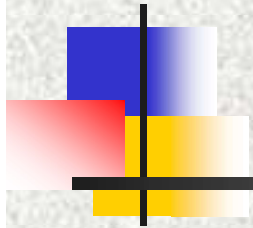


Welcome Presentation On



Neuro Linguistic Programming

(NLP)

By Deepak Bharara



What is NLP

- NEURO refers to mind and how we organize our mental life
- Linguistic is about language, how we use it and how it affects us
- Programming is about our sequence of repetitive behavior and how we act with purpose

NLP is about connection, for our thoughts, speech and action are what connects us to others, the world and to the spiritual dimension

NLP is a generative psychology. It is a psychology of Excellence



What is NLP

- Thought & psychology are intimately connected: what and how we think affect our physiology and our physical health and well being affect our thoughts
- Our mind, body and spirit meet in our beliefs. What we believe deeply affects what we think and how we act
- NLP sees beliefs not in terms of true or false, but in terms of useful or not useful



Background

- NLP began in early 1970's by Richard Bandler a student of psychology at the University of California along with John Grinder the Asst. Professor of Linguistic

- They modeled three people:
 1. Fritz Perls, the innovative physiologist
 2. Milton Erickson, the world famous hypnotherapist
 3. Virginia satir, the prime force behind family therapy



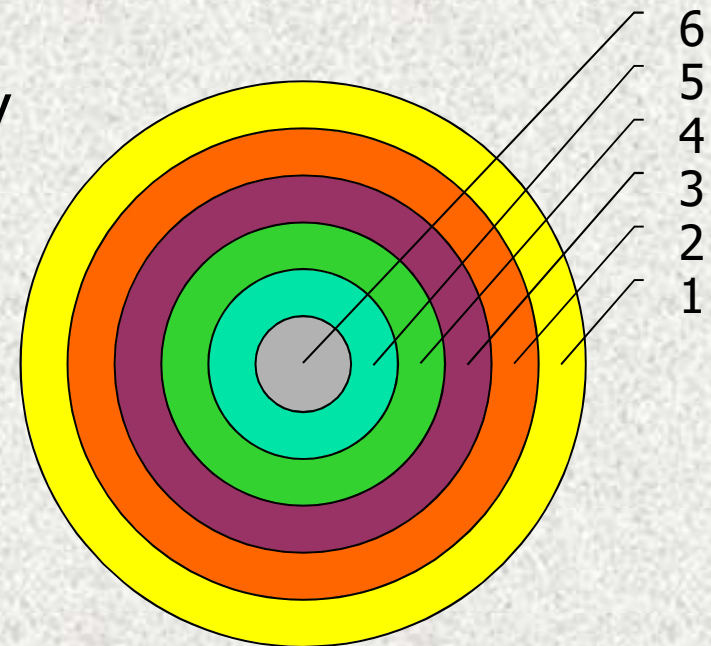
Four Principle

- Relationship of mutual trust & responsiveness known as rapport mental, physical and spiritual
- Know what you want-setting goal/outcome
- Sensory acuity – using your own senses. Looking at, listening to and feeling what is actually happening to you
- Behavioral flexibility- choices of action



Logical Levels

- Environment - the where and when
- Behavior - the what
- Capability - the how
- Beliefs and values - the why
- Identity - the why
- Spirituality





Behavior to Capability

- Stages of Learning a skill
 1. Unconscious incompetence
 2. Conscious incompetence
 3. Conscious Competence
 4. Unconscious Competence



Language and physiology

- Environment - it is easy to learn psychology if you have supportive people around you.
- Behavior- I learned that theory
- Capability- I understand what psychology is about
- Belief and Values- It is important to understand what motivates people
- Identity - I am psychologist

Example:

“this house is untidy” (Environment)

“I tidied it this morning” (Behavior)

“Well you didn’t do it very well” (capability)

“I did! If you understood how difficult it was”,

You would be more considerate; (Belief)

Are you calling me inconsiderate (Identity)



Get struck, check level

- You may need more information from the environment
- You may have all the information, but not know what to do
- You may know what to do, but not know how to do it
- You may wonder whether you can do it, whether it is worth while and if it conflicts with any of your beliefs and values
- Or it may not be in keeping with your sense of self
- Sometimes a person can jump to a still higher level and may even have spiritual experience like Saint Paul on the road to Damascus



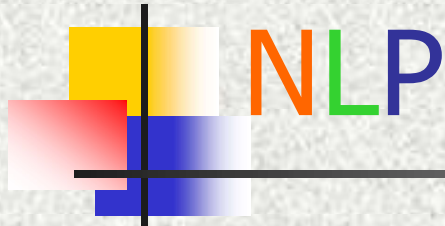
Changing Levels

- Rapport
- Body Language
- Voice
- Words
- Pacing & leading
- Congruence
- Multiple descriptions – own reality, another person point of view and ability to take an outside detached view

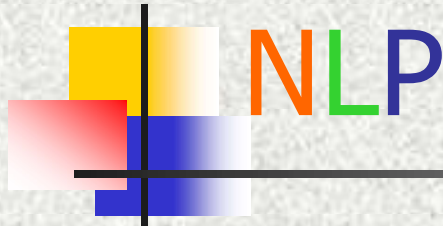


NLP Presupposition

- People respond to their map of reality and not to reality itself.
- Human behavior is purposeful
- All behavior has a positive intentions
- The unconscious mind is benevolent
- Having choice is better than not having choice
- People make the best choice they can at the time
- People work perfectly
- The meaning of the communication is the response you get
- We already have all the resources we need or we can create them
- The mind and body are one system
- We process all information through our senses
- Modeling successful performance leads to excellence. If one person can do something it is possible to model it and teach it to others
- If your want to understand- act.

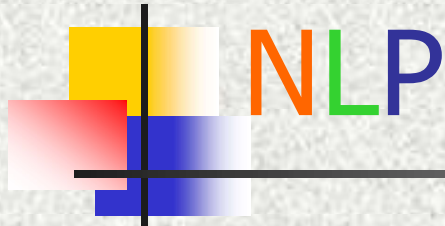


- The meaning of the communication is the response you get
- The meaning of the communication is what I say it is
- Communication with yourself-Responses from body, feeling & intuitions
- Exploring Relationship-changing note
- What do you want
- Outcome/Results – Reason for failure
 1. The may not be realistic achievable
 2. They may be insufficiently motivating
 3. And although they are desired, they may not be desirable from a wider view point



OUTCOME/RESULTS, To make it happen:

- Make sure it is expressed in the positive
- Determine what you have to do and what others have to do
- Make the outcome as specifics as possible
- Be clear about your evidence for achievement
- Consider the resource you have or can create to achieve this outcome
- Consider the consequences and by products of achieving your outcome
- Recognize the positive by products of your present behavior
- How does your outcome relate to your larger plans?
- What smaller outcomes may be part of this outcome?
- Lastly does the outcome feel right for you



The ultimate Question:

Resources and self-Modeling

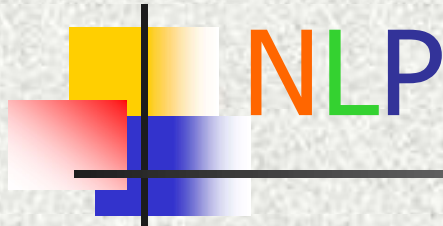
Congruence and incongruence

Conscious and unconscious –the unconscious mind is

Behavior and intention

Signals from the Deep

Pacing yourself – Congruence signal

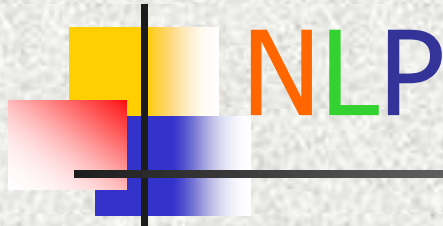


Getting in a State:

A State is your way of being at any moment; the sum of your thoughts, feelings, emotions, mental and physical energy. State vary in intensity, length, and familiarity.

Some have names for example love, fascination, alertness, anger, jealousy, fatigue or excitement

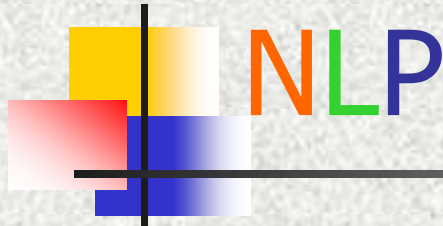
While others are less easy to pin down – we may feel in a 'good mood' or a 'bad mood' or just out of sorts.



Base line State:

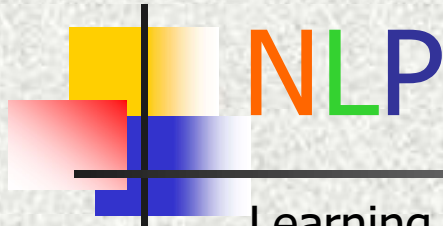
A State, where we feel at home and comfortable

- Think of your baseline state from four points of view:
 1. The physiology: the state of your body
 2. Your thoughts: your level of attention, awareness, and mental energy, Are our most aware of your mental pictures, words or feelings?
 3. Your predominant emotions – it is happy, sad or angry
 4. Yours spiritual state. How do you relate to something larger than yourself, however you may think about it- god, spirit, energy or rest of the mankind.



Question to ponder about baseline state:

- Where does it come from?
- Can you trace it back to a particular incident or a particular decision?
- Have you had it as long as you can remember or is it a more recent acquisition?
- Have you modeled it on somebody or is it your own work?
- Did you learn it perhaps from your parents or some significant person in your early life?
- Did you learn it consciously or unconsciously?



Learning State:

What state enables you to learn quickly, easily, and enjoyably.

Noticing State:

We elicit States in others all the time through our words, voice tone, body language, often without knowing what we are doing ,but we often either do not notice or ignore other person state, Calibration (Correlating things you can see & hear) is the term for the skill of recognizing states in others, the indicators are breathing rate & depth, Skin Colour, head angle, facial muscles, voice tone, Size of lips, posture, eye blinking & pupil dilation.

Anchor:

What state do I want to be in to make best use of what is happening to me and how can I arrange it. Linking stimulus to responses.

“We either already have all the resources we need or we can create them”.



Reality leaves a lot to the imagination:

We process all the information through our senses,
Representational systems

1. Sight - Visual
2. Hearing - Auditory
3. Feeling - Kinesthetic
4. Taste - Gustatory
5. Smell – olfactory

Learning Styles: Visual Displays, Graphs & Diagrams, Lecture, Talks,
Tape, Music, Role play, practice & rehearsals etc.



Visual words & Phrases:

Look, Focus, Imagination, See, Watch, Colour, Dim,
Notice, Illustrative, Reveal, Insight, Blank, Perspective

I see what you mean

Something to look forward to

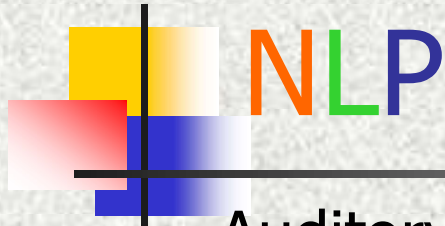
It colour his view of life

A dark cloud on the horizon

The future looks bright

Taking a dim view

My point of view



Auditory Words and Phrases:

Say, Loud, Sound, Deaf, Remark, Discuss, Speeches,
Silence, Listen, Music, Harmony.

On the same wavelength

Turn a deaf ear

Speak your mind

Word for word

Loud & clear

What do you say?



Kinesthetic Word and Phrases (including taste & smell)

Touch, Solid, Warm, Cold, Rough, Grasp, Hold,
Gentle, Heavy, Weak, Hot, Smooth, Move

Get to grip with the idea

Hold on to the moment

A cool Customer

Put your finger on it

Heated Argument

A Smooth operator



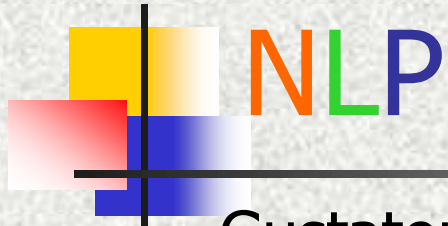
Olfactory Words and Phrases

Nose, Smell, Pungent, Fragrant

Smell a rat

Smelling of roses

A nose for business



Gustatory Words and Phrases

Spicy, Sweet, Bitter, Salty

A bitter experience

A taste for the good life

Saccharine Sweet

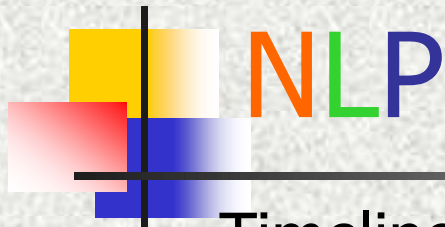


Customization your brain: Sub modalities

Sub modalities are the building blocks of the senses, the way complete pictures, sounds and feelings are composed. They are the qualities that make each experience distinct.

Submodalities offers tremendous opportunity for gaining control of our subjective experience because we can change them at any time.

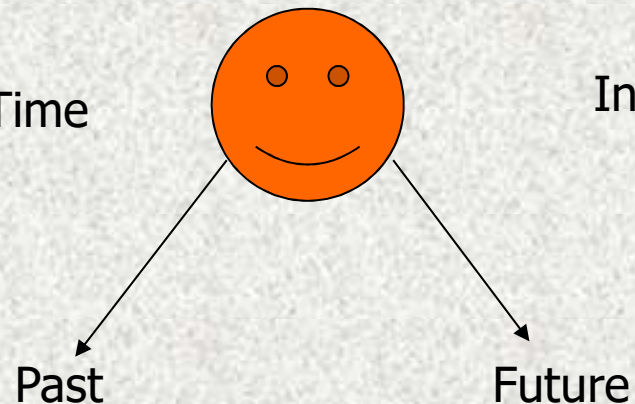
When we change the structure of the experience by changing the sub modalities, then the meaning will also change, When the meaning changes our internal response will also change



Timelines:

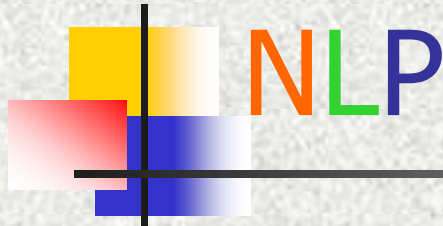
Imagine a line that connects your past with your future. That is your timeline. Timelines tend to fall in two categories In Time and Through time.

Through Time



In Time





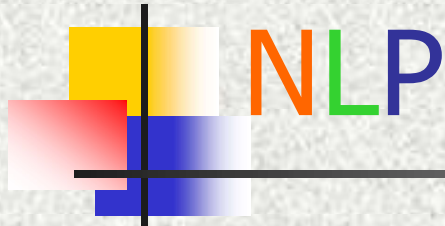
Associated & Disassociated State:

You are associated when you are inside and experience, seeing it through your own eyes. You are disassociated from an experience when you are outside it, seeing yourself if one remove.

Modeling:

Modeling successful performance leads to excellence. If one person can do something it is possible to model it and teach it to others. The phases are:

- Observing questioning & being with the model.
- Systematically to take out each facet of the model's behavior to find out whether it makes a difference to the results you get.
- Analyze what you have learned so that you can teach to the others

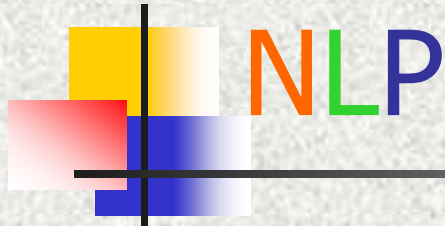


Mental Strategies:

How a person thinks, their mental strategies- how you organize your thoughts and actions to accomplish a task

To Model a strategy you need to discover

- The representation system used
- The sub modalities of the inner pictures, sound and feelings
- The sequence of steps

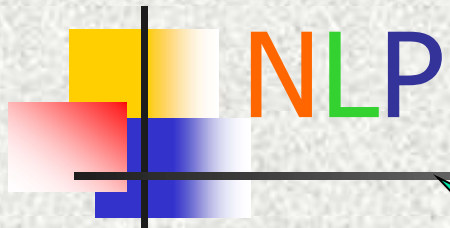


The Gate keepers at the Doors of Perception:

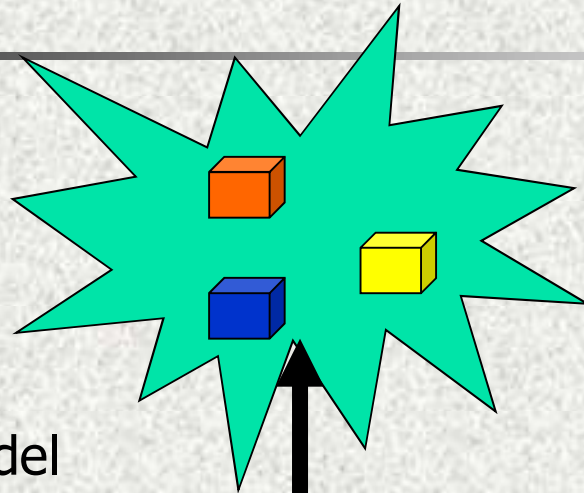
- Deletions
- Distortion
- Generalization

Language:

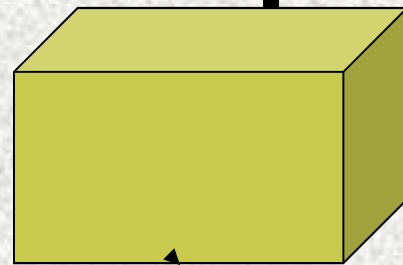
The gatekeepers transforms sensory experience into internal representations in the form of language we used.



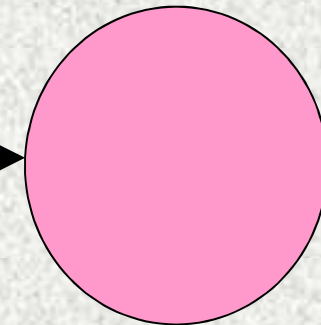
Generalities



Chunk up Model

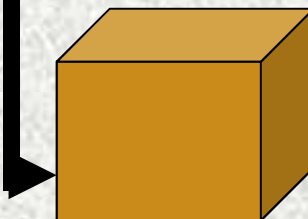


Chunk sideways

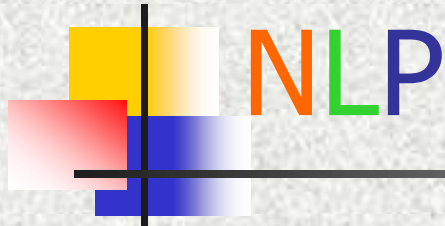


Metaphor

Chunk down
Meta Model



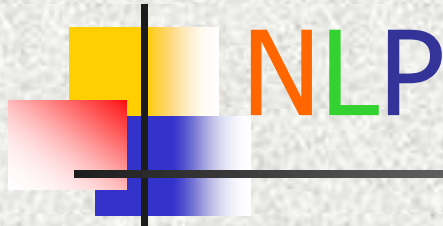
Specifics



The Meta Model In practice:

The Meta Model has three main uses:

- It gathers information, by questioning the deletions
- It clarifies meaning by asking, 'What do you mean by that' ?
- It identifies limitations, particularly in questioning rules expressed by ought or can't, and so open more choices.



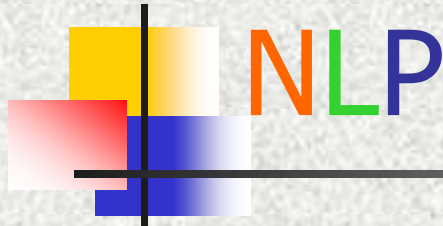
Milton Model:

The Milton Model is the mirror image of Meta Model.
It is a way of constructing sentences

Trance:

Trance is a state where our attention is tightly focused on our internal world and any language pattern that increases our involvement with our own internal reality will deepen the trance

Day dreaming is a form of trance, usually a creative one, it allows ideas to flow from unconscious mind



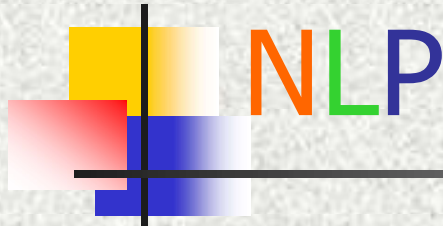
Metaphor Model:

Metaphor is half way between the unintelligible and the common place. Metaphor is used to cover figures of speech, stories, comparisons, smiles and parables.

Problem Solving:

In metaphors, people and experiences do not have to be one or the other; they can be both or neither. One and one does not always equal two. One & one can equal one if they are raindrops. One & one equals nil if they are black holes and one plus one can equal three when two people are in love.

Think of a current difficult situation in your life. Think of your problem as a short metaphor.



Belief & Beyond:

Beliefs have us. They drive our behavior. They are intangible and frequently unconscious. They are often confused with facts. But while a fact is what happened. A belief is a generalization about what will happen. It is a guiding principle. i.e. fire burns, law of gravity etc. Beliefs answer the question Why?

- Cause & Effect
- Meaning

Beliefs are formed haphazardly throughout life from the meaning, we give to our experience.

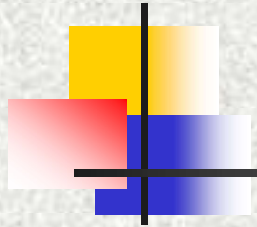
One can change beliefs, if the new belief has positive linkages



NLP & Spirituality

What a piece of work is a man! How noble in reason!
How infinite in faculty! In form and moving, how
express and admirable ! In action, how like an angel!
In apprehension, how like a god! The beauty of the
world! The paragons of animals!

William Shakespeare



THANK YOU
