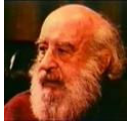


## Origins of NLP

Neuro Linguistic Programming was developed in America in the early 1970s as a result of a research project on human communication conducted by Richard Bandler, a postgraduate psychologist and John Grinder, a professor of Linguistics.



Bandler and Grinder studied three outstanding therapists of the time: -



Fritz Perls (the originator of Gestalt Therapy),



Virginia Satir (an eminent Family Therapist)



Milton Erickson (a world famous hypnotherapist)

Rather than concern themselves with developing new theories, they sought to reproduce specific, successful patterns of behaviour that successful therapists used, and that worked in practice, in a way that could be taught to others. While the three therapists they modelled were very different personalities, the underlying patterns elicited proved to be surprisingly similar.

From the initial work, Bandler and Grinder produced two language models, the Meta Model and the Milton Model, together with a range of 'change techniques'. They also formalised the techniques and approaches they had used to study or model the work of the therapists.

From these initial models, NLP developed two complementary aspects:-

- ☑ Firstly as **a process to discover patterns of excellence in any field**, known as modelling, involving breaking down complex human performance into small enough chunks so that the critical components can be replicated and taught to others.
- ☑ Secondly NLP developed as **a 'how to' technology** - helping others to learn the underlying patterns of thinking and communicating used by outstanding people and develop skills that enhance the effectiveness of communication, facilitate personal change, accelerate learning, and enrich enjoyment of life.

Richard Bandler, has described NLP as .....



An attitude of mind – CURIOSITY



Underpinned by a methodology – MODELLING



That generates a trail of TECHNIQUES