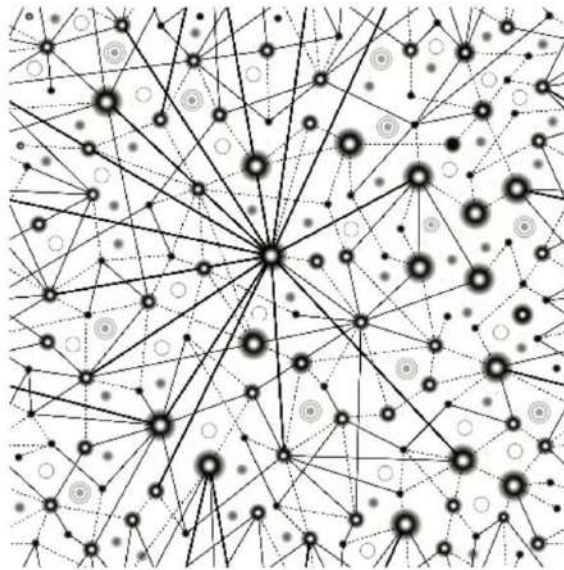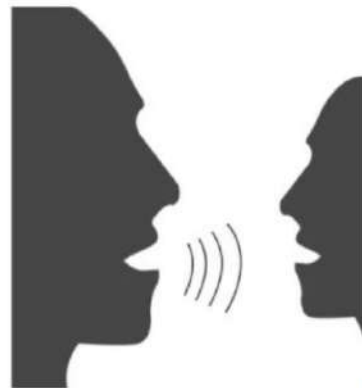# Neuro Linguistic Programming

Neuro

The nerve
communication
network in the
human body
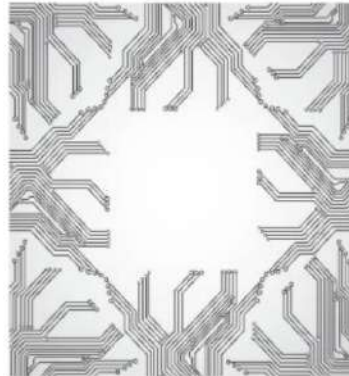
Neuro Linguistic Programming

Linguistic

The language you use to speak to yourself or others

Neuro Linguistic Programming

Programming

The operating
instructions that
create an outcome

What is NLP?

Neuro Linguistic Programming (NLP) is a methodology to understand and help change human behaviour patterns,

These patterns are otherwise known as programmes.

The Methodology of NLP

This methodology developed from studying,

and understanding the connection of how the nerve communication network in our body (NEURO), is connected and reflected in the

language we use (LINGUISTIC) and how this affects the way we behave (PROGRAMMING)

When we understand the process of **HOW** we do something we can **REPEAT** that process to achieve the **same** result or **CHANGE** the process (or even just a part of the process) to achieve a **different** result.

Repeating the process of how someone does something is known as **modeling**.

Changing the process of how someone does something is known as creating **behaviour change**.

Where did NLP come from?

Richard Bandler

And

John Grinder

In the 1970's two men (the co-creators of NLP) became curious as to how some highly successful therapists were able to consistently achieve that success. They wanted to find out

HOW they were achieving their successes rather than

WHY they were doing what they did.

They and their research team spent time deconstructing how people such as Virginia Satir, Milton Erikson and Fritz Perls achieved their consistent success with their clients.

What they identified was :

- The words they used
- What questions they asked
- Changes in voice tone
- Changes is body posture and physiology
- What they listened out for when taking to someone
- How they structured their language.

Through this work and subsequently, the work of many others, the methodology of NLP developed.

These can be broken down into different models and topics such as:

- Meta Model
- Milton Model
- Meta Programmes
- Anchoring
- Strategies
- State

Today NLP techniques are used in many different areas such as therapy, health, education and sport.
In **business** these techniques are used for:

- Coaching
- Information gathering
- Communicating
- Motivating others
- Influencing and persuading
- Advertising
- Indentifying success strategies
- Developing others