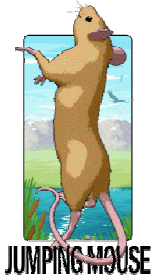


What is Neuro-Linguistic Programming?

## BE-Inspired NLP Hypnotherapy Practice

### What is Neuro-Linguistic Programming?



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### **Neuro-Linguistic Programming (NLP)**

Neuro-Linguistic Programming (NLP) is a cutting-edge branch of psychology with applications for coaching, psychotherapy, sports, business, sales and behavioral health. It can be combined with and used to enhance methods of teaching and communication. This article will explain the history of NLP, what is it, and what it can do for you.

### **Background**

In the 1970's, two researchers at the University of Santa Cruz, in California – Richard Bandler and Dr. John Grinder – conducted a linguistic study of the leading psychotherapists of the day. Bandler and Grinder analyzed the communication patterns of Virginia Satir (a renowned family therapist), Dr. Fritz Perls (founder of gestalt psychotherapy), and Dr. Milton Erickson (psychiatrist and internationally famous hypnotherapist). Drawing from Alfred Korzybski's work in general semantics, Bandler and Grinder modelled the language patterns of these psychotherapists and distilled a method of psychotherapy called NLP.

They taught others how to use NLP to facilitate lasting, dramatic behavioural change in a short time. Certified NLP practitioners and trainers formed training institutes across the United States and Europe. In the 1980's, practitioners took NLP into sports, health, business, and sales training, teaching people to achieve excellence. Today, NLP is practiced and taught world wide, with hundreds of books and workshop offerings on the subject.

### **NLP Philosophy**

NLP is based on some basic philosophical tenets about human nature. These ideas aren't necessarily universal truths, but rather are useful ways of thinking about people and self improvement. Here are a few:

- People do not operate on reality. They operate on their internal maps of reality. These maps are always imperfect. NLP helps us understand our maps and improve them.
- People perceive the world through their senses. People's thoughts and emotions are internal images, conversations and sounds, physical sensations, and remembered tastes and smells. In NLP we call these internal channels visual, auditory, kinaesthetic, and olfactory/gustatory. By describing internal processes in these terms, we can describe to others our internal ways of thinking and feeling.
- Human thoughts, behaviours, and feelings have structures, or patterns, NLP improves those structures, so that people have increased flexibility in their thinking, behaviour and feelings.
- Self-improvement methods are not useful, lasting, or effective if they conflict with a person's core needs and values. NLP teaches people to honour their needs and values in order to feel congruent about the changes they make.
- The causes of some behaviours and emotions lie outside conscious awareness. NLP works with both the conscious mind and the 'subconscious' mind, through hypnotic processes.

- People communicate both verbally and nonverbally. NLP helps people to better understand the meaning of both kinds of communication.
- People have the internal resources they need to make the changes they desire. NLP helps people access these resources.
- Most behaviour, even problematic ones, is based on underlying positive intentions, which may reside in the unconscious mind. NLP brings about the insights that explain these underlying motivations.

### ***NLP Methods***

NLP is based on communication patterns and structured cognitive exercises that combine conversation, hypnotic language, trance work, metaphor, visualization, eye movements, physical movement, breathing, and posture. NLP is process oriented.

NLP helps people change their behavioural-cognitive-emotional 'states' so that they can alter their behaviours. Typically, an NLP session begins with a client identifying and describing a specific aspect of behaviour he or she wishes to improve or change. The NLP practitioner will ask questions designed to help define the problem. The client then describes the 'outcome' or 'solution' to the problem. Then the NLP practitioner guides the client through a step by step process to obtain the solution. A single NLP process can take from ten minutes to two hours, and most practitioners work in forty five to sixty minute sessions. NLP methods work for individuals, groups, children, and adults. NLP methods are gentle and respectful of the individual.

Generally, NLP processes teach people to

- Understand and communicate their thought processes more coherently
- See problems from a new perspective
- Steer their thinking in a new direction
- Access personal strengths and inner resources
- Focus on the solution, rather than on the problem
- Focus on what can be done, rather than on why something happened
- Heal traumatic events of the past
- Feel empowered to cope with difficulties more effectively
- Think optimistically about future possibilities
- Gain insight into the unconscious sources of some behaviours
- Feel congruent about the changes they make in their lives
- Expand their behavioural choices, to allow great adaptation and flexibility.