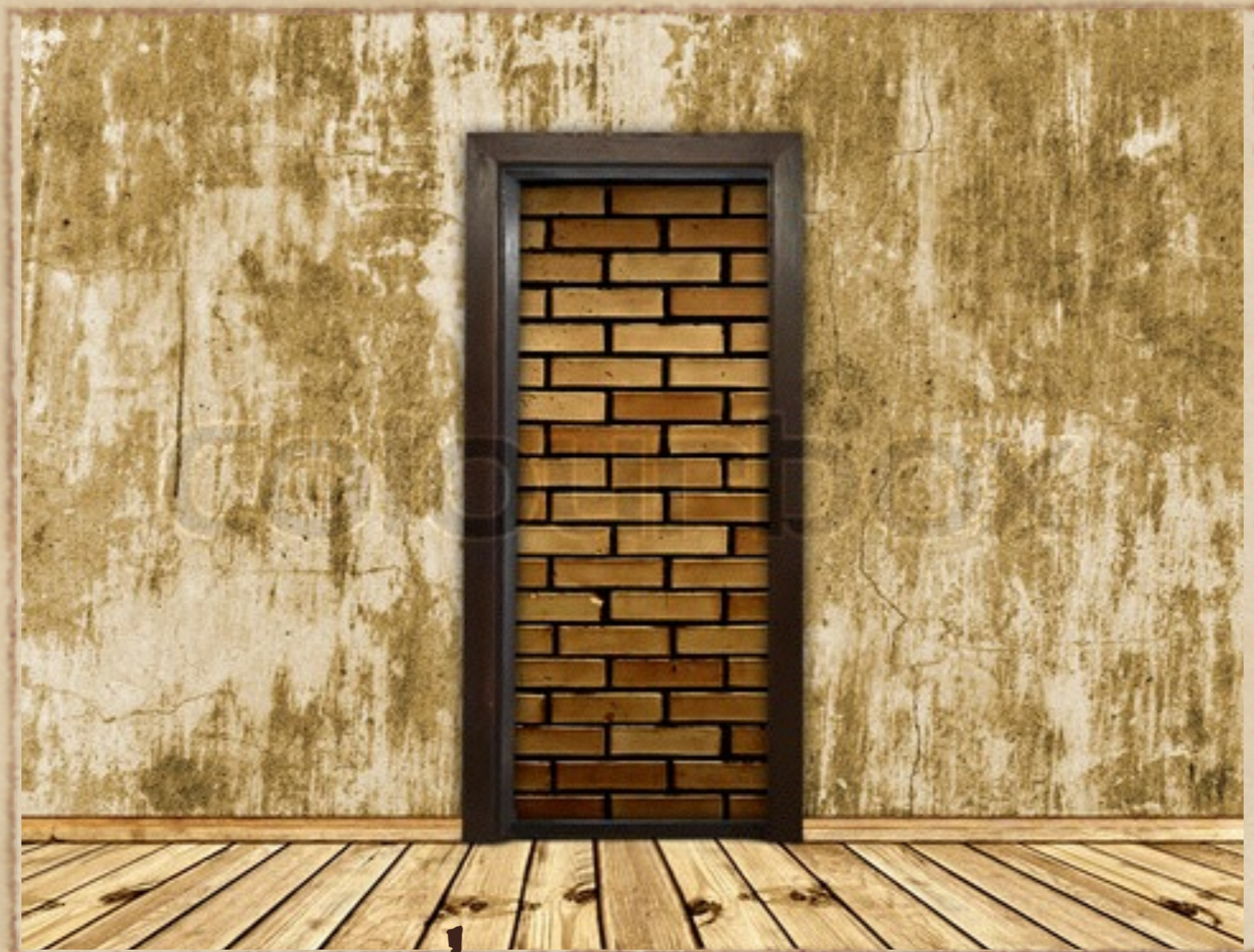
Patient to Remedy

4 quadrant  
questioning skills





every day's a  
learning day



despair



Teacher/Mentor

# Answer

- What do you mean when you say...?
- Iteration !!!!!!!
- Tool and process



finally, a tool



Return to the Source



# Aphorism 153 (segment)

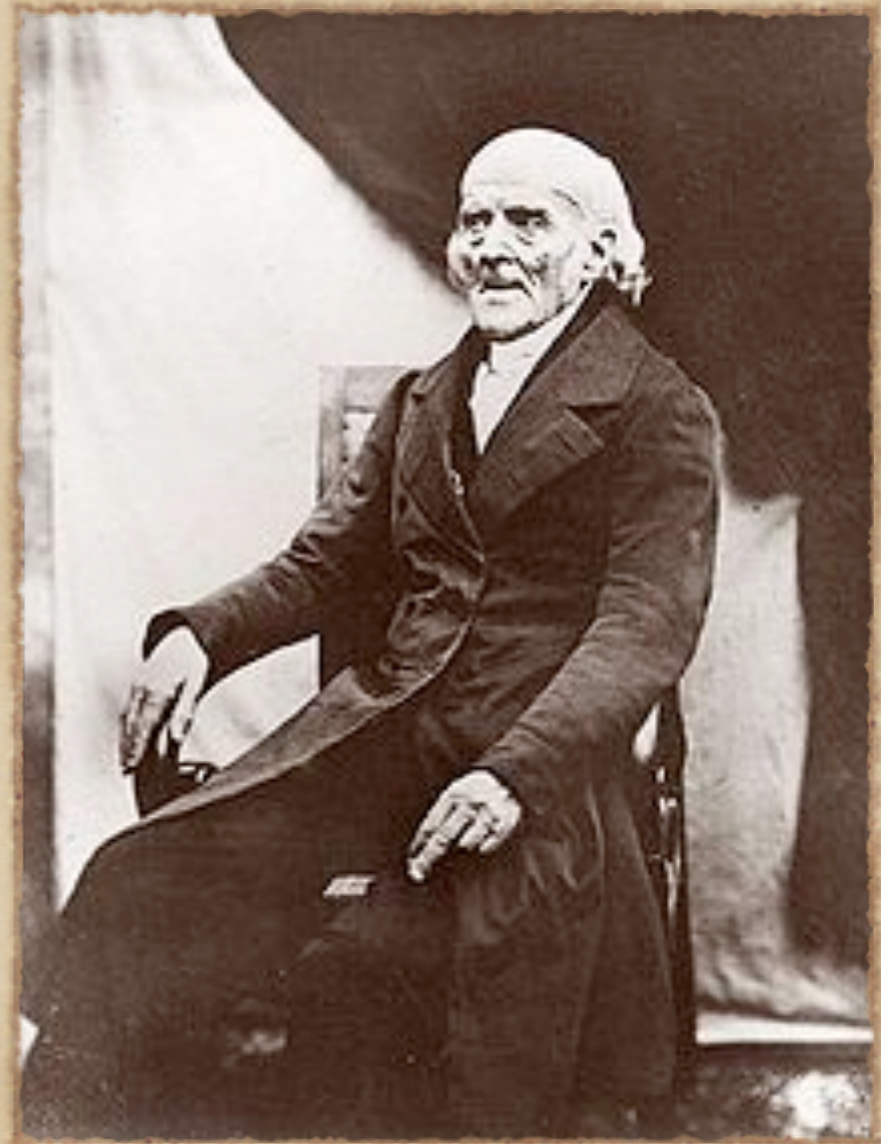
- ◆ In this search for a homoeopathic specific remedy, that is to say, in this **comparison** of the collective symptoms of the natural disease with the list of symptoms of known medicines, in order to find among these an artificial morbid agent corresponding by similarity to the disease to be cured



Comparison needs accuracy and  
aesthetic

# Aphorism 151

But if the patient complain of a few violent sufferings, the physician will usually find, on investigation, several other symptoms besides, although of a slighter character, which furnish a complete picture of the disease.



## Aphorism 95

In chronic disease the investigation of the signs of disease above mentioned, and of all others, must be pursued as carefully and circumstantially as possible, and the most minute peculiarities must be attended to, partly because in these diseases they are the most characteristic and least resemble those of acute diseases, and if a cure is to be effected they cannot be too accurately noted; partly because the patients become so used to their long sufferings that they pay little or no heed to the lesser accessory symptoms, which are often very pregnant with meaning (characteristic) - often very useful in determining the choice of the remedy - and regard them almost as a necessary part of their condition,

## Aphorism 95

almost as health, the real feeling of which they have well-nigh forgotten in the sometimes fifteen or twenty years of suffering, and they can scarcely bring themselves to believe that these accessory symptoms, these greater or less deviations from the healthy state, can have any connection with their principal malady.

# Aphorism 82 (segment)

- ◆ ...in a chronic disease has been gradually progressing for several years, in which the symptoms are much more difficult to be ascertained.

## Aphorism 153 (segment)

The more general and undefined symptoms: loss of appetite, headache, debility, restless sleep, discomfort, and so forth, demand but little attention when of that vague and indefinite character, if they cannot be more accurately described, as symptoms of such a general nature are observed in almost every disease and from almost every drug.

# Summary of Sam's Idea's

- Generate a list of symptoms
- Some Sx will be violent others subtle and almost invisible to the patient.
- These subtle symptoms are often crucial to Homeopathic diagnosis.
- The more accurate and descriptor rich the symptom the more useful in the comparison.
- OBSERVATION AND QUESTIONING!!!!



Direction—Patient to Proving



# Questioning Skills

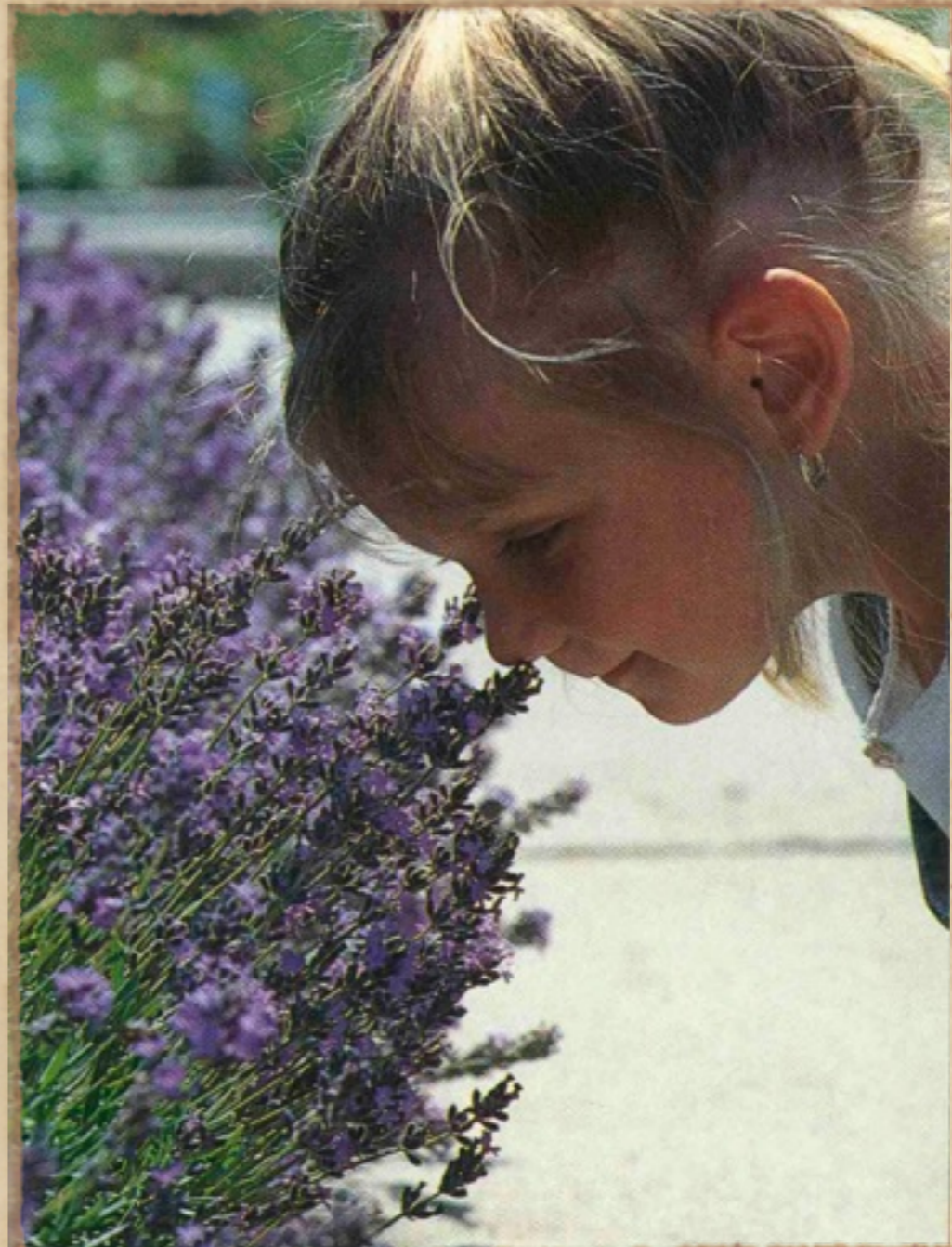
# NLP-Metamodel

- ◆ Bandler and Grinder publish the “Structure of Magic” in 1975.



# Meta Model

- ◆ Recovery of the original or primary experience

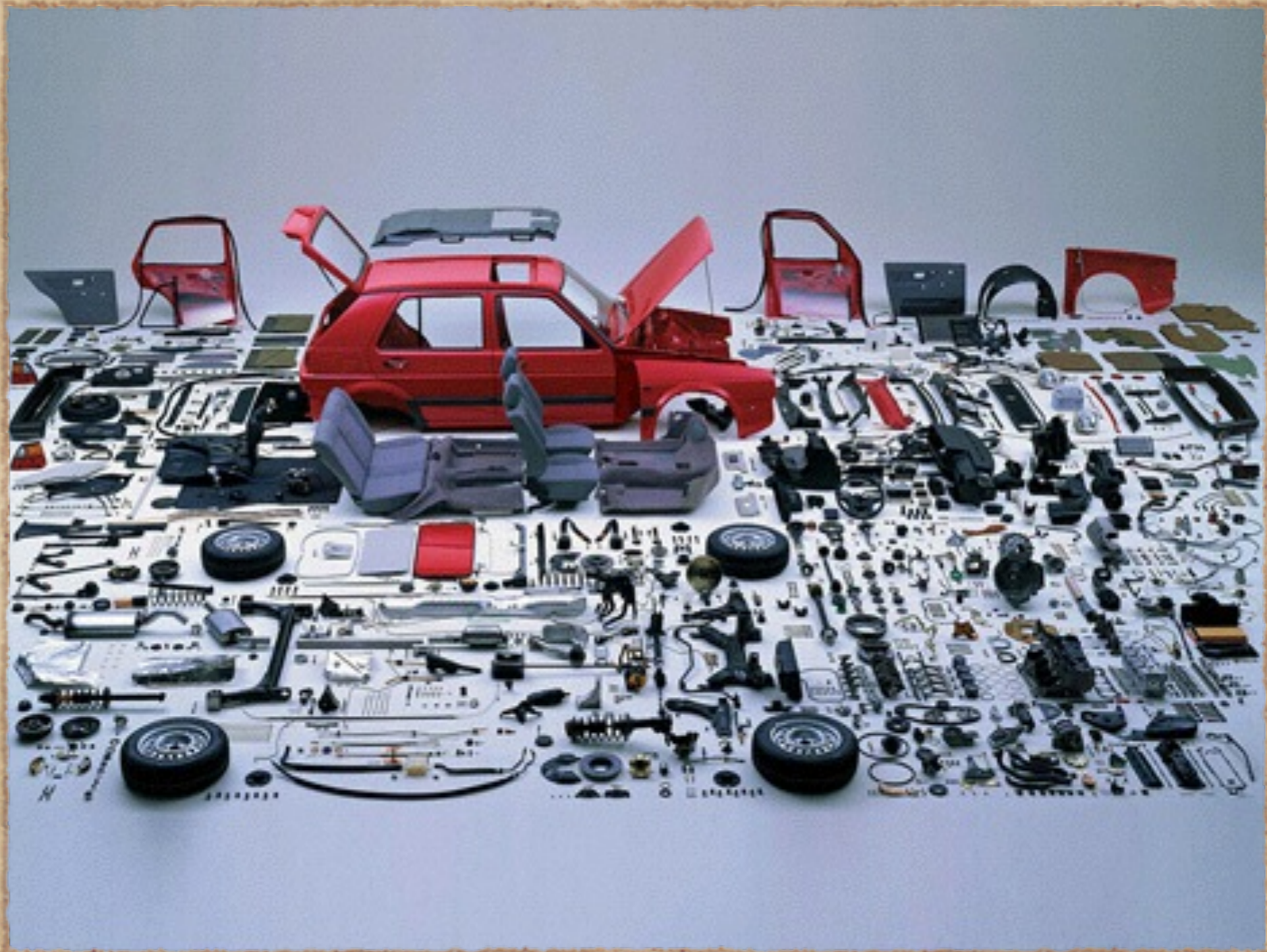




Original/Most intense

4 quadrant  
questioning skills





Chunking down for increased detail

# Chunking down

- ◆ repeat the important words quizzically or “say a bit more about...”
- ◆ bundle the emphasized ideas with “and is there anything else about”.
- ◆ When you say-- what do you mean?
- ◆ Sensory elaboration



# What to Challenge

- ◆ Fuzzy
- ◆ Fascinating
- ◆ False (possibly)



Generalize (up) for Strong Beliefs

# Chunking up for Beliefs

- ◆ How is that a problem?
- ◆ Whats important about..?
- ◆ What do we know about..?
- ◆ What is this an example of?



Time

# Time Relationships

- ◆ And when...What happens just before?
- ◆ And when...What happens just after?  
(next)
- ◆ And when... where might...have come from ?

4 quadrant  
questioning skills  
Coaching

