



Inspirational Solutions
In your hands consultancy

Presuppositions of NLP

Respect for the other person's model of the world.

Everybody has been brought up in different ways, by different people in different social circumstances, with different beliefs and have had different values install into them? Due to this everybody's model of the world is different. As NLP Practitioners it is not for us to agree or disagree or try and change their model of the world to ours, just by respecting it we effect change rapidly by using the foundation of their belief system. I respect their reasoning and understanding and don't allow my own perspective/ model of the world to cloud my judgement

The meaning and outcome of communication is in the response you get.

People respond to what they think we have said if are communication is poor then they may not understand/grasped what we say. There is no such thing as bad listeners just inflexible communicators. If I am trying to explain something or asking people to do something and they do something else, then it is my fault for not communicating effectively where they understood what I wanted.

The map is not the territory.

The words we use are not actually the event or the item they represent. Although they describe the event we have chosen them to represent the words themselves are not the actual event itself. We create our own reality based on our past experience. Our language becomes a 'map' of the 'territory' of our constructed reality, through the information we have obtained through our five senses. We code, order and give meaning (through deletion, distortion and generalization) to our experience in words, sounds, pictures, feelings, tastes and smells. Five different people might all experience the same event but each will take a different experience away from it depending on their own beliefs and values.

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People are doing the best they can with the resources they have available.

A person's behaviour is adaptable to the situation it is put in; the behaviour they portray is the best choice available and is done with a positive intention. Not everybody holds positive resources when they need them, the ones they use are the best resources they have at that time. This is not to say they are un-resourceful just that they aren't in positive states. As NLP practitioners we can support and assist them to change their behaviour by installing positive resource, according to their ecology. .

There is no failure, just feedback.

There is no such thing as failure it is just that you have not succeeded yet. By varying their behaviour and finding a different way of achieving their outcome through the positive feedback they have been given a different way of achieving it is produced. If you are not achieving the results you want, try a different way to get them.

Failure is a part of learning, if you don't feel failure then how can you feel success. If you didn't get it the first time then why not and how can you change what you did to do it the next time?

There are no resistant clients, only inflexible communicators.

If a client is being resistant then it is due to a lack of rapport and poor communication. It is not the client that is being resistant it is the communicator being inflexible and not relating to the clients internal representational system.

We are in charge of our mind and therefore are results.

We are in control of our mind, if we are not getting the results we want then it is up to us to change the way we are going about it until we get the results we want. If we do not achieve something then it's only ever our fault and our responsibility to change in order to achieve. Everything is possible if we want it. If we are not achieving something then we need to ask ourselves why and if we actually want it, query subconsciously we don't.

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