

Session 13: What is NLP?

1) The History of Neuro-Linguistic Programming

Neuro-Linguistic Programming was developed in the early 1970's when **John Grinder** and **Richard Bandler** began working together in the field of modelling. Richard Bandler is a mathematician, therapist and computer expert. As a student at the University of California at Santa Cruz, he met John Grinder. Grinder is a world-renowned linguist. As a language professor at UCSC, he and Bandler began to study the field of human change.

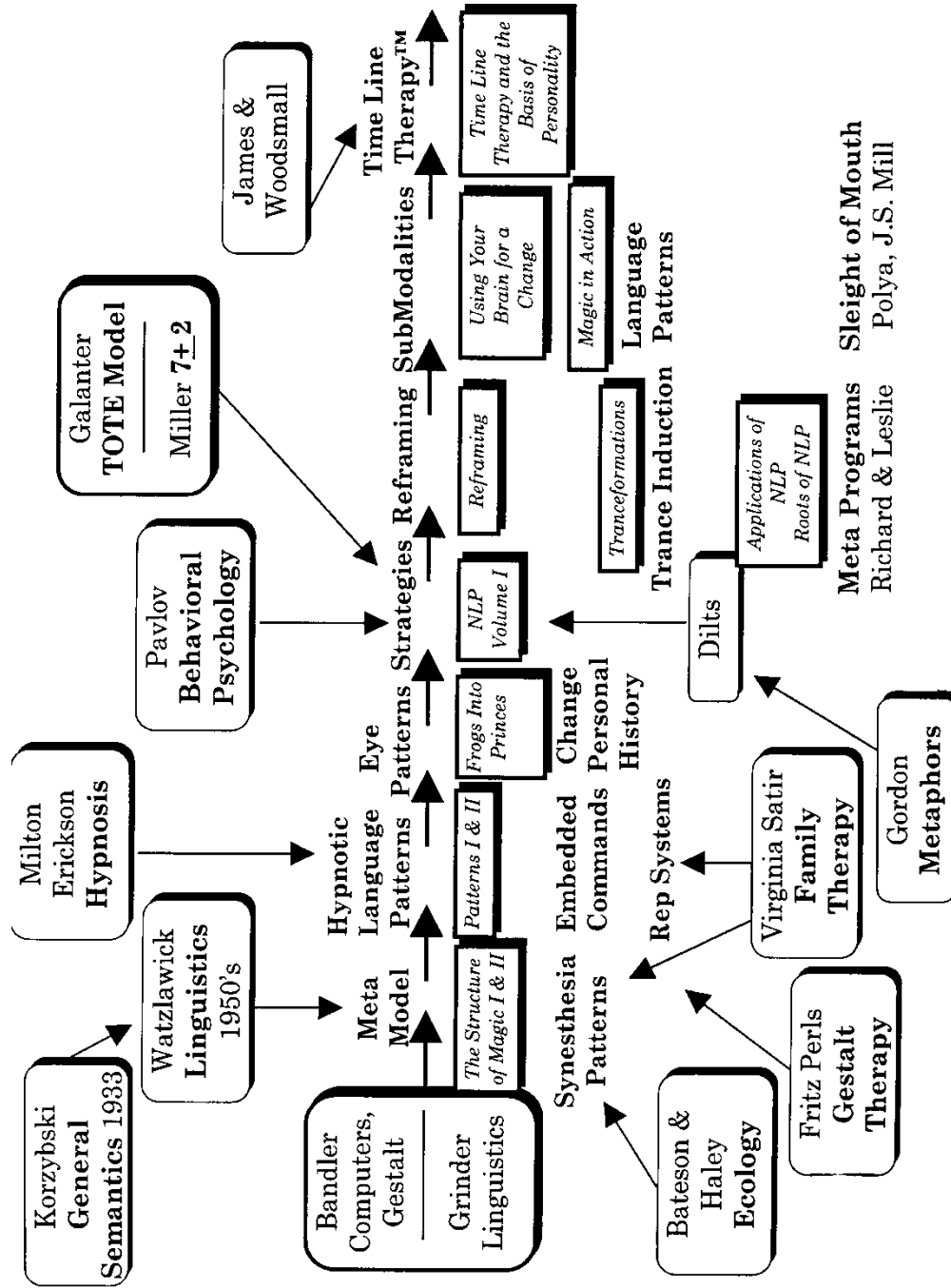
They studied some of the experts in this field and noticed some interesting patterns. When studying **Virginia Satir**, a very successful family therapist in Palo Alto, California, they discovered that she affected and changed behaviour in her clients by being very specific. At the same time, Bandler and Grinder studied **Milton H. Erickson**, commonly known as the Father of Hypnotherapy. What they discovered with Erickson was that he successfully achieved behaviour change by being extremely ambiguous with his use of language.

The successes that Bandler and Grinder discovered with Satir and Erickson led to the Meta Model and Milton Model. The Meta Model is very specific and the Milton Model is vague and ambiguous. This was the start of Neuro-Linguistic Programming. Through the application of their discoveries, using the techniques which they modelled, they created processes of learning, the "how to" of getting into rapport, for example.

John and Richard studied the techniques of people who were the very best in their field. Once John and Richard organised these techniques, they taught their students to replicate them and to use them with their own clients. Their students were also able to duplicate the behavioural changes using these techniques. They did this without the years of study and experience of professional psychologists, and both students and clients enjoyed tremendous success.

NLP has been expanded throughout the years. From the original training of eight, there are now many experienced and effective NLP trainers throughout the world. In addition to therapy, NLP has been used successfully in sales, business, education, the arts, and many other vocations.

Reference: Dr Susi Strang and Associates, NLP Master Practitioner Manual 2003



Reference: Dr Susie Strang and Associates, Master Practitioner Manual 2003

2) Definitions of Neuro-Linguistic Programming (NLP)

NLP is often referred to as “*The study of the structure of subjective experience*”; however, many definitions exist.

N: Neuro

The study of the mind and nervous system (mind-body) through which our experience is processed, how we *re-present* the world to ourselves via our five senses:

- Visual
- Auditory
- Kinaesthetic
- Olfactory
- Gustatory

L: Linguistic

The study of how we use language to describe and make sense of our world and to make sense of our experience. That is, how our neural representations – pictures, sounds, feelings, tastes, smells and words (self – talk) - are coded, ordered and given meaning through language and other non-verbal communication systems

P: Programming

The sequences of coded instructions that repeat, the patterns of thought or behaviour that we run, that help or hinder us

“We can do whatever we want if we use all the resources we have available. In this way we can achieve excellence.”

Ian McDermott

NLP is about how we learn everything, from excellent performance to bad habits. It helps people understand, at a practical level, how they and others make sense of the world. It enables people to detect their own learned patterns of thought and behaviour, and where desirable it has the tools to change, or reprogramme, negative patterns with more positive ones. Understanding and using NLP enables people to enhance their confidence and effectiveness in both their personal and professional lives. People become clear about what they want, solve problems, use time more effectively and achieve their goals. As such, NLP is used widely and with outstanding results in a diverse range of fields.

Pam Rigden



In other words, NLP enables us to use the language of the mind to consistently achieve our specific and desired outcomes.

just
another
example **Richard Bandler defined NLP as:**

An Attitude

Wanton Curiosity

Willingness to Experiment

A Methodology

Modelling

De-nominalization (understanding processes)

Continual Experimentation

A Trail of Techniques

The Procedures and Systems That Are Taught as NLP

NLP is also known as “*an attitude and methodology that leaves behind a trail of techniques.*” It’s an attitude of curiosity and of wanting to know what is going on behind what is going on. It is a willingness to experiment and experience new things.

The methodology used is modelling. **Modelling** is a way of replicating excellence. Often called a **Psychology of Excellence**, modelling is discovering and taking on the beliefs, values, behaviours and mental sequencing found in people who are outstanding in their field and utilising these in yourself and others.

Reference: Dr Susie Strang and Associates, Master Practitioner Manual 2003

Summary

NLP is more than a collection of techniques. The techniques have developed out of a particular way of thinking. NLP is an attitude, a frame of mind, a way of being, based on curiosity and exploration, ease and excellence, and having fun.

This leads to questions such as:

- “What do you want”
- “What works”
- “How do you do that”
- “What is the difference that makes the difference”

The results of this attitude and exploration are:

- A feeling of integrity and wholeness, a sense of internal harmony.
- The best possible relationship with yourself and with others.
- Growth and learning, leading to achievement and understanding.
- Happiness

Session 13: What is NLP? / Assignment

Please answer the following questions:

1) What is your interest in NLP? (100 words)

2) Do you have any prior experience of NLP? (Please include, if relevant, books, audio courses, workshops and training) (250-500 words)

Please ensure that you have read pages 2 – 6 and listened to the MP3 recording before answering Questions 3) and 4)

3) With reference to what you have learned, briefly describe the history of NLP and explain, in your own words, what NLP is. (250 words)

4) A friend or colleague who has no prior knowledge of NLP has just asked you “What is NLP anyway?” How would you answer this question in 3 or 4 succinct sentences? (100 words)

Please note:

The word counts are intended as a guideline to give you an indication of how much to write.

Where you have relied on any additional references please list these at the end of your work. For example:

The NLP Workbook, Joseph O'Connor, (2001), Chapter 1: What is NLP? Pages 1-3