



NLP Presuppositions

"Everything we are going to tell you here is a lie. Since we have no claim to truth or accuracy we will be lying to you consistently. There are only two differences between us and other teachers: One is that we announce at the beginning of our seminars that everything we say will be a lie, and other teachers do not. The other difference is that most of our lies will work out really well if you act as if they were true"

John Grinder & Richard Bandler
"Frogs into Princes"

In early seminars and NLP writings some helpful beliefs or operating principles are presented by Richard Bandler and John Grinder as a way of defining their approach.

They are a guiding set of beliefs; you don't have to accept them as true.

When communicating with others, it can be helpful to pre-suppose these beliefs to be true and act as if they were. Discover what happens. If you like the results then continue to act as if they are true. In reality, there is no official list in NLP, just an accepted group.

WE PROCESS ALL INFORMATION THROUGH OUR SENSES

All distinctions human beings are able to make concerning our environment and our behaviour can be usefully represented through the visual, auditory, kinaesthetic, olfactory, and gustatory senses.

THE MAP IS NOT THE TERRITORY

We do not know what reality is, our senses, beliefs, and past experience give us a map of the world from which to operate, which we describe using our language. A map can never be exactly accurate; otherwise it would be the same as the ground it covers. We do not know the territory, so for us, the map is the territory. Some maps are better than others are for finding your way around. We navigate life like a ship through a dangerous area of sea; as long as the map shows the main hazards, we will be fine. When maps are faulty and do not show the dangers, then we are in danger of running aground. NLP is the art of changing these maps, so we have greater freedom of action. *(From Korzybski in "Science and Sanity")*

LIFE AND MIND ARE SYSTEMIC PROCESSES

Mind and body form a system. They are different expressions of the one person. Mind and body interact and mutually influence each other. It is not possible to make a change in one without the other being affected. When we think differently, our bodies change. When we act differently we change our thoughts and feelings. *(From Gregory Bateson)*

HAVING A CHOICE IS BETTER THAN NOT HAVING A CHOICE

Always try to have a map for yourself that gives you the widest and richest number of choices. Act always to increase choice. The more choices you have, the freer you are and the more influence you can have. **The person with the most flexibility is able to exert the most control in system.** *(The law of requisite variety, taken from Ashby in cybernetics, control and systems theory).*

PEOPLE MAKE THE BEST CHOICE THEY CAN AT THE TIME

A person always makes the best choice they can, given their map of the world. The choice may be self-defeating, bizarre or evil, but for them, it seems the best way forward. Give them a better choice in their map of the world and they can take it. Even better give them a superior map with more choices in it.



***THE UNCONSCIOUS MIND
BALANCES THE CONSCIOUS***

The unconscious is everything that is not in consciousness at the present moment. It contains all the resources we need to live in balance.

***WE ALREADY HAVE ALL THE RESOURCES WE
NEED, OR WE CAN CREATE THEM***

There are no un-resourceful people, only un-resourceful states of mind. We are more than our problems and we have, within us, the answers and solutions to lifes' challenges.

ALL ACTIONS HAVE A PURPOSE, EVERY BEHAVIOUR HAS A POSITIVE INTENTION

Our actions are not random; we are always trying to achieve something, although we may not be aware of what that is. NLP separates the intention or purpose behind an action from the action itself, a person is not their behaviour. When a person has a better choice of behaviour that also achieves their positive intention, they will be able to take it.

ALL MEANINGS ARE CONTEXT DEPENDANT

We make meaning of the world based on our own unique experiences. What we decide an event means depends on context and how we filter the information we receive. There is a context in which every behaviour has value. If we change our deletion, distortion and generalisation filters we can change the meanings we give to events.

PEOPLE WORK PERFECTLY

No one is wrong or broken. They are carrying out their strategies perfectly, but the strategies may be poorly designed and ineffective. Find out how you and others do what they do so their strategy can be changed to something more useful and desirable.

***MODELLING SUCCESSFUL PERFORMANCE
CAN LEAD TO EXCELLENCE***

If one person can do something it is possible to model it and teach it to others. In this way everyone can learn to get better results in their own way, you do not become a clone of the model – you learn from them.

***THE MEANING OF THE COMMUNICATION IS NOT SIMPLY WHAT YOU INTEND,
BUT ALSO THE RESPONSE YOU GET***

This response may be different to the one you wanted. There are no failures in communication, only responses and feedback. If you are not getting the result you want, change what you are doing. Take responsibility for the communication.

***THERE IS NO FAILURE, ONLY FEEDBACK.
RESULTS ARE GUARANTEED***

Our specific thoughts, actions, and feelings consistently produce specific results. We may be happy or unhappy with these results, but if we repeat the same thoughts, actions, and feelings, we'll get the same results. The process works perfectly. If we want to change our results, then we need to change the thoughts, actions, and feelings that go into producing them. If you want to understand, act – the learning is in the doing.