**Ego and Soul**

This material is credited to Robert Dilts and was a part of the 2011 Trainer and Consultancy Certification course at NLPU, Santa Cruz, Ca.

Ego has to do with the development and preservation of our sense of a separate self, perceiving reality from its own individual perspective. Soul is the unique life force, essence or energy with which we enter the world and which comes into the world through us. It is the “Deep Structure” of our self. This can be applied to organizations as well.

**EGO CONCERNS**

Survival, recognition and ambition

Social roles & who we should and want to be

Safety, security, approval, control, achievement, self-benefit

Cognitive Intellect such as analysis and strategies

Reactive to external conditions

Dangers, constraints, pursuit of short term gain & pleasure

**LOGICAL LEVELS**

**Purpose/Mission**

**Identity**

**Beliefs and Values**

**Capabilities**

**Behaviors**

**Environment**

**FIVE BOTTOM LINES**

**Purpose**

**Principles**

**People**

**Profit**

**Planet**

**SOUL CONCERNS**

Vision – the contribution we want to make that is beyond ourselves

The mission and unique gifts we bring into the world

Internal motivations – service, contribution, connection, being, expansion and awakening

Perception, management of energy and emotional intelligence

Responds proactively to external conditions

Opportunities for expression and growth