

Match / Mismatch

When it comes to working with and comparing data, there are generally two ways of operating when we are first presented with new information. We can either look for what matches our existing knowledge, or we can look for what is new to our frame of reference, what differs from it.

This Meta-Program plays a leading role in formulating our global mindset regarding the world in which we live and our overall way of thinking.

The following kinds of questions can help you determine whether you follow a matching or mismatching approach in your thinking and observing:



- When you start a new job are you naturally mindful of the functions that are similar to those you've done before, or do the new tasks "jump out" at you?
- If you happened to meet the brother or sister of a close friend, would your attention be drawn to the ways in which they are alike, or would you immediately notice the ways in which their behavior and attitudes differ?
- If you saw four birds flying in the air, three of them in harmony, and the fourth flying in no noticeable pattern, which relationship would you tend to notice first?

People Who Sort for Sameness

- Are interested in how things measure up similarly to what they have experienced before.
- Tend to value predictability and security and find comfort in routine.
- Are likely to resist change and feel threatened by it.
- Generally adopt a conservative worldview.
- Can remain comfortable at the same job for years, enjoying the stability that it offers them.
- Can tend to be stubborn and stuck in their ways.

People Who Sort for Differences

- Focus on how things differ from their previous experience.
- Value change, freshness and variety, and will easily become bored with situations that remain constant.
- Will notice the one picture that is hung incorrectly, and will thrive on new experiences.
- Are excited by terms like re-engineering and restructuring and the inevitable change that they imply.
- On the extreme side tend to become annoyed by things that are rigid, and frustrated with situations that are predictable.

People Who Sort for Sameness With Exception

- First notice patterns of similarity, and then focus on differences.
- Like things to remain relatively stable, but can handle change that comes gradually.
- Tend to be fairly adaptable and live pretty stable lives.

People who sort for differences with exception:

- Tend to notice differences first, and subsequently focus in on similarities.
- Are comfortable with variety, but not really with profound change.
- Enjoy rearranging things, which can lead to pursuing new jobs, homes and relationships relatively frequently to indulge their need for variety.

People Who Sort for Sameness and Differences Equally

- Tend to seek out change and stability in equal measure.



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