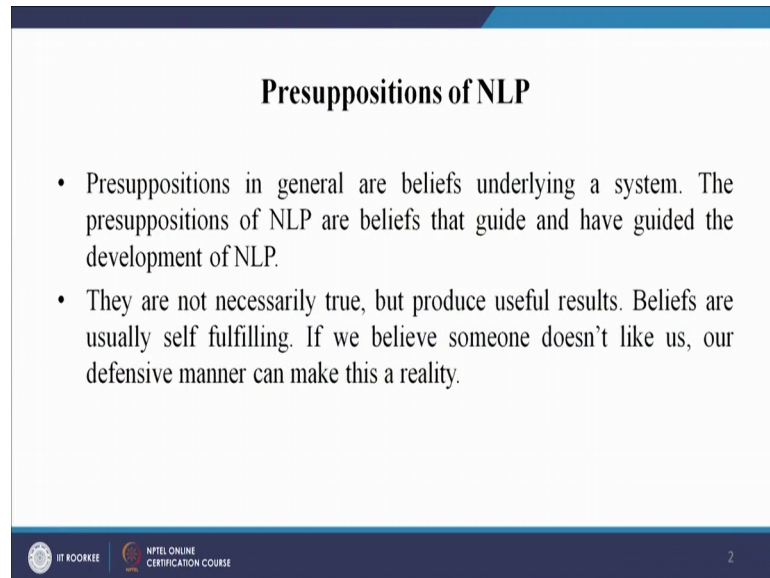


**Neurolinguistic Programming**  
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**Lecture –11**  
**Presuppositions of NLP**

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**Presuppositions of NLP**

- Presuppositions in general are beliefs underlying a system. The presuppositions of NLP are beliefs that guide and have guided the development of NLP.
- They are not necessarily true, but produce useful results. Beliefs are usually self fulfilling. If we believe someone doesn't like us, our defensive manner can make this a reality.

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Hello friends, today we are going to discuss presuppositions of NLP. Let us know what is presupposition, what is NLP presupposition, NLP presuppositions form the basic beliefs and attitude that effective NLP practitioners work and live by. Now, what are these presuppositions? So, in general presuppositions are belief underlying a system and the presuppositions of NLP are beliefs that guide and have guided the development of NLP. They are not necessarily true, but produce useful results. Beliefs are usually self-fulfilling. If we believe someone does not like us, our defensive manner can make this a reality.

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If we believe we can master a skill, we persevere until we do.

- These beliefs are as follows:
- **The map is not the territory** : The way we represent the world refers to reality, it isn't reality itself. We don't respond to reality. We respond to our internalized map of reality. How we represent things are our interpretations. Interpretations may or may not be accurate.

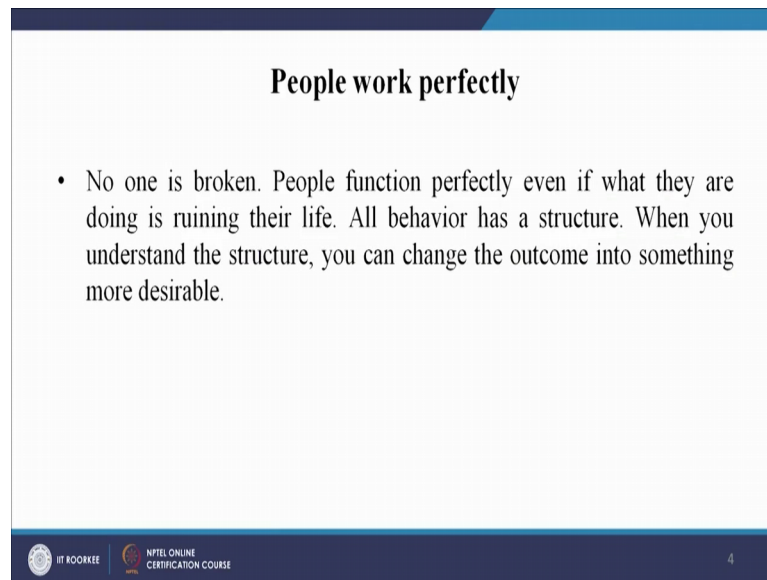
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So, the first is the map is not the territory. What is map is not the territory, people represent the world internally to create their own personal and subjective realities. We respond mainly to our internal experience that is map of reality to the external reality itself. How we represent things in our mind are our interpretations of interpretations may or may not be accurate; and in any case, these interpretations will determine how we experience each moment, and therefore the foundation of our experience of reality in the future too.

So, the way we represent the world refers to reality, it is not reality itself. As I said that there is a compartment in the mind and we make the things according to our perception that is already reserved in the mind. So, how we represent things are our interpretations and interpretations may or may not be accurate, this is what I want to convince you that interpretation maybe as per our choice, as per our design or as per our previous experience based on that, so that is why the map is not the territory.

And it is one of the very important presuppositions of neurolinguistic programming, because as I said that presupposition means belief the system the preconception and on which the entire action is based. Now, there are 13 or 14 presuppositions of neurolinguistic programming, which I discussed earlier also, because when we discussed neurolinguistic programming, what is important is the presupposition, what are the factors there in your mind to govern you to dictate your personality very important.

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**People work perfectly**

- No one is broken. People function perfectly even if what they are doing is ruining their life. All behavior has a structure. When you understand the structure, you can change the outcome into something more desirable.

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Now, this second presupposition people work perfectly. No one is broken. Yes, people work perfectly means good or bad; integration, unity is there in ones personality. So, no one is broken people function perfectly even if what they are doing is ruining their life. You must have seen some of the students some of the person moving on a path that lead to devastation that lead to disaster, but they are of the view that whatever they are doing it is ok, it is fine, and they accept the disaster the devastation that may likely to come in their way. So, no one is broken it is not something that good is something that some substantial work or bad is something that is unsubstantial work.

Even a bad doer thinks that he or she is doing something very good or substantial. So, all behavior has a structure, when one understands the a structure, one can change the outcome into something more desirable that is why it is said that you leave some a scope some room to revise yourself. Only then you can use the resource that is why this line this tag people work perfectly means, whatever the circumstance, whatever the belief a person work with all unity or integrity. So, very important to check once belief from time to time, people make the best choice available at any given time.

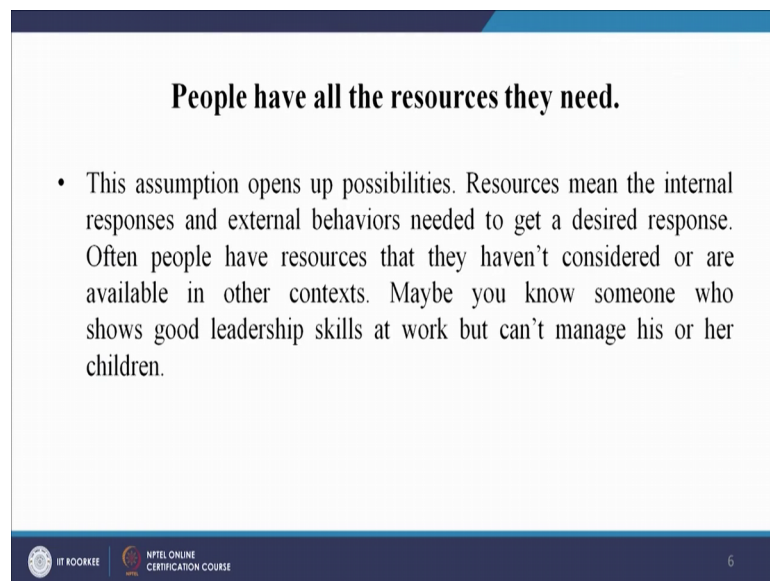
If you remember, I discussed flexibility too and flexibility or flexible behavior is one of the very important aspects of neurolinguistic programming, because what is the purpose of neurolinguistic programming to build up your character to enhance your personality. So, when we talk of enhancing personality or building up character then it is very

important to take care of resources. And to take care of resources or to make the best choice of the resources what is required flexibility, the open mind attitude.

So, the idea is to add choices and resources when one takes away choices other compensating behavior can occur. So, when one way is not going to lead you towards the path of success, naturally, the other sources you can take as an experimentation and you can lead to towards the success. So, people make the best choice available at any given time that is accommodative, and this is what called flexibility.

You are trying to get a very good a smart class to give your talk, but suppose that is not available. What is important then? Important is that whatever the circumstance, whatever the resources, you have to accommodate it. And you have to adjust to work done and this is how it is that the people make the best choice available at any given time. This is really a kind of flexibility flexible behavior.

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**People have all the resources they need.**

- This assumption opens up possibilities. Resources mean the internal responses and external behaviors needed to get a desired response. Often people have resources that they haven't considered or are available in other contexts. Maybe you know someone who shows good leadership skills at work but can't manage his or her children.

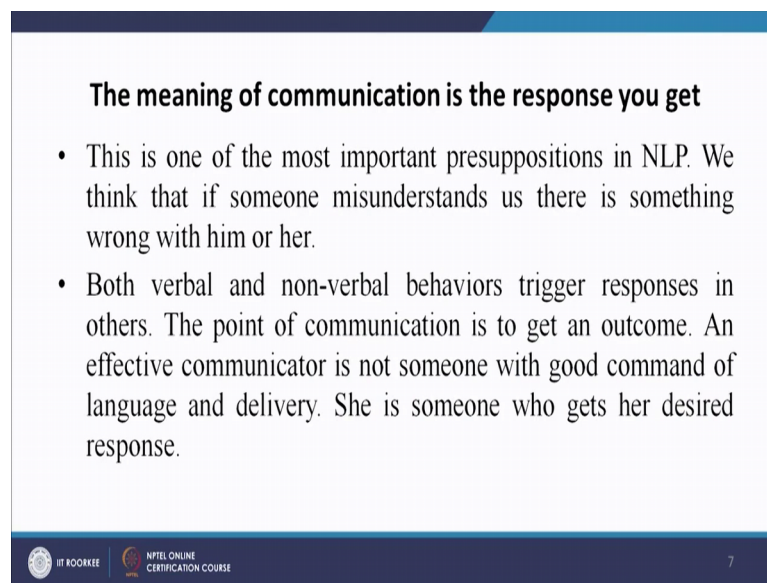
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People have all the resources they need. Now, this assumption opens up possibilities. Why people have all the resources they need, if you need something and if you work in that direction you will get it. So, people have all the resources they need is perfectly all right with this explanation that resources mean the internal responses and external behaviors needed to get a desired response. What does it mean? Resources mean the internal responses means a person responds and the external behaviors mean the behavior accommodating all the external factors needed to get a desired response.

The response towards which a person work, often people have resources that they have not considered or available in other context. So, people have resources that they have not considered I mean if you are not flexible, if rigidity is there, if there is blocked in your mind, naturally, you would not be able to take out the best resource, whatever available there. So, maybe you know someone who shows good leadership a skill at work, but cannot imagine his or her children very true it is not necessary, it is not compulsory all the time that you are a very I mean good student, topper, gold medalist, but you are a very good teacher too.

So, I mean there are two part of the person the inner and the outer. How much you are making use of the inner talent of yours to make it out that depends on the personality. So, that is to say that people have all the resources they need. But, how to use it, how to present it and how to show it to the society that is very important and these are all presuppositions of NLP.

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**The meaning of communication is the response you get**

- This is one of the most important presuppositions in NLP. We think that if someone misunderstands us there is something wrong with him or her.
- Both verbal and non-verbal behaviors trigger responses in others. The point of communication is to get an outcome. An effective communicator is not someone with good command of language and delivery. She is someone who gets her desired response.

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Now, the meaning of communication is the response you get or one gets. Now, this is one of the most important presupposition in NLP. Why it is very important? Because, we think that it is someone misunderstand us there is something wrong with him or her. We never try to locate our self that something is wrong with us also, can be both verbal and nonverbal behavior trigger responses in others. The point of communication is to get an

outcome. An effective communicator is not someone with good command of language and delivery. She is someone or he is someone who gets his or her desired response.

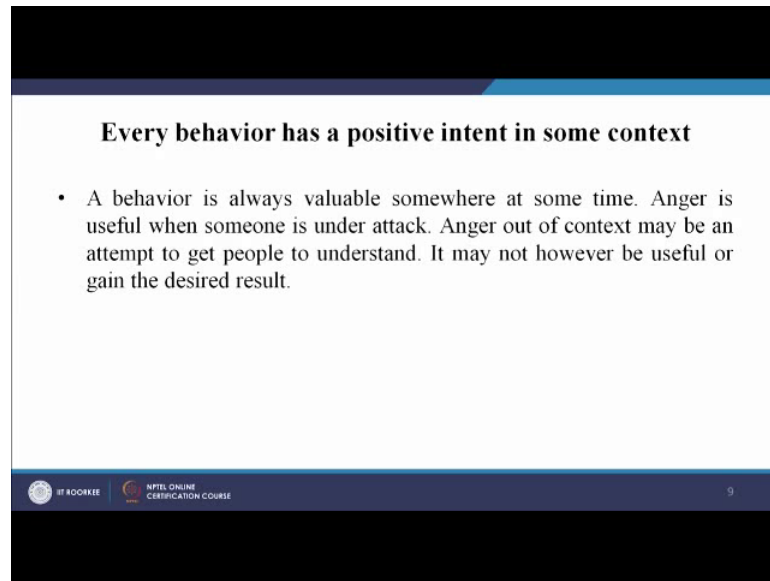
Suppose, I want to deliver a lecture on a particular topic, suppose NLP. If I could be able to convince the student that what is NLP and the use of NLP, the purpose is served. And while delivering talk regarding the NLP or the communication importance of communication both verbal and nonverbal behavior work together effectively. Perhaps you should know that non-verbal behavior has 65 percent in a verbal the total communication verbal communication. So, imagine how important non-verbal communication is, your gesture, your posture, your facial expression that gives also a message that is why communication is an outcome.

Silence is also a kind of communication, noise is also a kind of communication. So, when you communicate with somebody, even with your own self, feedback is the outcome. And, whenever you are making a very effective communication, the feedback is always good and positive. Now, you cannot not communicate, what does it mean? Now, we are always communicate either verbally or nonverbally. Even the absence of a response is information this is what I told you just now, that silence is also a kind of communication.

You are carrying a conversation with a person. Suppose, something does not fit to the other person naturally, he or she will maintain a silence that shows the negation that shows that he or she is not happy with the outcome. And when someone stops talking suddenly or becomes quiet that also shows some kind of discontentment some kind of dissatisfaction.

So, it is not possible that if I say that I cannot communicate, communication is always on even with your mind and that is also the presupposition. If you are doing good in the exam, you will just start a dialog with your own self. Yes, I have done well, but if wrong, if faulty, you will maintain a dialogue with your mind that yes it is not up to the marks that. So, this is also one of the very important presuppositions as the earlier previous one that meaning of communication is the response you get. These two are very important because, the neurolinguistic programming is entirely based on your understanding, your communication, your rapport, your flexibility and your presentation. How you present yourself to get the desired response to get the desired result.

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**Every behavior has a positive intent in some context**

- A behavior is always valuable somewhere at some time. Anger is useful when someone is under attack. Anger out of context may be an attempt to get people to understand. It may not however be useful or gain the desired result.

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Now, every behavior has a positive intent in some context. What does it mean? A behavior is always valuable somewhere at some time. Behavior is very important, very valuable and I told you that nonverbal is important than the verbal and it has 65 percent value in the entire communication. Now, anger is useful when someone is under attack. Yes, I told you that suppose, you are not liking someone's some attitude, some conversation the best thing is to maintain silence.

Silence is a kind of attitude that shows your discontentment, I told you earlier also. Anger out of context that is the situation may be an attempt to get people to understand. It may not; however, be useful or gain the desired result. Anger out of context may be an attempt to get people to understand. Maybe, I mean you are showing your discontentment, but it may not; however, be useful gain the desired result.

Yes, very true, because, every behavior has a positive intent in some context. Sometime anger too has its positive result, if the context is as per the situation. But, if the context is not as per the situation or the attitude, then the value of the anger or a particular behavior may not be useful that is why this presupposition is as important as the map is not the reality, map is not the territory, because, behavior is the signal of your personality.

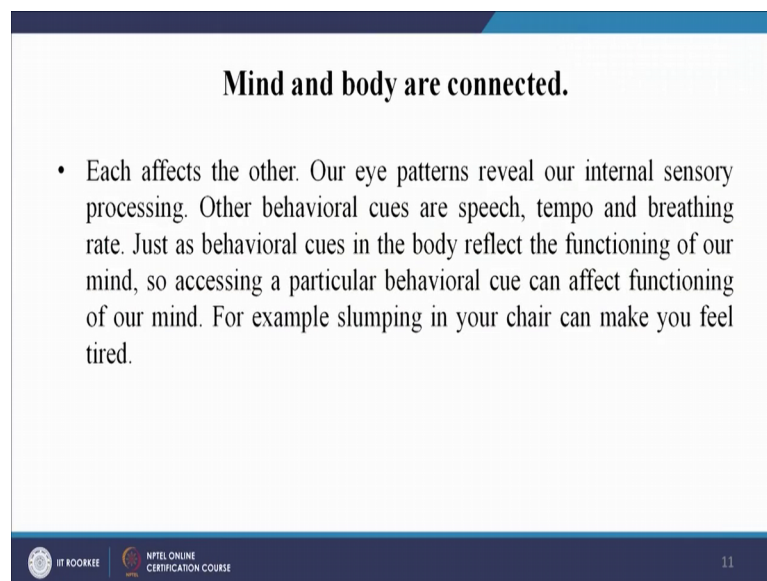
Again, I repeat that neurolinguistic programming is a kind of programming that shows the connection between your mind and your heart. Between your language communication and your thought and it is a complete program towards a positive result.

So, every behavior has a positive intent in some context and if the context demands anger, sometimes anger too becomes positive.

Now, there is no such things as failure only feedback. We all know that toward is the human that is to say that committing failure, error is typical human nature. But, why we become upset, why we become disappointed, why we become depressed and we become depressed I mean as per our nature that we cannot move ahead. But, this is the most hazardous attitude if we talk about neurolinguistic programming that is why the heading there is no such thing as failure only feedback is important. It is also one of the presuppositions the belief and that is why it is rightly said every result gives you information even the failure.

If you fail in the exam, now every time I mean from the next time you will be prepared that what kind of behavior or what kind of mistake you commit you should be careful. So, the failure is a kind of lesson to give you to move towards a right direction that is why every result, every result means what failure as well as success gives you information. Information, a correct information, a useful information, a positive information, it is not possible all the personality that to get success in life and it is through only failure one may become a great person.

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**Mind and body are connected.**

- Each affects the other. Our eye patterns reveal our internal sensory processing. Other behavioral cues are speech, tempo and breathing rate. Just as behavioral cues in the body reflect the functioning of our mind, so accessing a particular behavioral cue can affect functioning of our mind. For example slumping in your chair can make you feel tired.

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As I said, mind and body are connected. Each affects the other. Our eyes pattern reveal our internal sensory processing. Other behavioral cues our speech, tempo breathing rate.



Just as behavioral cues in the body reflect the functioning of our mind. So, accessing a particular behavior cue can affect functioning of our mind. For example, slumping in your chair can make you feel tired. Yes, you are very tired and if you are going to your bed, it may give you a feeling of relaxation. As well as, the feeling that how much you are tired that is why mind and body always connected failure that is the mind and the body how you present it.

So, every result gives you information, you are tired and you are lying on a comfortable bed, comfortable sofa couch. It will give you the information that you are very tired. So, as to get the relaxation. Now, possible in the world possible for me this is also one of the important presuppositions how that individual skills are a function of the development and sequencing of representational system. Any skill, talent or ability that an individual has can be broken down into its components and taught to anyone who does not have severe physiological or neurological damage. Very true individual skills what is individual skills function of the development and sequencing of representational systems.

What is NLP? NLP is also a kind of training to train a person to give a skill what kind of a skill to make a good enhancing personality and any skill, talent, ability that an individual has can be broken down into its component and taught to anyone. Yes, I mean a great scientist. So, to get the quality of that great scientist and studying very minutely his behavior can be transferred to other character to other individual if the other individual or the target individual has no problem both in terms of physiology or in terms of neurology.

Now, representational systems that are not fully developed can cause some learning difficulties and this preposition is the basis of NLP modeling. We have discussed NLP model different models, but a representational system you know mirroring system I have already discussed while discussing NLP model. Mirroring means to follow someone even you can follow yourself while looking into the mirror.

So, representational system is fully develop can cause some learning difficulties, but this presupposition is the basis, why it is the basis, because this can give you the idea to make certain changes also whenever it is required. So, completely following like the mirroring system may create some difficulty, but you can rectify with your own views and learning and attitude.

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**The person or element with the most flexibility in a system will have the most influence**

- This is the Law of requisite variety from systems theory. This means the person with the most options and behavioral choices will control the system. In any field, the top people in that field are those who have the most variety in their behavior. They have choices of behavior that their colleagues don't.
- Any time you limit your behavioral choices you give others the competitive edge. If you are able to respond to any situation in a variety of ways, you are more likely to get your outcome

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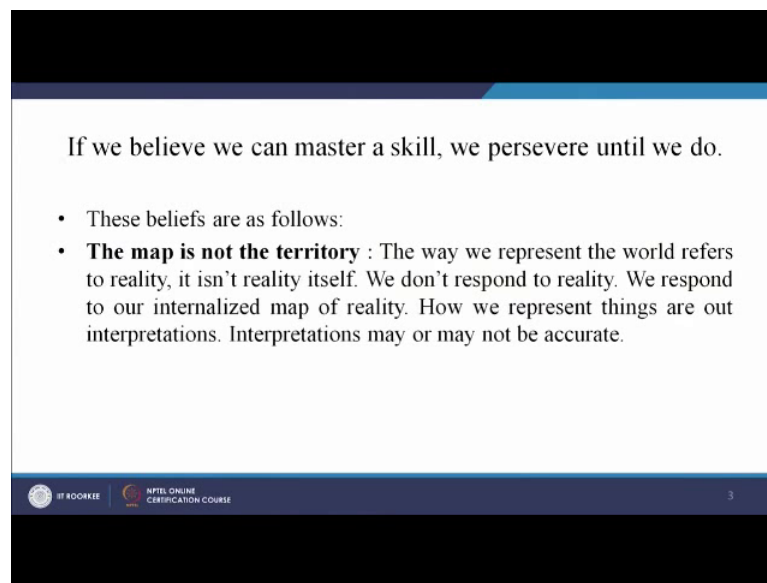
Now, the person or element with the most flexibility in a system will have the most influence, very true. We are discussing the presupposition of NLP. Now, why the person or element with the most flexibility in a system will have the most influence. This is the law of requisite variety from system theory. And this means that the person with the most options and behavioral choices will control the system. In any field, the top people in that field are those who have the most variety in their behavior. They have choices of behaviors that their colleagues do not.

Yes, I mean for example, politicians they have extra quality, and it is very difficult to read their mind. Whether their angry, they are happy, they are satisfied very difficult, why because they have flexibility in their personality. And they adjust according to the mood of the mass. So, this is the law of requisite. Required variety from system theory, it is a system, how you develop, how much you are going to control your nervous system, and is the system theory called system theory.

And if a person adjust in any given circumstance and maybe other not, it is the colleague who adjust in any circumstances a kind of achievement. Any time you limit your behavior choices you give others the competitive edge. If you are able to respond to any situation in a variety of ways, you are more likely to get your outcome. It is useful in the sense that if you have no other option, only one option to attack to a person to a situation, naturally, you will be read you will be located very easily by other.

So, it is always good if you have n number of choices, n number of resources and more important that how to use those resources in a given circumstances. So, friend we have discussed the various presuppositions in which that map is not the territory that we should come out of the belief system. We should come out of the pre occupied notions sometime to get the desired response. And if we develop this flexible quality within us, naturally, we shall be successful in the way that any circumstance, we can make ourselves accommodative in that particular circumstance.

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If we believe we can master a skill, we persevere until we do.

- These beliefs are as follows:
- **The map is not the territory** : The way we represent the world refers to reality, it isn't reality itself. We don't respond to reality. We respond to our internalized map of reality. How we represent things are our interpretations. Interpretations may or may not be accurate.

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So, these presuppositions are there are number of presuppositions n number of presuppositions. But, I have discussed a few important one in which the very important one is that the map is not the territory. So, we should come out of that and people work perfectly. I have already discussed in detail that how we should understand the nature of work and the nature of the desired outcome.

We should also realize that the third-one, which is the people make the best choice available at any given time that is the best use of the given resources and then required resources as per the circumstance. The meaning of communication which is a kind of response, that is also very important and the behavior which has a positive intent to some context.

So, what is the conclusion? Conclusion is that these are the presupposition. And a person should understand all, and after understanding all, these presuppositions one can open

the mind, one can move ahead, one can use other resources to create a complete personality as per neurolinguistic programming.

Thank you very much.