Neurolinguistic Programming
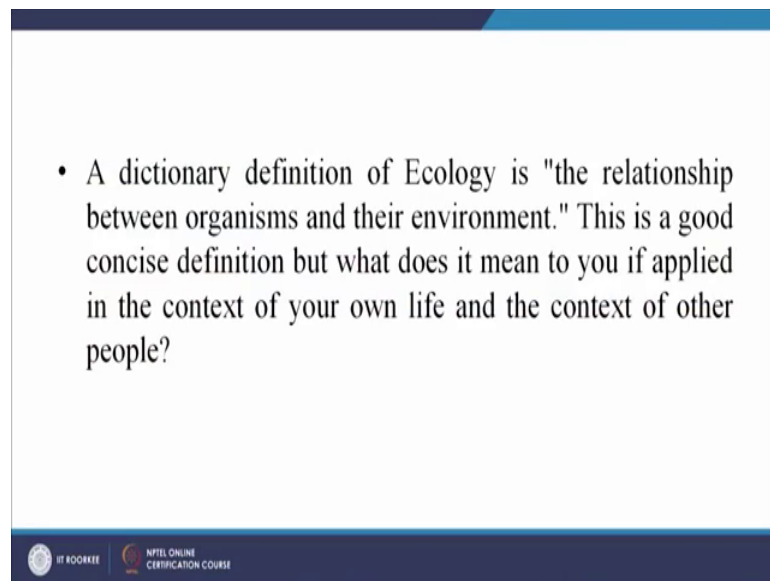**Dr. Smita Jha**
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Lecture - 14
Outcome & Ecology

Hello friends. Today we are going to discuss outcome and ecology in relation with the Neurolinguistic Programming. As we all know that outcome and ecology is very important, while discussing neurolinguistic programming. Let us start with ecology which is very important aspect of neural linguistic programming, what is ecology? A dictionary definition of ecology is the relationship between organisms and their environment this is a good concise definition.

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- A dictionary definition of Ecology is "the relationship between organisms and their environment." This is a good concise definition but what does it mean to you if applied in the context of your own life and the context of other people?

But what does it mean to you if applied in the context of your own life and the context of other people, because ecology is a kind of situation the surrounding of a person going through some training.

So, it is important to know the context of a person, when he or she is in a particular training. Ecology in NLP is the study of the consequences or results or impact of any change that occurs on the wider system. Ecology is the study of consequences in NLP it is the dynamic balance of elements in any system a concern for the overall relationship

between a beam and it is environment the overall relationship between a person and their thoughts is strategies, behaviors, capabilities, values and beliefs.

Now, it is important to take account of ecology. So, that one can a study the possible consequences of a planned action or change and also so that NLP does not become manipulative.

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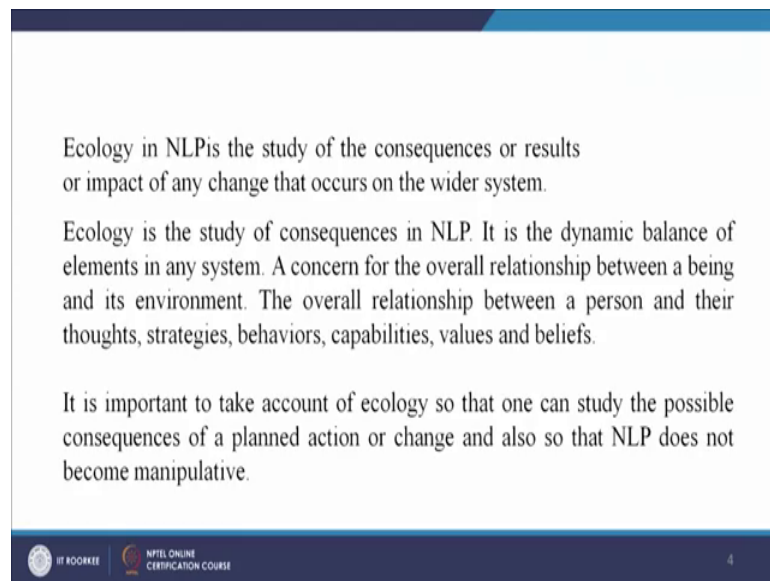
The concept of ecology in neurolinguistic programming touches on some interesting nominalizations, like self and other because as I said that it is a kind of application a strategy applying to other maybe it is client or any other person.

So, it is on some interesting nominalizations like self and other ecology in NLP can be described as the actions behaviors and attitudes that are necessary to ensure your own continued personal well-being. So, that you are emotionally, mentally, physically a stable. Similarly if acting as an agent of change then by way of your actions behaviors and attitude with other human beings you ensure their continued personal well-being, that is to say that ecology means the relationship between the 2 person between the 2 factors between the 2 target.
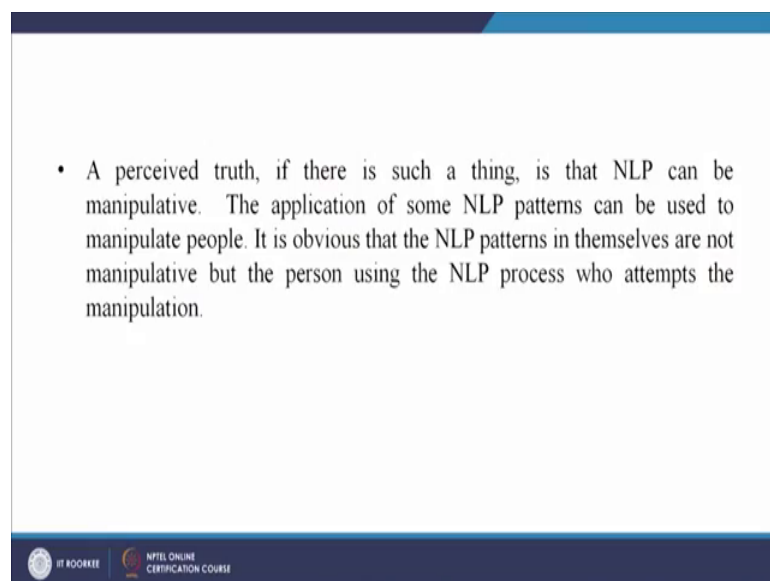
Now influence or manipulation as I said that neurolinguistic programming cannot be a manipulation as we generally find in advertisement. Advertisement is also a kind of

ecology that persuades a person to go for that particular aspect in a way we can say it is a manipulation.

So, the question is influence or manipulation people are attempting to influence us all the time in many context and situations. From our parents, when we were children to supermarket advertising trying to tempt us with pictures of delicious and rapid apple to advertising painted, on the side of commercial vehicles. There are attempts to influence us all around NLP to uses some of these attempts to convince a person, but I am going to analyze that what is manipulation and what is influence and what ecology does in terms of neurolinguistic programming?

This is the ease of globalization this is the ease of digitalization. Now through digitalization one tries to influence other in maximum manner, whether it is sales and marketing, whether it is in personal life. So, ecology is influence or manipulation that is a big question a perceived truth if there is such a thing is that NLP can be manipulative.
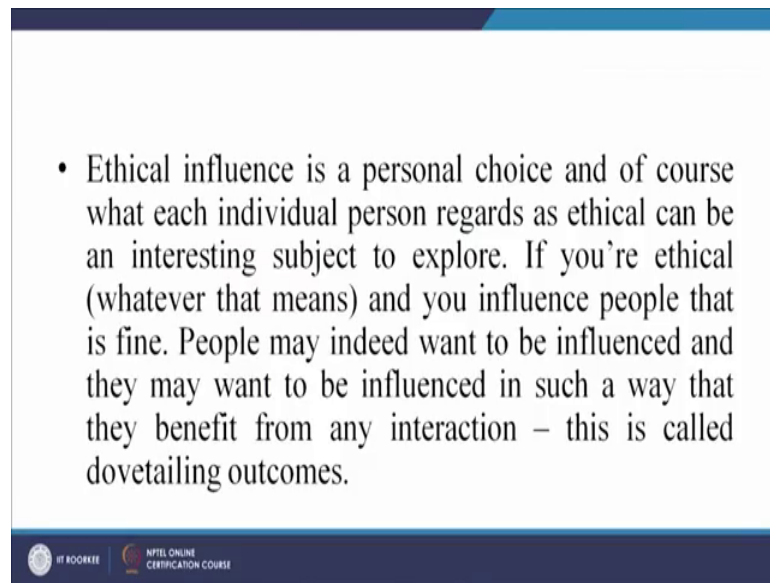
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- A perceived truth, if there is such a thing, is that NLP can be manipulative. The application of some NLP patterns can be used to manipulate people. It is obvious that the NLP patterns in themselves are not manipulative but the person using the NLP process who attempts the manipulation.

The application of some NLP patterns can be used to manipulate people. It is obvious that NLP patterns in themselves are not manipulative, but the person using the NLP process who attends the manipulations. So, to some extent it is manipulative.

Now, ethical influence is a personal choice and of course.
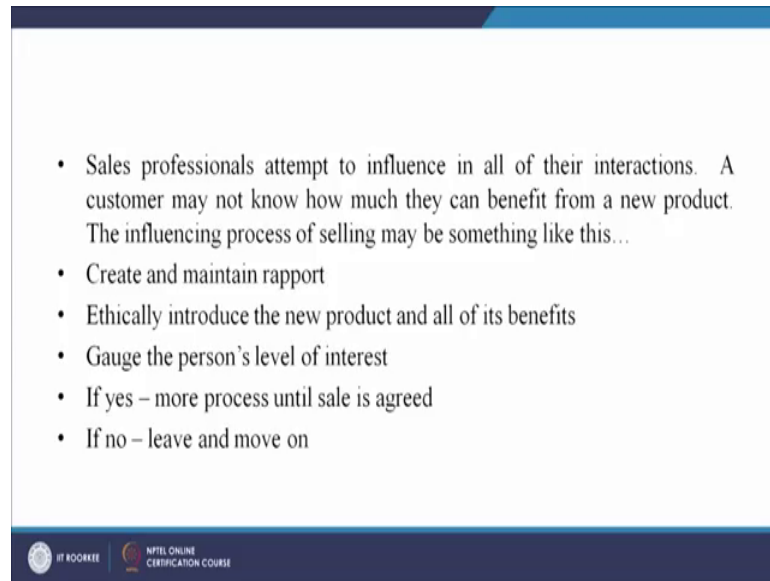
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With each individual personal regard as ethical can be an interesting subject to explore. If you are ethical whatever the mean; that means, and you influence people that is fine, people may indeed want to be influenced and they may want to be influenced in such a way that the benefit from any interaction, this is called do witling outcome. That is joining together like discussing manipulation and influence.

Now, when the 2 person or the 2 interest joined together it cannot be a manipulation. So, in a way we can say ethical influence where ethic is also there. And in ethical way one can influence people one can give impact on the other while impressing the other. Now sales and professional, because NLP is very useful for business purposes for sales and marketing. So, if we talk of this strategy like ecology in the area of sales and marketing well it would be fantastic and it cannot be called manipulative to great extent.

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Now, sales professional attempt to influence in all of their interactions a customer may not know how much they can benefit from a new product. The influencing process of selling may be something like this. First create and maintain rapo; ethically introduce the new product and all of it is benefits, cause the persons level of interest. If yes more process until sale is agreed if no leave and move on because sales and marketing is more or less a kind of gimmick.
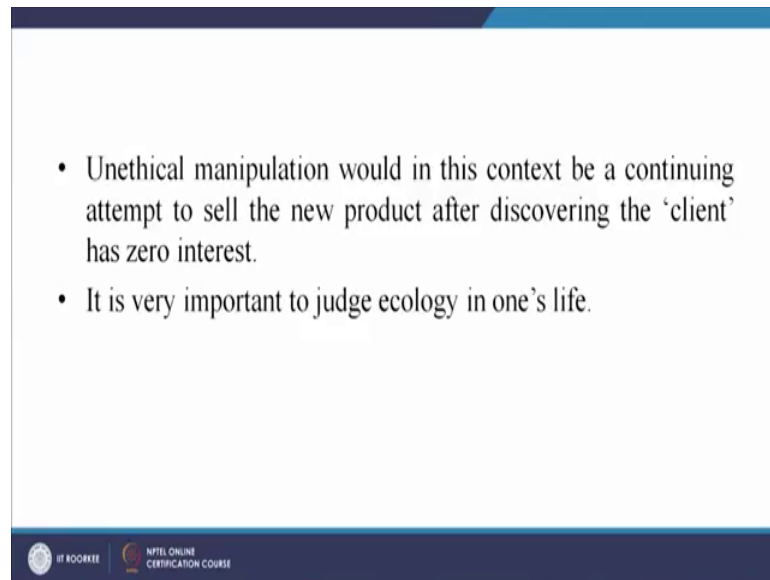
So, when trying to persuade other, because negotiation and persuasion very important part of neurolinguistic programming so, while negotiating with the customer or persuading the customer these points are very important that maintaining and creating a rapo. How to establish the rapo? To create the friendly atmosphere so as to impress the mind of the particular customer so, rapo maintaining is as important as the communication ethically introduces the new product and all of it is benefits.

Now, we have seen a number of products come on the television screen well which is accessible to us at every home. And every product shows that it is the best. Now it is the salesperson, that persuade us who persuade us ethically regarding the product. So, ethically introduction about the new product and the benefit is very important that in what manner you are going to convince the customer cause the person's level of interest.

Now you have to keep the psychology of the person, whether the person is interested in buying the product or not. And if somewhere even the smallest aspect is there or interest

is there to buy the product well you can establish the rapo immediately if yes more process until sell is agreed. So, it is a kind of discussion and the discussion end where agreement or disagreement appeared. So, if no leave and move on and when there is no chance better to leave and to move on.

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- Unethical manipulation would in this context be a continuing attempt to sell the new product after discovering the 'client' has zero interest.
- It is very important to judge ecology in one's life.

Now, unethical manipulation would in this context be a continuing attempt to sell the new product after discovering the client has 0 interests. This is a very difficult task, if you find that customer does not have any interest, but with the help of your words, your expression, your gesture, the gimmick word as I used you can just force the client to raise some interest to buy a particular product.

So, it is very important to judge equality in one's life that is the surroundings the atmosphere, where the person who is a client and the professional who is going to persuade the client very important.

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Now, NLP ecology more effective therapeutic interventions, how it is a kind of therapy? Ecology works with getting rid of the feeling of despising someone. Think about a person you despise you hate and get the feelings that go along with thinking about them, because NLP is very important for the professional people and in professional life what happened for or in a team work culture, you have to work with the person, whom you despise.

So, it works with getting rid of the feeling of despise someone and there are some strategies. Now you think about a person you adore and feel all the good feelings that go along with that. When we love some person when we adore and respect some person, what happened? What kind of feeling we develop and what kind of atmosphere we create? Then you imagine each of them in one of your hands and you place the good hand on top of the bad hand and the good person in front of the bad. At this point you may discover that the feelings of despising may have dissipated.

So, good hand on the top of the bad hands; means you are suppressing the idea of the bad feeling for the person you hate. You are just minimizing neutralizing the attitude the attitude, the non interest I mean literally interest, towards a person with the suppression of the hand with the good hand.

Now, anchor collapse it is very important part of ecology. So, it is very important to know what is anchor collapse, when we are discussing ecology? Collapsing anchors is a powerful technique of neurolinguistic programming from where one can used to get rid of negative feelings or emotions, because neurolinguistic programming is a kind of training that gives relaxation to the nervous system. That gives a command over the nervous system and naturally through this command through this training people, who are indulge with this programming may get rid of the negative feeling or negative emotion.

If there is a negative state of mind one wants to get rid of such as anger worry or annoyance he or she in the right place. I mean the very casual question if you asked today what is your problem? Well I am short tempered; I am very perturbed, mentally I am not relaxed, because of the work pressure, because of the competitive world, because of the self-interest of the people surrounded by.

So, this anchored collapse as part of NLP going to help in such a big manner. The great thing about collapsing anchors is that one does not just get rid of a negative emotion. He she replaces it with a more resourceful state to such as relaxation, confidence, happiness or laughter.
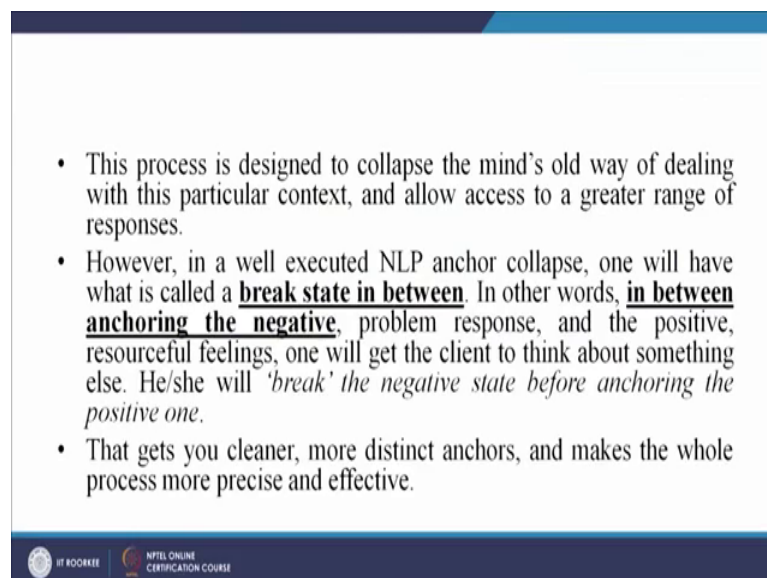
Suppose you are suffering for some kind of complex, some kind of anger for somebody, better how to do? That you never allow that kind of thought to enter into your mind, you

restrict those thought to come to your mind. And the more you do this practice; slowly, gradually, you could be able to find yourself in a state of confidence and relaxation.

This means that when one encounters a situation that used to cause misery to someone not only does the person avoid a negative reaction, but actually one does respond very positively towards this. It is a kind of meditation to. Suppose I am very disturbed, I am suffering from some kind of complexity, I will practice to avoid to neutralize the word neutralized is the best the most aptest to neutralize the effect of those complexity on my psyche. And if you practice naturally one day you will find that the positive feeling is there positive vibrations are there.

So, anchor collapse is it is a way is a method of neurolinguistic programming that gives you solace. In other words you associate a problem context with some stimulus and a resourceful feeling with another stimulus. And then you provide both stimuli at once making sure the new resource is at least as powerful as the old feeling. Hold those stimuli until things settle out and things will have changed. The same thing that joining together good or bad joining together and naturally slowly gradually the good will overtake the bad one. And you will find a state where you find yourself in yourself a change a positive change.

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Now, this process is designed to collapse the minds old way of dealing with this particular context and allow access to a greater range of responses. Collapsing the old

conventional, traditional, set up in your mind, that gives you a very negative feeling negative approach to life.

So, the process this kind of process that joining together the good and the bad will give you some kind of relaxation; however, in a well-executed neurolinguistic programming anchor collapse one will have what is called a break a state in between. Now break a state in between what is this breaking the state good or bad what should be done the confusion dilemma.

So, what is required through this process breaking the state that is already there in your in in somebody's mind. In other words in between anchoring the negative problem response and the positive resourceful feelings one will get the client to think about something else. He, she will break the negative state before anchoring the positive one.

Even in through the hypnosis therapy one can do this forcing the mind of a person to get out of that feeling that hurts him or her, that gives a negative feeling to him or her. And in this process of hypnosis he or she speaks out and then it is the breaking a state. That gets you cleaner more distinct anchors and makes the whole process more precise and effective and this is how one may get the very attitude of relaxation and comfort.

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Collapsing Anchors – Preparation

- The first thing to do when collapsing anchors is to **define the negative state** to be collapsed. Try and choose a specific scenario which causes you to respond negatively, as it will be more effective that way.
- Choose a memory of a particular colleague who angers you at work, a specific part of your day that really annoys you, or the way you respond if you come home from work and your housemate has left the place in a tip, for example. I'm sure an appropriate reaction will come to your thought.
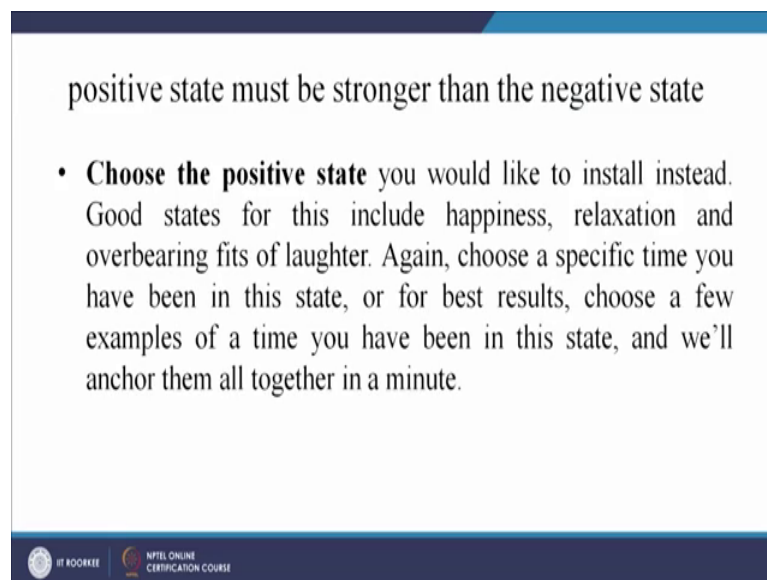
Now, collapsing anger anchors how one prepared for this particular a strategy. The first thing to do when collapsing anchors is to define the negative state to be collapsed. This is

the first action the first a strategy. How to collapse the negative state try and choose a specific scenario which causes you to respond negatively as it will be more effective that way. Yes you have to go for a particularly a state where you can break that negativity. Choose a memory of a particular colleague who angers you at work, a specific part of your day that really annoys you, disturbs you or the way you respond. If you come home from work and your housemate has left the place in a tip. For example, I am sure an appropriate reaction will come to your thought, yes I mean some kind of ever send some kind of disturbance will occur and that come to your mind only.

So, positive a state must be stronger than the negative state. So, how to do that chooses the positive state you would like to install instead.

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Good a states for this include happiness, relaxation and overbearing fits of laughter. Again choose a specific time you have been in that a state or for best result choose a few example of a time you have been in this state and one will anchor them all together in a minute.

So, choosing the positive a state is also one of the important strategy, how would you like to install this? Because there is a kind of tussle between the positive and the negative and it is definite that positive attitude will be a stronger than the negative attitude.

So, positive estate must be a stronger than the negative state if it is applied in the best manner.

Now, collapsing anger anchors said the anchors.

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Collapsing Anchors – Set the Anchors

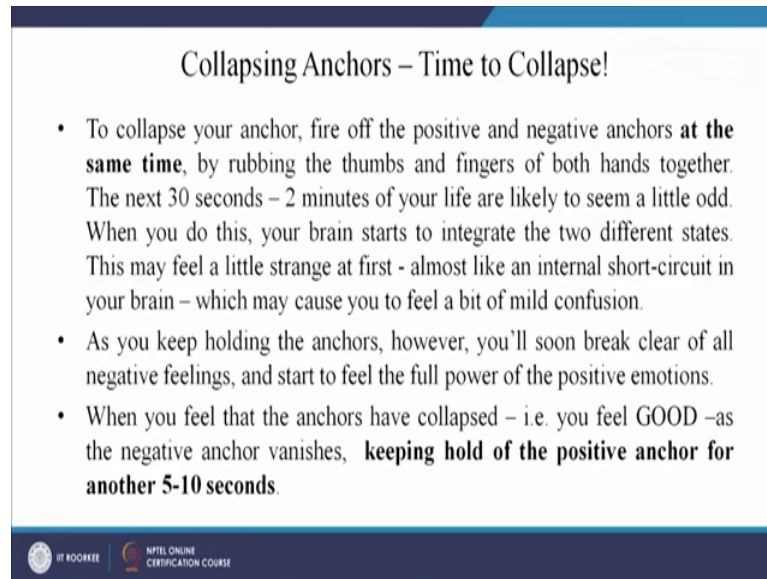- First, **anchor the negative state**, by rubbing the thumb and finger of your left hand together whilst you relive the memory.
- Make sure that you are fully associated when you do this – which means seeing the memory through your own eyes, feeling what you felt, and hearing what you heard.
- Next, break state by doing something else for 30 seconds. Sing a hymn. Write a poem. Have a dance as per your choice.

  Now, test your anchor by rubbing your thumb and finger together. If the anchor has worked, you'll feel the negative state come back.

- Break state again. No need to overdo the negative side of this.

First anchor the negative state, what is the negative state? There should be portrait that should be designed, by rubbing the thumb finger of your left hand together whiles you relieve the memory. This is a kind of action rubbing the thumb and fingers of your left hand, together whiles relieving the memory, memory the bad memory the negative memory. Make sure that you are fully associated when you do this fully associated means that you are totally absorbed with the feeling. Not I mean the proper concentration; distraction may not give you the final result or the desired result.

So, make sure that you are fully associated when you do this? Which means sheing seeing the memory through your own eyes feeling, what you felt and hearing what you heard?

Next break a state by doing something else for 30 seconds, Sing a Hymn prayer write a poem, dance, whatever you like you feel comfortable as per your choice. Now test your anchor by rubbing your thumb and finger together. If the anchor has worked you will feel the negative a state come back, break a state again no need to overdo the negative side of this. You have to move very a strategically with great planning, with great devotion,

because you have to a state the break and in one attempt it is very difficult to break the a state. So, repeating it again and again with great concentration may neutralize the effect of the negativity.

Now collapsing anchors time to collapse, how much time it take?
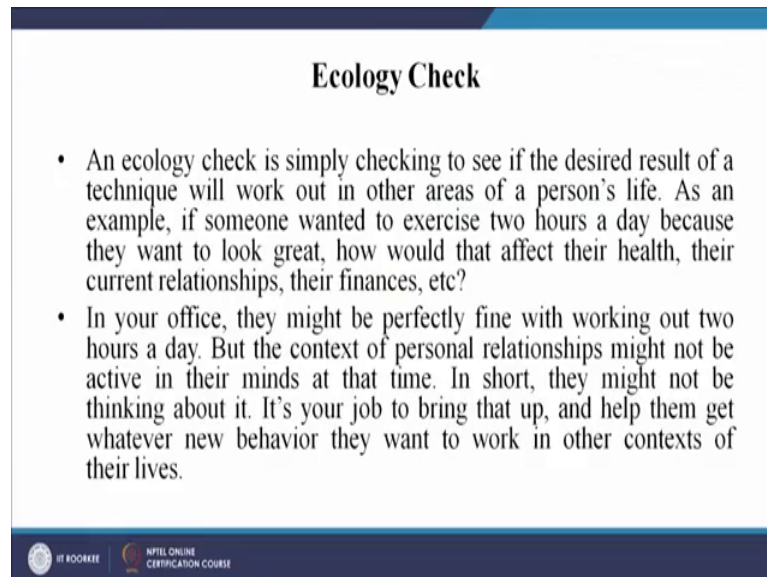
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To collapse your anchor fire of the positive and negative anchors at the same time by rubbing the thumb and fingers of both hands together. The next 30 seconds 2 minutes of your life are likely to seem a little odd, when you do this. Your brain is starts to integrate the 2 different states the good and the bad, negative and the positive.

This we feel a little strange at first almost like an internal short circuit in your brain, which we caused you to feel a bit of mild confusion yes I mean this is very very tough to conquer your mind, because thoughts are coming to your brain to your mind, but which thought what kind of thought you have to take you know forward you have to decide.

So, the kind of tussled going on and that is why almost like an internal short circuit in your brain. And which may cause you to feel a little bit confusion, which one is important as you keep holding the anchors; however, you will soon break clear of all negative feelings and start to feel the full power of the positive emotions. When you feel that the anchors have collapsed that is you feel good, as the negative anchor Vanishes keeping hold of positive anchor for another 5 to 10 seconds.

Like it is you are feeling even you can decide that what kind of state you have good, then you have to continue with it 5 10 second more. It is not something that then and there you stop maybe again you will get the negative anchor in you.

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Now ecology check that is very important because ecology breaking the state the good and the bad in your client. Now whether the hundred percent return is there or not that is important. And ecology check is simply checking to see if the desired result of a technique will work out in other areas of a person's life.

As an example if someone wanted to exercise 2 hours a day, because they want to look great how would that affect their health, their current relationship their finances etcetera. That is a big question that is a check, whether it is going to make any change in the health or in the financial life, economic in life, in the personal relationship that need to be checked.

In your office they might be perfectly fine with the working out 2 hours a day, but the context of personal relationship might not be active in their mind at that time. In shorts they might not be thinking about it. It is your job to bring that up and help them get whatever new behavior they want to work in other context of their life.

What is good about bad feelings very important to know?

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So, what is good about despising people, what purpose does pain or negative serve? Well one such purpose is to warn us giving warning. If we have a physical injury the pain can help keep us from injuring ourselves further. At the same time same thing is true of negative feeling about a person.

If we have experienced hurt from a particular type of behavior and we feel some of that hurt when we come in contact with someone similar it can steer us away from that person. And that can be good in other words there may be a good reason to despise or feel other negative emotions, about a person if we simply take the feeling away our warning system will not be as robust and we may get taken advantage of so that is potential ecology problem.

Now, here is what will happen? So, if you do the technique 1 of 3 things will likely to happen.

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The client would not feel right doing the technique and there will be his assistance. The client will do the technique and it will work, but the client will be less protected. The resourceful feelings of love and adoration will help the clients to a more balanced way of acting, where they do not despise anymore, but they are still conscious of any danger, but adoration may not be the best stage in which to receive a warning.

How to better ensure ecology once I had a bad sunburn and could not get to sleep, because of the pain the pain was serving 2 purposes.

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First to impress upon me the importance of taking better care when I am in the sun and second to keep me from sleeping on my back and rubbing the burned skin, but that pain was keeping me from sleeping and thus from healing quickly. So, I negotiated I made some promises to myself about taking better care, I installed a strategy of an auditory warning when I was out in the sun.

So, that I had protection ever even if I did not have pain and I asked my pain to only come in if I rolled over on my back when I could make the sun burn words.

It reduced the pain by quite a lot and was able to sleep and get better.

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The process was this figure out what purpose the pain served, create other less painful ways of serving those same purposes, exchange the pain old behavior. For the new behavior or increase the range of potential responses at least, we can use the same process with people we do not like or even despise.

We figure out what purpose to despise the person serves, we create other more comfortable ways of serving the purpose, we use an anchor collapse or anchor technique to exchange the old behavior for new behaviors or we at least increase the range of choices in those situation.

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The role of awareness in my opinion adoring someone is not a greatly aware state I try to ignore a person's flaws when I adored them. So, that is not a state I personally 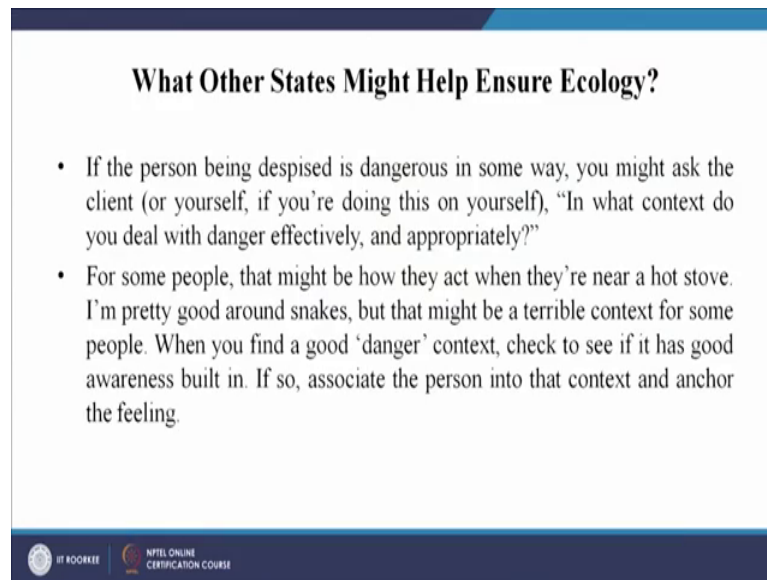would use to collapse the feeling of despising someone, resource a states often have lots of awareness and we call sensory equity built in, we all have known people who we know are making a bad decision, but they just do not sense what we sense?

The same is true of ourselves in context where we are not resourceful; we do not have as much access to our own awareness, itself to a more aware state can help us solve our own problem. How to we saved to an our a state in a particular context, we can train ourselves to do it automatically with an anchor collapse.

Now, what other a state might help ensure ecology.

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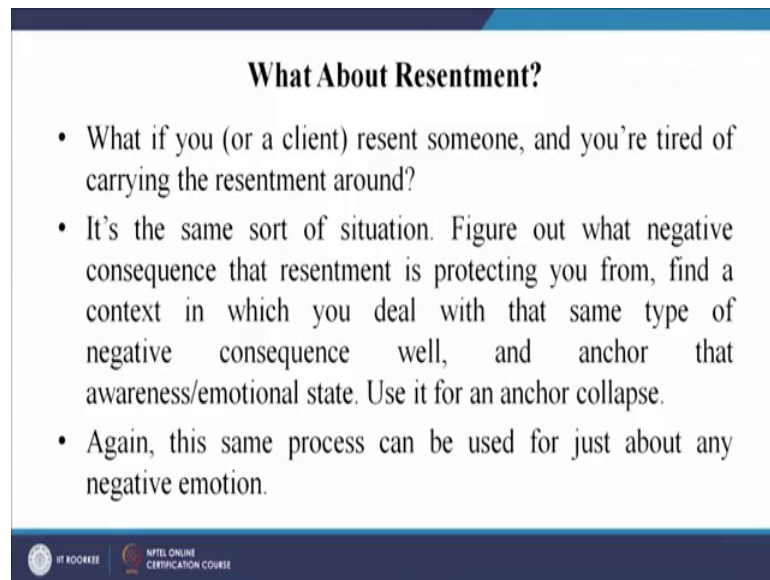**What Other States Might Help Ensure Ecology?**

- If the person being despised is dangerous in some way, you might ask the client (or yourself, if you're doing this on yourself), "In what context do you deal with danger effectively, and appropriately?"
- For some people, that might be how they act when they're near a hot stove. I'm pretty good around snakes, but that might be a terrible context for some people. When you find a good 'danger' context, check to see if it has good awareness built in. If so, associate the person into that context and anchor the feeling.

If the person being despised is dangerous in some way you might ask the client or yourself, if you are doing this on yourself in what context do you deal with danger effectively and appropriately. For some people that might be how they act when they are near a hot testo, I am pretty good around steaks, but that might be a terrible context for some people, when you find a good danger context check to see if it has good awareness built in. If so associate the person into that context and anchor the feelings.

Now, if you believe that everyone should love all creatures of the earth you can add a feeling of love up in there and is take it on the top of the anchor you just said. The increased awareness should be there though just because you love all creature does not mean you are going to pit a dangerous snake does it now that is an anchor. You take in to collapse the feeling of despising someone what about resentment? What if you or a client resent someone and you are tired of carrying the resentment around.
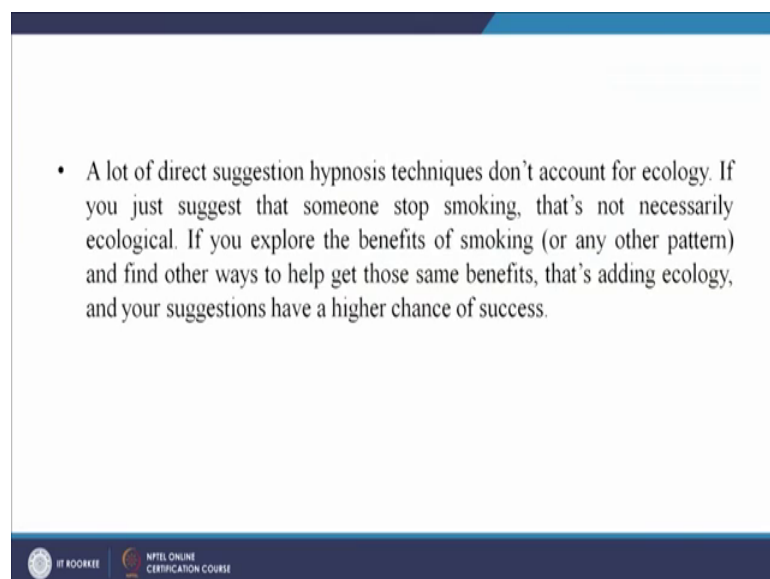
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It is the same sort of situation figure out what negative consequence that resentment is protecting you form from. Find a context in which you deal with that some type of negative consequences well and anchor that awareness emotional state. Use it for an anchor collapse, again this same process can be used for just about any negative emotion. A lot of direct suggestions hypnosis technique do not account for ecology if you just suggest that someone is stopped is smoking that is not necessarily ecological.

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If we explore the benefit of smoke smoking or any other pattern and find other ways to help get those some benefit that adding ecology and your situation have a higher chance of success.

So, lots of NLP processes have ecology check built in. If you run across a process that does not have it you can borrow one from those technique, in 6 step reframing you basically check by asking if there are objections go inside and ask. There is any part of me object to these new choices, if you get any kind of sensation sensational image or feeling communicate with it find out what is the after and include that into your own solution.

So, you can also ask the client to think about how the change will affect the major areas of their life, social, relationship, financial and health.

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Now, the ecology as a "meta" state it is very important to know because the term "meta" was derived from Bateson and his associate researcher it essentially refers to a stepping back to a take larger perspective and conceptually moving to a place above and beyond and immediate message or context.
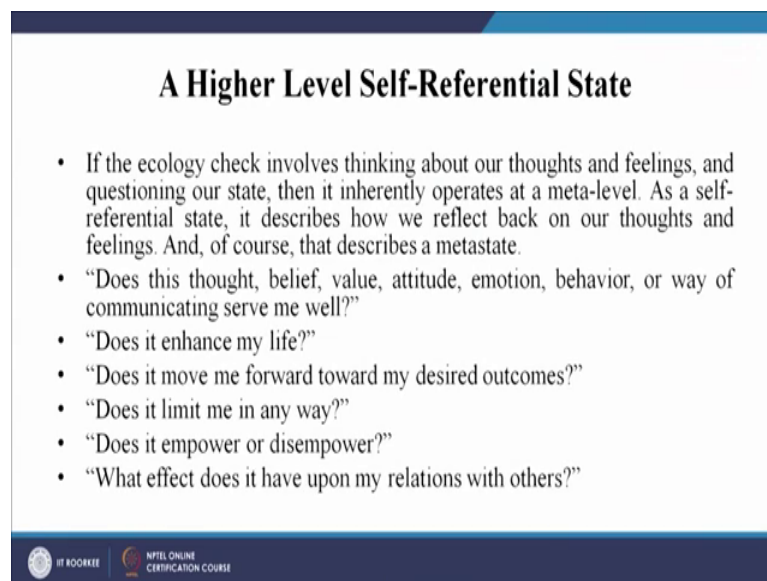
So, that one can think about it more clearly and as a meta domain itself neurolinguistic programming is full of process for going meta, from timelines to belief to trance

language the most impactful interventions involve a going meta process, the meta function is that important.

It also plays a key role in another uniquely NLP phrase namely running an ecology check, is it balanced or out of balance, is it healthy or unhealthy, does it enhance life or does it create limitations, does it empower a person or does it create this empowerment, does it increase resourcefulness or it resourceful, does it bring out our best or sabotage our effort.

So, we run an ecology to avoid repeating what does not work? And quoting the famous Einstein quip the originator of the pattern suggests that from a systems point of view if you keep doing, what does not work all the while hoping for a different result we have just accessed a form of insanity.
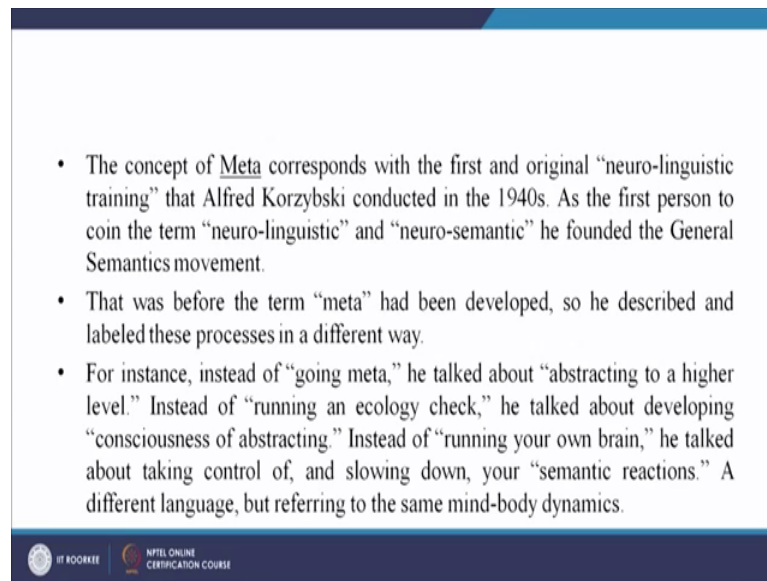
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So, a higher level self-referential state is that does this taught belief value attitude emotion behavior or way of communicating serve me well, does it enhance my life, does it move me forward toward my desired outcomes, does it limit me in any way, does it empower a disempower what effect does it have upon my relations with other.

So, these evaluations and questions about our estate occur from a very higher state a state of interest curiosity mindfulness observation etcetera and we move there in order to

check the ecology of a certain piece of consciousness or behavior in relation to our health, career, relationship, family, culture etcetera.

So, the concept of "meta" correspondence with the first and original neurolinguistic that Alfred Korzybski conducted in 1940s.

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And as the first person to coin the term neurolinguistic and neuro semantics he founded the general semantics movement and that was before the term "meta" had been developed. So, he described the leveled these processes in a different way.

Now, it is about the ecology and the various states to check ecology. I hope and I am sure that friend you must have understood, that how to develop a positive attitude while learning the NLP programming and how to check that whether the negative state has been neutralized in yourself or not.

Thank you very much.