Neurolinguistic Programming
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Lecture – 01

Introduction

A very good afternoon to all of you. Today, I am going to discuss Neurolinguistic Programming. The topic in question is really a very thought provoking and the little bit complicated also, but when we try to define it is neurolinguistic and programming. What is neurolinguistic programming? How to define it? So, we should know that neuro means nerves linguistic means language and programming means how to a produce how to process the entire system in our mind so, as the definition is that we must learn a to understand the out of awareness.

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Now, what is the meaning of out of awareness persuasion without knowing that you are persuading somebody and aspects of communication and we must never assume that we are fully aware of what we communicate to someone else that is to say it is should be very normal, it should be automatic, it should be spontaneous.

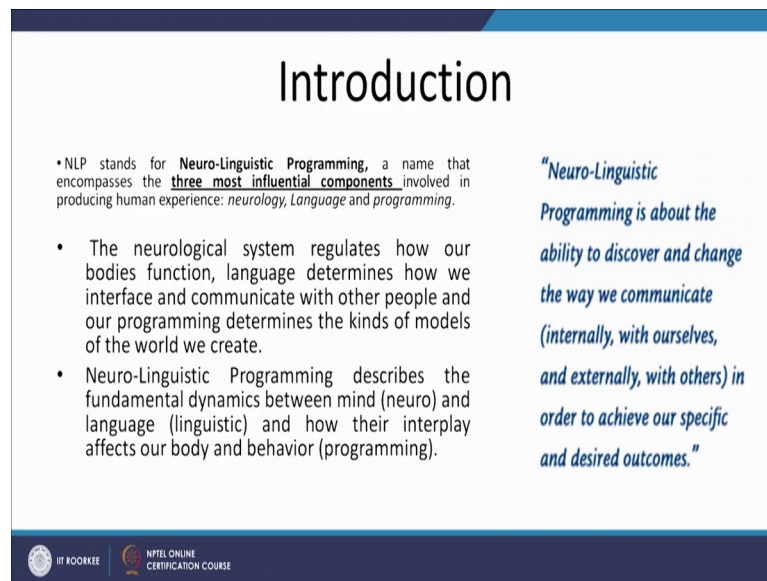There exists in the world today tremendous distortion in meaning as men try to communicate with one another I mean this is the quote by hall in silent language. So, slowly gradually we shall discuss that how important neurolinguistics and its introduction so, as I said that it is the nerves the language and the programming that is the processing.
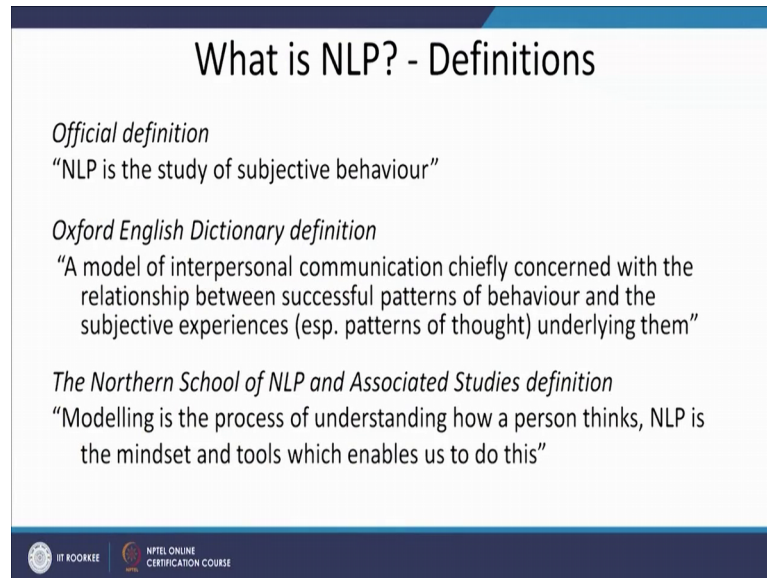
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So, it stands for a neurolinguistic programming a name that encompasses the three most influential component; what are this three influential component involved in this whole process neurology, language and programming.

So, the neurological system regulates how our bodies function, language determines how we interface and communicate with other people and our programming determines the kinds of models of the world we create means the type of language required to a particular situation. So, NLP that is neurolinguistic programming describes the fundamental dynamics between mind that is neuro language that is linguistics and how there interplay affect our body and behavior that is programming.

So, here is neurolinguistic programming and has the quote shows that the neurolinguistic programming is about the ability to discover and change the way we communicate internally with ourselves and externally with others in order to achieve our specific and desired outcomes to communicate in a very professional manner in a very effective

manner a specially in a professional world and in this globalized world NLP is a term which is very important to enhance the personality.

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So, what is NLP that I said that what could be and what should be the aptest definition of NLP so, some of the definitions I have quoted from dictionary as well. Official definition of NLP is the study of subjective behavior what does it mean subjective means very personal your internal, your mind is your mind your body or behavior is yours and the processing is yours. So, it is the subjective behavior that how you speak how you behave with other.
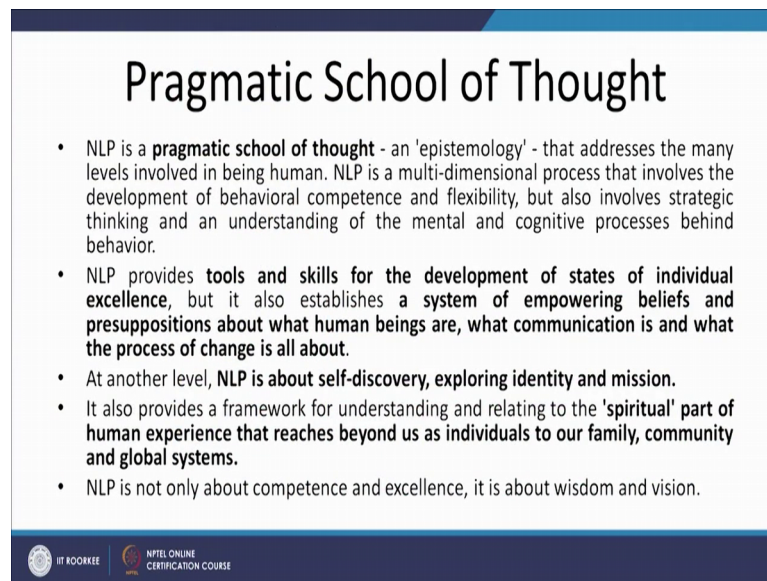
The other definition quoted from the oxford English dictionary a model of interpersonal communication, interpersonal communication chiefly concerned with a relationship between successful patterns of behavior and the subjective experience means that the sender and the receiver that is the interpersonal communication sender and the receiver, that is based on the subjective experience that is to say that how much you have trained your selves and then further the northern school of NLP an associated the study what they how they define.

Modeling is the process of understanding how a person thinks and NLP is a mindset and tools which enables us to do this a very important definition because any kind of communication that is to say the effective communication, the professional communication is based on modeling what is to model that is how to process. So, it is

some time very personal, it is sometime very subjective so, what is required a kind of training and NLP is kind of training that gives that how to enhance language.

Now, it is also said that NLP is the pragmatic school of thought. What is pragmatic school of thought? Very important to know if we analyze define the neurolinguistic programming so, NLP is a pragmatic a school of thought.

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Now, epistemology what does it mean that addresses the many levels involved being human, being human many level involves in being human that is that the very thinking process is already there in the mind in human mind. NLP is a multidimensional process that involves the development of behavioral competence. Behavioral competence I means it involves in the development because the earlier we discuss subjective behavior that is very personal to your.

So, development of behavioral competence and flexibility you have to accommodate and you have to adjust and you have to behave as per the situation demands, but also involves a strategic thinking and an understanding of the mental and cognitive processes behind the behavior. What is the strategy? A kind of planning, What is cognitive your mantel process.

So, as per the situation demand you have to revive and you have to relocate your communicative process so, NLP provides tools and skills for the development of a states

of individual excellence exactly. NLP neurolinguistic programming is a kind of method a kind of tool that gives excellence to a person to think to behave and to enhance enrich once language, but it also establishes its system of empowering beliefs. What is belief? The ideology belief the very way of thinking and presuppositions about what human beings are, what communication is and what the process of change is all about because we all know that the language is alive. Language is alive means language needs changes and how language needs changes with the development of society and how we recognize and how we realize that society is changing it is our brain.

So, an another level at another level neurolinguistic programming is about the self discovery, very important introduction to neurolinguistic programming is self discovery, what I personally think that have this scenario in the present age of 21st century science and technology. It is not important that you are having higher ccpa, what is important that how you excel, how you unaired unfold in front of other so, it is about self discovery exploring identity and machine.

It also provides a frame work for understanding and relating to the spiritual part of the human experience that beyond us as individuals, to our family, community and global system. What is spiritual part? It does not mean some kind of religion, some kind of rigidity. Spiritual means a kind of purity, a purity of thought a very noble kind of a strategy so, it is not only about competence and excellence it is also about wisdom and vision.

So, you must have seen that NLP is very very important tool to enhance your personality your thought and your communicative process. So, that is why it is pragmatic school of thought it is practical, it is not something you get from the book, get from somewhere. It is that you have to developed with a help of curtain training and curtain practice and curtain exercises and this neurolinguistic programming that will certainly help you to develop your skill as a human being.

Now, 6 main building blocks of NLP what are those because we are still in the area in the part of introduction of NLP. As I said that the name the topic in the question is sometime very I mean complicated, it people think that it is a medical term, but it is a very much a psychological term, it is very easy to know yourself. So, what are the 6 main building blocks; the first is neuro that is it studies and works with a mind how we think and how we store our past experiences putting them to good use if the need arises. Exactly this is how we develop our personality.

We have everything in our mind I mean how we produce language lang and parole that is there, What is lang? What is parole? The abstract and the concrete knowledge of language, similarly the experience, the etiquette, the manners, the idea that this situation what kind of situation is this and what kind of language is required. So, you are talking to whom, talking what and why these are very important part and that the nervous system the NLP programming provides you supports you then linguistic. The use of language verbal and nonverbal both affects us and NLP constructs its model on that using language and language pattern towards the desired goals. I mean this is the very professional world so, when you speak where to speak how to speak as I added earlier.

So, it is very important that your verbal as well as your non verbal gesture posture should also be as per the need of the desired situation because it is said that a non verbal is very important language. How 65 percent of language you know out of 100, it is nonverbal

language that is important. So, you have to take care of that also and programming, What is programming? The ability to organize our action, very important I mean suppose you are giving a presentation and you are nerved or you are stress you are shy you are introvert. I mean it hardly matters when you are coming in front of the professional world, How to control? How to program the desired communication to the desired situation?

So, the ability to organize our actions thoughts and access to our past experiences can be self programmed sequenced, in the best way to aid in achieving our specific desired goals. As I said that is in this world I mean 20 percent of science and technology you have to take you know I mean experience of your previous experience and also the present situation. So, this is how you programmed if the desired the required language, communication and your personality has the desired, you know situation attitude it works on the best physical and emotional state to accomplish a task and produce best result in different context. Your attitude this is how I said the entire nervous system, the nerves everything this is the computer system and antenna is there and we receive all the emotions and the feelings so, how to control a particular feeling that is our attitude.

Modeling this involves that is to say neurolinguistic programming involves modeling successful people actions to achieve similar result. It is starts by asking good questions and moves on to learning without letting our intellect therefore, interfere with our learning. Yes, I mean we learn with a help of experiences with other also so, questioning and answering yourself question also you ask yourselves that is why the NLP is also a kind of self discovery exercise.

You question yourselves and question others also you can make a frame work for giving a very good communication that is professional and then techniques a positive attitude and a passion for modeling will result in many new techniques. Yes, if you have positive attitude to learn to know your audience, to know your student, to know your client, to know your friends you yourself can develop various techniques at which is I mean of course, neurolinguistic programming and people practicing neurolinguistic programming have produces many useful techniques to help others to reach their objectives and overcome blocks where appropriate.

So, what I want to say that when we discuss the introduction of neurolinguistic programming it is not a medical terms that is neuro and linguistic and then programming. It is about your own self, it is a kind of self discovery how we control our brain, how we control our nervous system, how we work in a professional world with a help of programming and linguistic.

Of course, language that is the only mode whether it is verbal or nonverbal only mode to connect yourself with the other and that is very important to move in the world to achieve the destination and to get the desired goal. So, still we are discussing NLP and the introduction of NLP.

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Now, very important to know about neurolinguistics fundamental presuppositions because we are trying to unfold actually what neoro linguistic programming is. The first presupposition is the map is not the territory, What does it mean that map is not the territory? As human being we never know reality that is true because still there are things which needs to be unlayered and which needs to be unfolded.

We can only know our perceptions of reality whatever we see, what is the perception? Whatever we see from our naked eyes we experience and respond to the world around us primarily through our sensory representational system through nose, through eyes I mean through mouth, a smell all other this is the sensory you know system. It is our

neurolinguistics maps of reality that determines how we behave and that gives those behavioral meaning not reality itself.

Yes, suppose I am looking at this table, this is the reality, this is a table but there are other aspects also that how to use this table, where to use this table, for whom this table should be used. So, the reality whatever we are seeing is not the territory beyond that also we apply our brain and we apply our senses as well do, it generally not reality that limit us or empower us, but rather our map of reality. So, map of our reality map of reality means that the mind can move far and far and far so, whatever we are looking at this is the table our mind our nervous system can tell us more and more about this the use of this so, this is the first presupposition that the map is not the territory.

Now, the other is very very important and valuable in this regard life and mind are systematic processes. Now, why life is systematic and why mind is systematic life depends on mind if heart is important mind or brain that is very important remember in the previous slide, I said that neurolinguistic program is also a belief system. What is belief system? A kind of ideology, you have certain principles, you have curtain ideas on which the entire your activity is best.

So, life and mind are systematic process, what does it mean? The processes that take place within a human being and between human beings and their environment are systematic. A life is systematic as you know we grow older and older and with this growing of age we also get educations, education according to the age and later on work according to the age, according to the need. So, it requires to adopt some kind of system if we talk of life and mind.

So, the process that take place within a human being and between the human beings and their environment system are systematic. Our bodies, our societies and our universe form an ecology of complex system and subsystems all are which interact which and mutually influence each other, very important point about the fundamental presuppositions of NLP what a what it is. The ecology complex system, what does it mean ecology of complex system? Your surroundings, ecology means your surroundings we are in a society we are midst a human being, we are with a human being of various types.

So, the complex system because you man is a social animal he cannot be isolated so, he is in a system that is the society, ecology complex system and also subsystems which

interact with at mutually influence other . That is why it is as said that it is a family, house that is the first, college that is the first school, from family we are start learning right from our childhood. Later on in the society because we start moving outside the home that is why this ecology of complex system and subsystem also gives a kind of experience and strategy to develop our personality.

So, subsystems are based on certain self organizing principles and naturally seek optimal it states of balance or homeostatic. Now, in most of the interviews I have seen, I mean a very good organization so most of the interview they give the cases studies to the students solve it. Some cases study which is very very tough kind of situation, how to solve it because you are in a society you are not alone. So, what kind of strategy you are going to apply to solve problem, what kind of theory or techniques you are going to make this system very smooth.

Now, this all we learn with a passes of time, with our experience that is why life and mind are systematic process life is something else and mind is something that we perceive that we gather and based on that we develop our personality. How to go with the situation? How to handle the situation? How to force the situation? This is all are life and mind so, in a sense all of NLP is founded on two fundamental presuppositions.

We talk about six sense, what is six sense? It is a kind of alertness, it is a kind of antenna, if you think more and more naturally your antenna is alert and that takes the vibration of the future happening, it happens this is also a part of neurolinguistic programming. So, rightly said that map is not the territory that is to say that whatever we see from our naked eyes that is not only the reality.

Even beyond that also there is a reality and life and mind are systematic processes move you know with the passes of time very systematically and cohesively make a person perfect. Then origin of an NLP remember we are discussing a neurolinguistic programming so, it is also very important to know about how these term coined, Who was the originator of neurolinguistic programming? In what condition neurolinguistic prog programming originated? Who are the profounder of the term neurolinguistic programming? So, the two name occurred very prominently John Grinder and Richard Bandler.

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So, whenever we talk of the neurolinguistic programming, it is Grinder and Bandler for the purpose of making explicit models of human excellence human excellence.

Now, these two are the persons and you can say the scientists who make use of neurolinguistic programming and the first work their structure of magic volume I and volume II came out in 1975 and 1976 respectively, identified what they identified the verbal and behavioral patterns of therapist Fritz Perls, the creator of gestalt therapy and Virginia Satir internationally renowned family therapist .
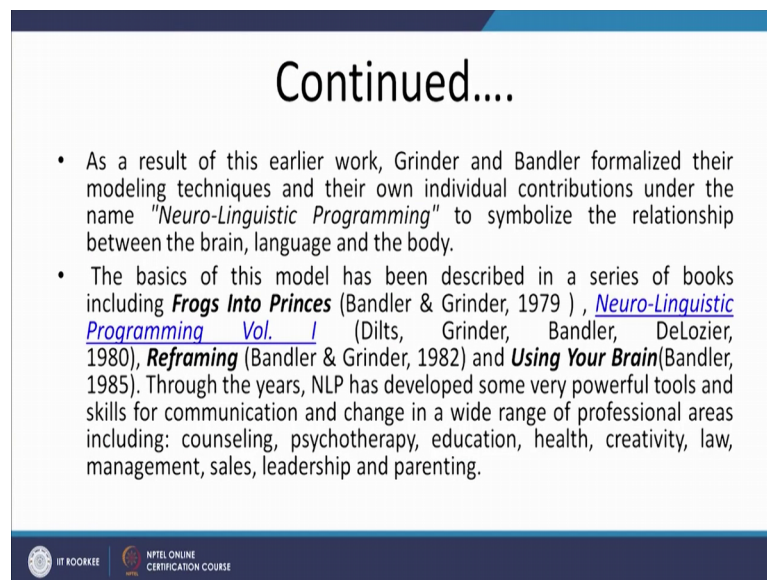
Now, these two person they coined these two word to promote some kind of you know help in the disease, in the personality that is why they are using as a therapist and the next work Patterns of Hypnotic Technique of Milton H. Erickson and M.D. volume I and II again 1975-76 examined the verbal and behavioral patterns of Milton Erickson I mean very famous name whenever we talk of hypnotic model of NLP that we shall discuss later on.

Founder of the American society of clinical hypnosis and one of the most widely acknowledged and clinically successful psychiatrists of our time so, we are discussing the NLP introduction and definition of introductions it that is why it is very important to know about the origination of NLP and the these two persons they are responsible for coining these this activity that is neurolinguistic programming.

As a result of this earlier were Grinder and Bandler formalized their modeling techniques as I was discussing hypnotic technique by Milton so, it is a modeling technique and their

own individual contraventions under the name neurolinguistic programming to symbolize the relationship between the brain language and the body, I mean this is how NLP came into existence. Now the basics of this model has been described in a series of books including Frogs Into Princess, Bandler and Grinder 1979.

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Neuro Linguistic Programming volume I, Dilts, Grinder, Bandler, DeLozier 1980, Reframing Bandler, Grinder 1982 and Using Your Brain Bandler, 1985 though through the years NLP has developed some very powerful tools and a skills for communication and change in a wide range of professional areas including counseling, psychotherapy, education, health, creativity, law, management, sales, leadership and parenting too. So, it is not only that in in professional world it is important even it is in the personal life it is very important.

So, today we what we learned we learned introduction to NLP, what we learned what should be the aptest definition of neurolinguistics programming. It is the process of nervous system then language and then the processes of processing of the brain. How to process the language that is already there in our cognitive system, we also discussed that how and why we use it and the two pre suppositions that ma map is not the territory and life and mind goes systematically.

Whatever we see can be a perception, it is beyond that and NLP is a therapy a technique that gives us the excite the very a strength to know more and more a about our nervous

systems so, as to process a very fine communication model life and mind goes systematically. We also discussed today that there is a proper relation a very close relation between life and mind, if the mind is controlled life is controlled so, life and mind move strategically very systematically and cohesively and we have seen that it is Grinder and Bandler, who coined this term neurolinguistic programming.

Now, in the later week we shall discuss the modeling of NLP also we have I have already started the modeling because NLP is generally used in curtain disease also like aphasia like forgetfulness like some injury in the brain. So, hypnotic process that is a meta model, I mean coined by the Milton Erickson; so, we can discuss all these model and the strategy the techniques to counter such diseases.

So, it is not only NLP is not only not only a kind of communicating system, but it is also a kind of remedy to overcome like aphasia like forgetfulness or like any me mental injury. I think that in the present world the neurolinguistic programming is very important to enhance ones personality, as I said that in the coming week I will also discuss the scope of neurolinguistic programming as well as the model.

Thank you very much.