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## The Seventh Logical Level of Thinking: Choosing with Purpose, Power and Intention

LIKE ANY OTHER BODY OF KNOWLEDGE, NLP is a river of information in perpetual flow. From time to time, we have attempted to harness this flow and contain it, intending to use its potential force for specific purposes (nominalizing NLP). And yet we are frequently reminded that what is most valuable is perhaps the essence of the flow itself, endless in its potential and possibilities.

Logical Levels of Thinking, or neurological levels, has formed part of this body of knowledge for some time and has proven to be a very useful tool. The tool is always, in some way, a creation of the artist in recognition of a requirement for the expression of that artistry. Logical Levels of Thinking is no different.

The six Levels of Thinking developed by Bateson and Dilts have been extremely effective in ordering information. As far back as 1997, I added a seventh Logical Level of Choice (between Beliefs/Values/Attitudes and Identity), taking something that has always been present and yet transparent to the process and bringing it to conscious awareness. By bringing the act of choosing 'out of the closet', so to speak, we create a platform for choosing that also makes it impossible to deny that we are indeed doing so, and acknowledges the power of its presence. We are always choosing, whether we do so with focused intention (design) or from habit (the default or fall-back position).

Over the ensuing years, as I worked with people – individually and/or in small groups or in training programs – I became increasingly aware that the information, the knowledge, that the six Logical Levels allowed us to elicit was frequently not enough to engage or propel a person to action. It invited and accommodated conversation, exploration, analysis, consideration and yet, for many, the action required to bring their life into full expression was frequently not taken. A discon-