

Up-Language: A Powerful Coaching Tool

by Anya Sophia Mann

One of the most powerful tools I have used in coaching, both professionally and in everyday situations, is 'up-linguaging'.

By up-linguaging I literally mean 'step up' the quality of the words used so that there is a better and more accurate interpretation on the listeners' or readers' part. In other words, what you're saying is more well received.

Using the word 'will' simply empowered the recipient allowing choice to be felt rather than: "you do this and I'll do that."

Reframing would be using words differently to change the view of something you're saying, hearing or reading.



Example:

"Honey, can you just do those dishes?" This sentence is wide open for misinterpretation, that could cause negative reactions.

Up-language:

"Honey, if you do the dishes I can get the laundry done so your shirts are ready for work".

This is a very different connection allowing an outcome to be seen by both parties.

Now let's up-language again and see what happens:

"Honey, if you 'will' do the dishes it will free me up to get the laundry done so your shirts are ready for work".

Example:

"I have to go to work to pay the bills". This leaves no other option and is very victim oriented.

Reframe:

"Going to work allows me the freedom that comes with having money".

This would work very well for someone who values freedom.

The benefits of up-linguaging are best experienced. Putting this idea into practice will be your best teacher. Start small with one person and notice the differences as you do it. This will become natural in no time at all if you decide to make it your intention to up-language.



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Why up-language? For example by changing the words 'should' to 'could' or 'I won't' to 'I am unwilling'?

The difference is subtle and you can almost feel the feelings that come with the words. Your view of your world can change, in your eyes as well as in the eyes of others, by adopting up-linguaging opportunities in your everyday conversations.

Everything is vibration, including words and thoughts. Each has a tone like the musical scale:

doh-re-me-fa-sol-a-ti-doh.

There is high 'doh' and low 'doh'. High 'doh' is a higher, lighter, vibration.

Try saying:
'I won't'.

There is a heaviness to it.

Now try saying:
'I prefer not'.

There is a lightness to it.

Changing 'I won't' to 'I prefer not' is much more effective and can be heard more graciously.

Your language and conscious choice of words can elevate you on so many levels in such a positive way.

Communication, and where you come from within you, speaks volumes as to where you are in the evolution of your consciousness. This is a teachable tool through coachable moments in everyday conversations. Watch and listen for the opportunities.

So, we can see that with *up-linguaging* we always change the words whereas with *re-framing* we are giving new meaning without necessarily changing the words.

Coaching is simply an advanced form of communication or, better still, a more conscious way of communicating. I believe that if just one person decides to make this change in their choice of words it can ripple out in all directions with family, friends, work, or even as a consumer.

Let's all decide to take personal responsibility for how we present ourselves in the world, now knowing that words matter profoundly and have such a powerful effect on outcomes. Choose your words wisely. LCM

3 Key points:

- Up-language means to 'step-up' the quality of the words used so that there is a better, more accurate interpretation on the listener or reader's part allowing your words to be more well received.
- Words matter profoundly and have such a powerful effect on outcomes.
- Choosing your words wisely creates better outcomes for all.



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