



Pre Suppositions of NLP

- ✚ The map is not the territory. We do not respond to the world as it is, we act in accordance with our own mental map of it. We have a much better chance of getting what we want if our map is continually revised to take account of the territory. Doing this is much better than trying to bend the world to fit your map.
- ✚ Experience has a structure. We all have patterns or structures in the way we think. By changing these, we literally change our experience, including how we think about past events.
- ✚ If one person can do something, anyone can learn to do it. We can model the thinking and behavior of people who are already successful in order to achieve similar results.
- ✚ The mind and body are parts of the same system. Our thoughts constantly affect our breathing, muscles, etc., which in turn affect our thinking. Control your thoughts and you control your body.
- ✚ People already have all the resources they need. From our storehouse of memories, thought, and sensations we can construct new mental patterning designed to provide the outcomes we want.
- ✚ You cannot not communicate. Everything about you-eye and body movements, vocal tones, habits-is a form of communication. It is not difficult to sense when what a person is saying does not match with who they are.
- ✚ The meaning of your communication is the response you get. People receive information filtered through their mental map of the world. How you communicate must be constantly adjusted so the message you want to be received is the one that is received.
- ✚ Underlying every behavior is a positive intention. Violence masks a lack of acceptance or fear, and yelling or criticism can express a need to be acknowledged. Look behind what people do to find their positive intent.
- ✚ People are always making the best choices available to them. We make choices based on experience. More and better experiences allow for more choices.
- ✚ If what you're doing isn't working, do something else. Do anything else. You'll only get the same results if you do what you've always done.