

NLP

Discovering your own excellence with NLP

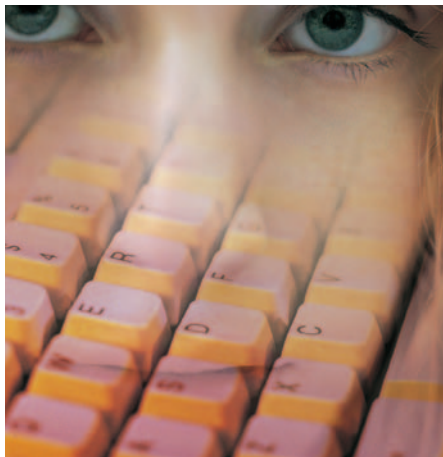
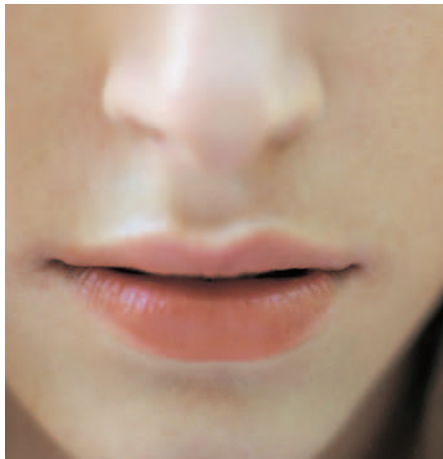
You've heard of NLP but what exactly is it?

Imagine somebody handing you the keys to a brand new car, you having never even seen one before and not being given any instructions whatsoever on how to drive it! Even if you figured out how to start it, my guess is that you would probably end up in a ditch!

You may have heard that inside our heads each of us possesses the most powerful computer ever created and yet nobody thought to create and give us the appropriate instruction manual. NLP is short for Neuro Linguistic Programming and NLP is about exploring what we do in life and how we do it! NLP was created in the early 1970s by Dr Richard Bandler a student of psychology at the university of California Santa Cruz, and John Grinder the then assistant professor of Linguistics. Neuro refers to how we organise our thoughts, Linguistic is about how we use language and how language affects us, and Programming relates to how we behave in different situations. The great thing about NLP is that it's easy to practice and you can discover powerful changes quickly which are extremely useful in daily life.

What pictures are you making, what are you saying to yourself?

I remember many years ago first taking a driving test and immediately after failing it, deciding to book another test as quickly as possible, even though this new test was in a geographical area I had never driven in previously. Unsurprisingly this lack of familiarity with the roads then meant that I failed the test a second time! By the fifth attempt, I



had begun to make pictures in my head of failing the test and even saying to myself not particularly useful phrases such as "This is a lost cause" and "you'll never succeed." Fortunately, on the fifth attempt success finally meant I was able to drive the company car that had sat outside my office all this time! Many of us talk to ourselves internally throughout daily life and sometimes the suggestions we make to ourselves are not always the most useful ones! Think about something that you have put off until this point in time, and consider what you would say to yourself that would better motivate you to now complete this activity. Now imagine how good you will feel when you have achieved this task!

Using NLP to build stronger relationships

In using the skills of NLP, we notice that the pictures we create inside our heads and what we say to ourselves (and how we say it) make a big difference on how we react and function in different situations. This is especially true in building relationships with others in both a work and social context. Imagine how many people when dating, generate anxiety and apprehension by making suggestions and creating pictures that are not helpful in this situation. How many people do you know personally that when out socially gaze across a room to see somebody they fancy and then say to themselves having never met this person "They probably wouldn't be interested in me." That may be the case, but then it may be far from true as well! In a seminar in America, 50 men stood in front of 50 women and

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the women had to without speaking, signal if they were interested in the man opposite. Amazingly, 95% of the men misread the signals and the primary reason for this was that they were so busy talking to themselves that they could not properly see who and what was literally staring them in the face! When we develop a more finely tuned sensory acuity we also develop greater potential to communicate with a wider range of other people.

A five-minute exercise to build confidence

One of the most commonly asked questions in public seminars is “How can I be more confident with myself and in relationships with others?” Confidence of course isn’t a “thing” in itself that we can acquire or purchase. Confidence comes from how we react in specific situations and how these situations affect us in differing ways.

Here’s an exercise you can try out for a few minutes that will demonstrate how easy it is to begin to tap into your inner resources to build your own greater confidence. One of the fun things about NLP is that because it’s about “subjective experience” everything is relevant to you as an individual!

Removing phobias with NLP

One of the most powerful uses of NLP is in removing phobias. Phobias can include all manner of life restricting scenarios, the most common of these being fear of flying, fear of snakes and spiders, fear of heights and fear of public speaking! Most extreme phobias can be cured in a relatively short periods of time, giving the individual

a new found freedom! During the 7 day NLP training with the Paul McKenna Organisation in London, delegates are taught the fast phobia cure and have the opportunity to “test their ability to help others” in a live situation. I was amazed when I attended the NLP Practitioner training in the late 1990s how I worked with a fellow delegate called Richard who previously had a severe snake phobia. Within just 20 minutes, he was perfectly at ease holding a snake in a relaxed manner and with complete confidence!

How do they do that?

Another key element of NLP is what we call modelling. If you see somebody with a major skill, the question is “how do they do that?” By learning how to use successful strategies, we can often develop our own skills. Of course we may not all become Tiger Woods overnight or a musical genius, but we can gain insights into other ways of excelling in our chosen area of life. Thousands of people all over the world are discovering how to use their inner resources to achieve new goals!

Nick Kemp is a Trainer with The Society of NLP, the creator of Human Alchemy and a freelance journalist. Richard Bandler regularly presents NLP seminars with the Paul McKenna Training Group. (See www.paulmckenna.com for more details about seminars.) Nick Kemp is running a two-day seminar using NLP skills with Tina Taylor titled “Tranceformations” in London in May 2004. Obtain a 20% discount by quoting this article and booking before March 31st 2004. For further information please telephone 01 274-622994 or email: nlp@humanalchemy.com

EXERCISE

- Think of a time when you were really confident.
- What image do you see when you remember this time. It doesn’t matter if you get a clear picture straight away.
- Is the picture in colour or black and white?
- What are you saying to yourself? (What sort of tone are you using to say it? For example are you speaking in a relaxed or whiney tone?)
- Now think of a time in the past when you have not been as confident as you would like to have been and repeat the exercise, collecting up the relevant information in the same way.
- Do you notice a difference?
- For example is this picture in a different place and more or less in focus than the previous one?
- Are you saying something differently to yourself and with a different kind of tonality?
- Now change the picture of the unconfident situation to the confident one. Make the picture brighter, bigger and more in focus.