



the
**human
affect.**

LANGUAGE



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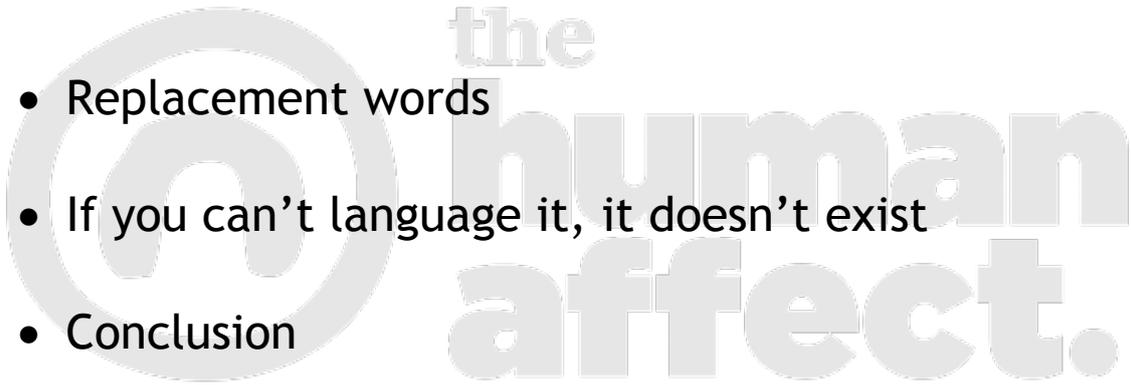
LANGUAGE TO WIN

“if you can't language it, it doesn't exist”



REFLECTIONS + LEARNINGS

- Origins of language
- What is language
- Habitual language
- Linguistic study
- Words as short-cuts
- Replacement words
- If you can't language it, it doesn't exist
- Conclusion





ORIGINS OF LANGUAGE

It has been surmised that that at a certain point in history, there could have been as many as six different types of humans living on the planet at once. There was Homo sapiens, which is what we all are. But there were also Homo Neanderthals, Homo soloensis, and Homo erectus, among others.

Over time, all the nonsapiens, such as the Neanderthals, died out, leaving Homo sapiens as our prehistoric grandmother or grandfather.

What helped sapiens survive?

The reason for our ultimate dominance, according to “Dr. Harari, was our use of language—and specifically, its complexity in comparison to others’. Primatologists who have studied monkeys have found that monkeys can alert others in their group to danger, along the lines of, say, “Look out—tiger!”

But our sapiens forebears had very different brains. In contrast, sapiens could say, in effect, “Hey, this morning I saw a tiger by the river, so let’s chill here until the tiger leaves to hunt, and then we can go there to eat, okay?”

Our sapiens ancestors had the ability to communicate complex information important to survival through the effective use of language.

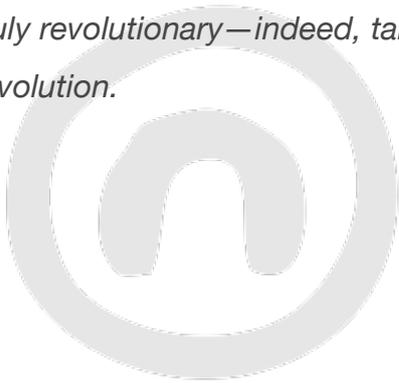
Language allowed us to organize groups of people—to share news of dangers or opportunities. To create and teach practices and habits: to communicate not just where the berries were on the riverbank but also how to pick, cook, and pre-serve them, what to do if someone ate too many, and even who should have the first and biggest helping.



Language allowed us to preserve knowledge by passing it from person to person, parent to child, generation to generation.

But the biggest advantage of language is that it allowed us to create a whole new world within our heads. We could use it to create things that didn't exist in the physical world but simply as "understandings" in our heads: to form alliances, establish tribes, and develop guidelines for cooperation within and between larger and larger groups. It allowed us to form cultures, mythologies, and religions.

On the flip side, though, it also allowed us to go to war over those cultures, mythologies, and religions. These changes and more, driven by advances in our thinking and enhanced by our ability to use language to share what we knew, were truly revolutionary—indeed, taken together, Dr. Harari calls this the cognitive revolution.



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LANGUAGE

Words are the oldest form of communication. They are used to make us laugh, make us believe, challenge us, hurt us, inspire us and allow us to communicate with almost every other living object on the planet.

Words have shaped our past, and are used to create our future. In our lifetime there are momentous occasions marked by words, words in which promote a deep sense of emotional connection, frustration, hurt, pain anger and love.

Think about it:

I have a dream

I did not have sex with that woman

Float like a butterfly sting like a bee

I'll be back

One small step for man, one giant leap for mankind

Most people will know who spoke these words, will have mimicked these words numerous times in their life and will experience a range of emotions when reading, speaking or hearing these very words.

Most of our beliefs are founded upon words. If you were told when you are young that you are dumb, fat, no good, unattractive, funny, crazy then these exact words help form our identity through these beliefs founded on words.

The words, "i do" detail one of the biggest commitments made between a loving couple. The simple words, "cease fire" instantly stop fierce battles from continuing, "I love you" providing the biggest sense of warmth, commitment, satisfaction and connection any human being will ever experience.



We are moved by empowering speeches, powerful people speaking with precision, power and conviction, we are moved, motivated, influenced and inspired by words. Yet we fail to recognise that we also have the power to influence, create, inspire and motivate ourselves and others with the exact same weapon that real influencers have, words.



“the words you habitually choose also affect how you communicate with yourself and therefore what you experience”

The truth of it is that by simply choosing your words with accuracy and precision, you are creating habitual language used to describe your emotions, what you think, how you feel, ultimately influencing how you live.

“Consistency in Habitual Language Creates Your Future”

Quite simply, if you can't language it - you can't have it as it does not exist. Being able to communicate and language something gives it a sense of reality and meaning. This concept gives light to how empowering and disempowering words can be, and how crucial it is to choose the correct words when communicating.



Write three words you habitually use that describe negative feelings in your life:

- 1)
- 2)
- 3)

Think about your emotional response to these words. How do you feel when you write and describe these words, do they put you in an empowering or disempowering state? Are they the right word to describe your feeling or experience?

“Most people make unconscious choices in the words that they use”

Every day I conduct clarity and breakthrough sessions with people all over the world, and words like, frustrated, I suffer from anxiety, depression, are utilised to explain their current emotion. Yet, when I ask, what does depression mean for you, and how do you know you are depressed, more often than not, these people say, “I’m stuck, don’t know where to go from here”. This is not depression, but, a lack of direction. It is such a better place to be in if you currently lack direction, then being depressed. If people continue to habitually choose the word “depressed” to explain their lack of direction, then what we focus now we get, therefore you will become depressed. Soon enough you become so bad that you will consult a doctor or a therapist, and they will prescribe some medication which really now is truly altering your emotional state, physiology and internal bio-chemistry and now you really have lost your sense of self. However, way back when you decided to use the word depressed, which was a misdiagnosis caused from inaccuracy and inability in accurately explaining your current emotional state, created a depressed human being struggling in all areas of life. Think about this, choose your words wisely, and if needed, redefine or extend your vocabulary to ensure you do not fall prey to this devastating trap.



LINGUISTIC STUDY

The English Language:

- Contains between 500,000 and 750,000 words
- The largest of all languages in word capacity
- Despite the largest range of words, on earth, people’s habitual vocabulary is extremely limited.
- Average person’s working vocabulary consists of only between 2,000 and 10,000 words.
- Based of half a million words, we use ½ of 1 percent to 2 percent of the language.
- Of these words, there are over 3,000 words related to human emotion.
- Disproportionate numbers comparing positive and negative emotion:
- Positive Emotion – 1051 describing words (approx.)
- Negative Emotion – 2086 describing words approx.)
- 264 words to describe the emotion of sadness
- 105 words to describe cheerfulness

Write a list of emotions you typically feel during a week:

- 1)
- 2)
- 3)
- 4)
- 5)
- 6)

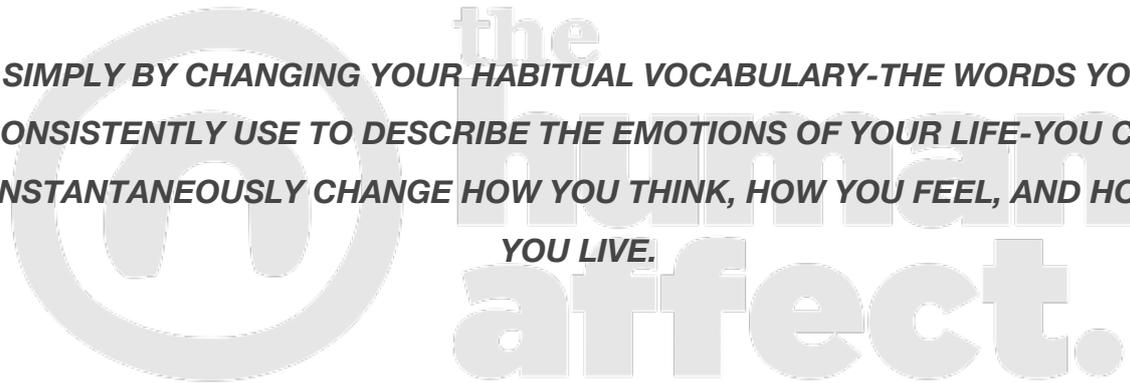


IF WE WANT TO CHANGE OUR LIVES AND SHAPE OUR DESTINY, WE NEED TO CONSCIOUSLY SELECT THE WORDS WE'RE GOING TO USE, AND WE NEED TO CONSTANTLY STRIVE TO EXPAND OUR LEVEL OF CHOICE.

TO CONSCIOUSLY CONTROL OUR LIVES – IS TO MAKE CONSCIOUS CHOICE ABOUT THE WORDS WE USE TO REPRESENT OUR STATE OF MIND:

Over expression of hate – I hate my job, I hate my car, I hate my hair.... Are you heightening your emotional response beyond that in which is necessary? How could this be different, how can we lower the emotional intensity...???

SIMPLY BY CHANGING YOUR HABITUAL VOCABULARY-THE WORDS YOU CONSISTENTLY USE TO DESCRIBE THE EMOTIONS OF YOUR LIFE-YOU CAN INSTANTANEOUSLY CHANGE HOW YOU THINK, HOW YOU FEEL, AND HOW YOU LIVE.





WORDS AS SHORT CUTS

Our busy lives, limited vocabulary range, and unexplained emotional responses form a predisposition to cling to particular “go to words”, or “short-cuts”. These short cuts short change us emotionally. They remove all consideration for accuracy, control and empowerment.

The downfall – most people have not evaluated the influence and power of their chosen habitual vocabulary – this can have devastating effects on their emotional state and their life.

Imagine – the issues represented in your life through your “go to words”, or “short cuts” for describing negative responses, habitually this could include:

- **Furious**
- **Depressed**
- **Humiliated**
- **Insecure**
- **Hopeless / Helpless**
- **Lonely**

These “go to” words we verbalise now become part of our experience, our reality despite their improper use. Over a prolonged period of time, what do you think we now identify with...???

If we were to analyse more critically the sensations experienced in our body, and provide self-evaluation and actual description of our experiences, we may find a new basis to explain our experience, therefore creating a new label to our experience, therefore changing our emotional state.

CHOOSE YOUR IDENTITY, YOUR EXPERIENCES, YOUR WORLD THROUGH YOUR WORDS



We need to pacify our negative emotional language to ensure that it does not create a more intense emotional reaction.

Would you rather be, 'devastated', or, slightly peeved? Which one elicits a more intense emotional response?

For example:

NEGATIVE EMOTION / EXPRESSION

TRANSFORMS INTO

'IM FEELING'

TO

'IM FEELING'

DEVASTATED

Slightly peeved

EXHAUSTED

Recharging

OVERWHELMED

Acquiring information

Your turn – fill in the gaps:

NEGATIVE EMOTION / EXPRESSION

TRANSFORMS INTO

'IM FEELING'

TO

'IM FEELING'

ANGRY

AFRAID

DEPRESSED

FRUSTRATED

DISAPPOINTED

LOST



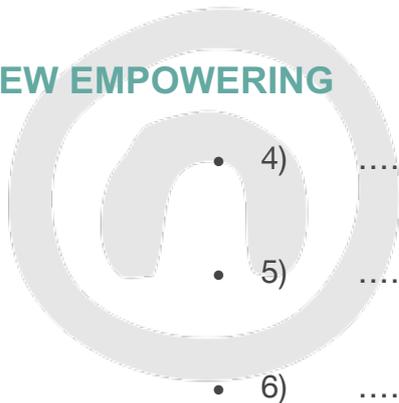


Write three old disempowering words, THAT YOU have transformed into your new vocabulary of empowering words that you will utilise consciously from today onwards.

OLD DISEMPowering

- 1)
- 2)
- 3)

NEW EMPOWERING



- 4)
- 5)
- 6)

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language is one of your most powerful weapons - use it wisely...



IF YOU CAN'T LANGUAGE IT - IT DOESN'T EXIST

If you don't believe how pervasively language shaped us and our world, here's some intriguing research pointing to its power.

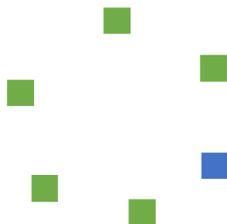
Did the colour blue exist in ancient cultures?

According to a Radiolab podcast entitled "Why Isn't the Sky Blue?" in ancient times there was no word for blue in numerous languages.

So the question arises: If there's no word for a thing, can you see it?

Researcher Jules Davidoff studied this question among a particular tribe called the Himba, in Namibia. The Himba have many different words for green but no word for blue.

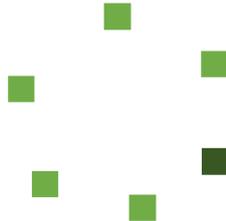
As part of the research, the tribe members were shown a circular pattern of squares. All of the squares were green except for one that was obviously blue like in the image below:



Oddly, when tribe members were shown the image and were asked to point to the outlier, they either couldn't select the blue square as the different one, were slower to do so, or chose the wrong square.



But when shown a similar circular pattern of green squares with one square a subtly different (and to many of us difficult to discern) shade of green, they quickly found it.



What would be easy for us was not easy for them. What would be difficult for us was easy for them. The Himba had no word for blue and thus could not easily identify a blue square from a collection of green squares—a task simple enough for most of us. Yet they could discern shades of green we would never notice. So it seems that what language delineates, we can more easily discern. Our language therefore shapes what we “see.”

Take a few minutes to reflect on what this means for you and your life, your health, your wealth, your business, your success, whatever it is that you strive for?

If you can't language it, you can't see it, if you can't see it, you can't have it.



CONCLUSION

By the end of this learning, you are no doubt questioning many aspects of your language and have learnt the importance of languaging to WIN and languaging to influence.

Transforming your language to allow for your growth and inspiration is free, it is timely and all it requires is conscious thought and application. You have learnt the important of language, words you need to replace in your vocabulary, as well as how to pacify your disempowering words and how to intensify your empowering language. You have become critically aware that “if you can’t language it you can’t see it” - therefore to achieve success and abundance you need to be able to language your intention - otherwise you cannot see it and therefore cannot obtain it.

Choose to focus your time, energy on the words and language in which truly inspire you, that will provide you with what you need, want and require to live an abundant life and that serve you in becoming your greatest infinite self.

Be patient, enjoy your journey of self-exploration and discovery and embark on this new venture with commitment, conviction, excitement and courage. If you do this - the universe will provide you will all the opportunity, signs and experiences you need to create your own rebellion and transformation.

As you progress through the learnings and teachings in the Human Start-Up Blueprint Program, you will gain further insight into who you really are, what is influencing your thoughts, emotions and behaviours and you will gain an insight into how to change aspects of your life to ensure that you can enable your own transformation.

The human affect remains by your side to support your growth, your journey of transformation ensuring you become your greatest infinite self and live an inspiring life.