



NLP was recently described as “the worlds most powerful coaching strategy” with many hundreds of thousands of would be NLP Practitioners signing onto NLP Practitioner Courses year after year.

Lets have a closer look at NLP and see if can really work for you?
Mark Shields explains...

NLP is described in a number of ways from being the large mainframe computer of the mind, to the operations centre of the mind to the instruction manual of the mind. All of these analogies imply NLP is at the centre and in control of our conscious and unconscious deeper level thinking and operating. You will soon learn that this in fact the case.

One of the ways we have often described NLP is it is a tool used to enable you to retake control of your life and steer your life in the direction you want to go. NLP will empower you with the tools and strategies confidence and competence to do just that. It will teach you how to think rather than what to think. NLP is the studying and modelling of what works in thinking, language and behaviour.

NLP breaks down limiting patterns of behaviour that so often inadvertently influence our actions and reactions. It is this pattern of habitual undesirable behaviour that needs replacement using the techniques that are available with NLP

NLP can help you in any area of your life, be that career, family, relationships, personal growth, health & fitness or even spirituality. NLP puts you back in charge of your life: it provides sensible ways of thinking about your experience and it provides change techniques that allow you to remove the blockages that prevent you from being, doing and having what you want in your life.

IN SUMMARY NLP CAN:

- Help you build high quality relationships with everybody you come into contact with in everyday living. Having a close rapport with clients, customers, work colleagues, your peers, subordinates, even boss, will prove mutually advantageous.
- Teach you how to exercise control over your emotions so that you can effectively manage your thoughts and feelings. Controlling the way we feel impacts and raises our confidence levels in whatever we attempt to do.
- Introduce greater flexibility which leads to increased choices and more influence over events in our life and creative ways to solve problems.
- Develop effective ways to communicate taking into account our sensitivity to ourselves and others and increase our persuasive skills.
- Set goals and well formed outcomes for ourselves and our business and maximise our chance of achieving them.

THE HISTORY OF NLP

The two people credited and acknowledged with the creation of NLP are Richard Bandler and John Grinder. The core attitude of NLP as proposed by Richard Bandler is 'to look at life as a rare and unprecedented opportunity to learn with a sense of curiosity and adventure'. With this attitude Bandler and Grinder began to model the best that they could find in the world of therapy.

They were: Fritz Perls - Gestalt therapist Virginia Satir - family therapist Milton Erickson - hypnotherapist They modelled many others as well, but these three were known to be among the best in their fields. It was from these three that much of the initial NLP work was created - perhaps most importantly and significantly the 'meta-model' - a methodological use of language to both elicit information and expand the subject's experience of reality. It was from the use of the meta-model that most of what we have in NLP came about. Shortly after Bandler and Grinder got together they were joined by others who had varying degrees of input into NLP creation and direction. They include Robert Dilts, Judith DeLozier and Leslie Cameron-Bandler. The originators and co-developers went on to model the best minds in business, sport and psychology. NLP hit the mass market with Tony Robbins in the late 80's.

NLP - INTRODUCTION

The creators of NLP Richard Bandler and John Grinder in the mid 70's referred to NLP as, "an attitude, and a methodology that leaves behind a trail of techniques". The attitude they are referring to is one of curiosity, a 'how do they do that attitude' - or more precisely a 'how can I do that' attitude. Attitude will get you moving, but won't get you the results, to get results you need a methodology. The methodology that they created is called 'modeling'. Modeling is an NLP term for a precise way of copying, where you find someone who is excellent at what they do, ask them questions (elicit information), observe them and adopt what you have learnt very specifically. In brief, to model someone you would observe: Physiology - what they do with their body Language - their use of words Thinking - how they construct their inner reality.

The NLP Practitioner level is a working introduction to the cornerstones that make up NLP, the core purpose of which is the application of the technology to human relationships, be that within oneself, another or between groups of individuals. As such NLP Practitioner is a personal development course as well as a training in how to use this technology with others.

WHAT DOES NLP STAND FOR?

Neuro-Linguistic Programming is the study of the structure of subjective experience. The name Neuro-Linguistic Programming comes from:

Neuro: The study of the mind and nervous system (how we think), through which our experience is processed, how we re-present the outside world to ourselves via our five senses: In a nutshell NLP is the study of our subjective experience. This is often referred to as our perception of reality and by definition because its only our perception it can be changed.

- Visual
- Auditory
- Kinaesthetic
- Olfactory
- Gustatory

Linguistic: The study of language and how we use it. Language and other non-verbal communication systems through which our neural representations are coded, ordered and given meaning. Includes:

- Pictures
- Sounds
- Feelings
- Tastes
- Smells
- Words (Self Talk)

Programming: NLP simply means you can program the language of your mind.

Well I hope you enjoyed dipping your toe into the water that is NLP. If you would like to know more you can download our free NLP Practitioner course found at www.thenlpcoachingcompany.com

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