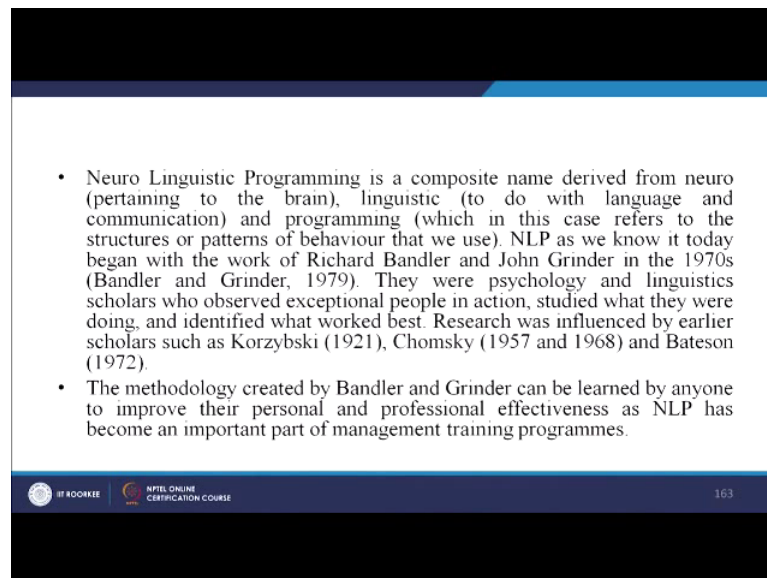


**Perspectives on Neurolinguistic Programming**  
**Dr. Smitha Jha**  
**Department of Humanities & Social Sciences**  
**Indian Institute of Technology, Roorkee**

**Lecture - 02**  
**Scope of Neurolinguistic**

Hello friends, in the continuation of our discussion that is on perspectives on a neurolinguistic programming, I am here to discuss the scopes of neurolinguistics programming. It is really important to know the scopes of the neurolinguistic programming as to how it help us in our personal life as well as in professional life.

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- Neuro Linguistic Programming is a composite name derived from neuro (pertaining to the brain), linguistic (to do with language and communication) and programming (which in this case refers to the structures or patterns of behaviour that we use). NLP as we know it today began with the work of Richard Bandler and John Grinder in the 1970s (Bandler and Grinder, 1979). They were psychology and linguistics scholars who observed exceptional people in action, studied what they were doing, and identified what worked best. Research was influenced by earlier scholars such as Korzybski (1921), Chomsky (1957 and 1968) and Bateson (1972).
- The methodology created by Bandler and Grinder can be learned by anyone to improve their personal and professional effectiveness as NLP has become an important part of management training programmes.

Neuro Linguistic Programming is a composite name derived from neuro pertaining to the brain, linguistic to do with language and communication and programming, which in this case refers to the structures or patterns or behavior that we use. Neurolinguistic programming as we know it today began with the work of the Richard Bandler and the John Grinder in the 1970s. They were psychology and linguistic scholars who observed exceptional people in action, studied what they were doing, and identified what worked best. Research was influenced by earlier scholars such as Korzybski 1921, and Chomsky 1957 and Bateson 1972.

The methodology creates by Bandler and Grinder can be learned by anyone to improve their personal and professional effectiveness as neurolinguistic programming has become

an important part of management training programs. In the introduction of neurolinguistic programming, I discussed in detail the presuppositions as well as the very introduction of neurolinguistic programming, and also about the Bandler and the Grinder.

A neurolinguistic programming, we talk about well-formed outcomes. Now, what is this well-formed outcome? Much has been written about the importance of stating project objectives clearly, but neurolinguistic programming takes this further and highlights the importance of visualizing what success will look like, how will you know, you have reached your goal, because neurolinguistic programming is a kind of process or program, which gives you a path that leads to success.

Mastering the skill of creating well-formed outcomes is a way of ensuring that goals are effective and achievable and that you have fully explored their wider consequences. In his research into the sources of motivations, neuropsychologist Marksholms suggest that the process of creating well-formed outcomes, it stimulates the human reticular activating systems, which is also called RAS, which is responsible to increased motivation to organize thoughts and activity towards meeting that goal. Goal that is the outcome.

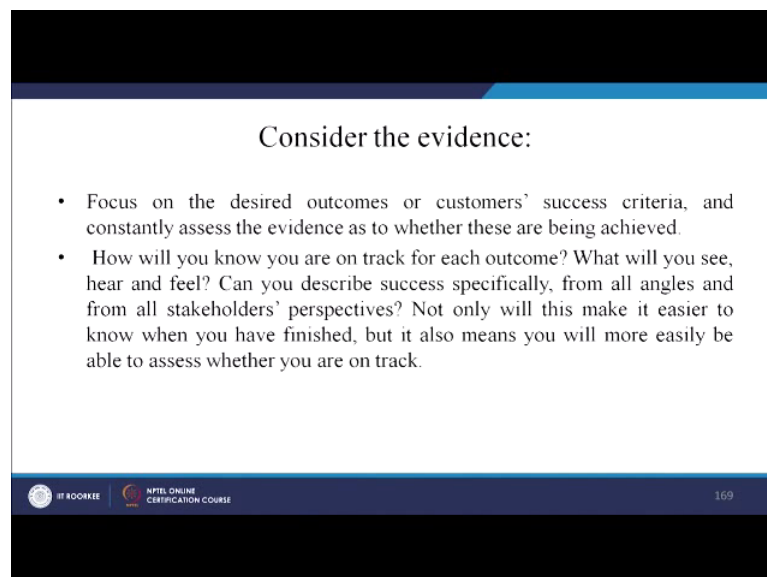
This is clearly a very logical approach. The more clearly the outcomes can be defined that is more concentrated. The more information is fed to the brain which means the brain will be better able to notice the things that will help you to achieve those outcomes. All project management bodies of knowledge highlight, the importance of clarifying project goals, but the NLP approach offers us something extra or something extra ordinarily good. Neurolinguistic programming is collection of personal development tools methods for improving your own an others performance. It is also a collection of tools from effectively communicating with others.

A practical and pragmatic collections of insights and methods that can enable you to improve how you communicate with yourself and with others. Neurolinguistic programming is a simple yet powerful approach to personal and professional development. It is based on the study of successful human performance in which the skills of very effective people are studied and then made available to others through NLP techniques.

These easily learned techniques can be acquired through the live interactive workshops. It shows that a good neurolinguistic programming workshop is available shortcuts to more effective and successful living. As we know that we are discussing the scopes of neurolinguistics programming, therefore I am highlighting all these points. In a few hours I mean if you are going to with the part of such workshop, in few hours you can learn what may have take another years to discover in a trial and error manner. It was originally designed as a mean of modeling or creating very precise model of how people do things, that is why it is said the trial and error.

But you are going to endive through success of the people achieved in a very short span of time and in a very calculative way. Now, at this point it is useful to mention the simple states towards well-formed outcomes. Now, what are these well-formed outcomes the first is a straight positive outcomes this means that each outcome is directed towards something you want rather than a way from something you wish to avoid. This will help to keep your focus and energy moving towards the goal that is to say that you have less distraction and more concentration therefore, it is easy to get the desired goal.

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Consider the evidence:

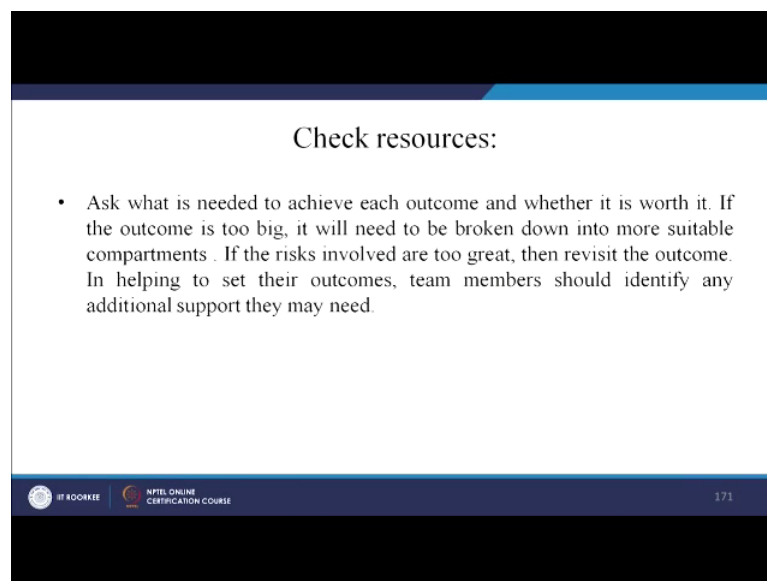
- Focus on the desired outcomes or customers' success criteria, and constantly assess the evidence as to whether these are being achieved.
- How will you know you are on track for each outcome? What will you see, hear and feel? Can you describe success specifically, from all angles and from all stakeholders' perspectives? Not only will this make it easier to know when you have finished, but it also means you will more easily be able to assess whether you are on track.

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Next is consider the evidence. We are discussing various types of getting the goal. So, next is consider the evidence which is focused on the desired outcomes or the customer success criteria and constantly assist the evidence as to others these are being achieved. How will you know you are on the track for each outcome? What will you see, hear and

feel? Can you describe success specifically, from all angles and from the all stakeholders perspectives? Not only will this make it easier to now when you have finished, but it also means you will more easily be able to be assess whether you are on the track, right track. Next is review issues of control. Now, what is review issues control, how to control the track on which you are moving is the task you are taking on within the project managers and the project teams control is it in the right directions. Teams needs to set the outcomes for their own areas helping them to feel empowered and motivated.

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Check resources:

- Ask what is needed to achieve each outcome and whether it is worth it. If the outcome is too big, it will need to be broken down into more suitable compartments . If the risks involved are too great, then revisit the outcome. In helping to set their outcomes, team members should identify any additional support they may need.

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Then check resources, ask what is needed to achieve each outcome and whether it is worth. If the outcome is the too big, it will need to be broken down into more suitable compartments. If the risk involved are too great, then revisit the outcomes. In helping to said their outcomes, team members should identify any additional support they may need. Then consider the consequences as we are discussing these states towards the goal.

So, next is consider the consequences if initial outcome is achieved, what will be the wider benefits and consequences for you. The team members and the organization do the consequences fit with the strategy and cold values of the company what else could happen as a result of this outcome and is there anything good about the present situation that could be lost. These are the question you have to keep in mind, before you move towards your desired goal then plan and take actions. These are all the part of a scope of

neurolinguistic programming which can train you to meet all challenges, and one of them is plan and take action.

All project managers know that required outcomes, usually requires the manager to plan some action, but the process might have to be repeated more than once before arriving at a compiling outcome to which people feel committed. Now, systematic thinking what is this and how it is important when we discuss the scopes of neurolinguistics programming because it also trains you to think systematically. NLP is very much about the inter relationship of things. None of us exists in isolations. We are all functioning within wider systems, organizations or divisions project teams or departments.

NLP encourages us to consider the effect of everything we do with respect to the wider system. The relevance of this is highlighted by the butterfly effects from Kiosk theory propounded by the Laurens 1972 which suggest that the smallest change like butterfly flapping its wing on one side of the world could cause a health storm on the opposite side of the world. This is more relevant to today's project managers then at anytime in the past, because of the complex environments in which we now operate. The present scenario is really challenging and we have to take care of so many things while operating on certain task.

Systematic thinking is thinking in loops rather than in linear fashion when one part of the system changes there is a ripple effect on the other parts as the result of which the other part change and the ripple cycle continues impacting the original part and so on. Think about feeling thirsty. Your body lets you know, so you drink. So, you only know how much to drink, because your body indicates when you no longer feel thirsty. This is the feedback loop becoming more aware of these and noticing feedback from everything we say and do is a critical message from a neurolinguistic programming that can be immediate impact on our success.

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• A conversation is a prime example. You think of what to say, and then you say it. The other person listens, which affects their thoughts and feelings, and they reply. You perceive their response and react with your own thoughts and feelings. The outcome of the conversation will be very different if you fail to notice and respond to the feedback you are getting.

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A conversation is a prime example. You think of what to say, and then you say it. The other person listens, which affects their thoughts and feelings, and they reply. You perceive their response and react with your own thoughts and feelings. The outcome of the conversation will be very different if you fail to notice and respond to the feedback you are getting, that is to say that the entire conversation and dialogue a discourse should be in a cohesive systematic manner.

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### Applications of NLP

- NLP In Business
- The use of NLP in business is extremely useful at all levels, from CEO right down to the office boy.
- Basic NLP skills which improve and enhance communication, rapport building, and goal setting are all immediately applicable to the business world.

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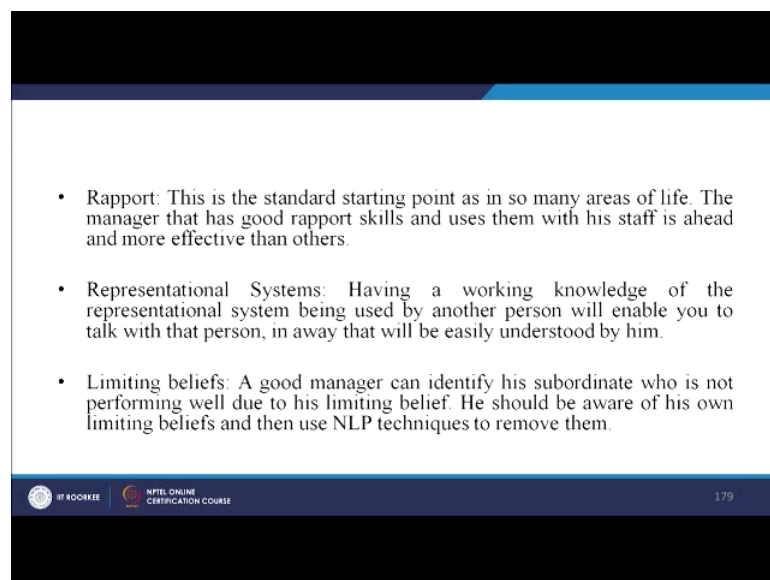
Now, as we discuss a scope of neurolinguistic programming, we should discuss the applications of the neurolinguistic programming. And another word this is also the part of the scope of neurolinguistic programming. Neurolinguistics programming as we

discussed. It is very important in business life as well in a professional life as well. The use of NLP in business is extremely useful at all levels from CEO right down to the office boy. Basic NLP skills which improves an enhance communications, rapport building and goal setting are all immediately applicable to the business world.

A specific skills for dealing with people who perceive the world differently than we do will help to improve relations with peers, bosses, costumers and new prospects. In addition many leaders and consultants in business have turned to the creative and innovative aspects of NLP for inspiration in organizational development, total quality management, team building and a strategic planning.

NLP principles and skills underlay much of what is thought in negotiation workshops. Presentation skills and public speaking are an interval part of corporate life today and NLP helps a lot to get the power to face the crowd the audience. NLP self management techniques, language patterns and goal settings are vital to effective speaking. Many of the attendance at NLP trainings tell us that they have come to learn a skills that will help them in their professions.

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- Rapport: This is the standard starting point as in so many areas of life. The manager that has good rapport skills and uses them with his staff is ahead and more effective than others.
- Representational Systems: Having a working knowledge of the representational system being used by another person will enable you to talk with that person, in away that will be easily understood by him.
- Limiting beliefs: A good manager can identify his subordinate who is not performing well due to his limiting belief. He should be aware of his own limiting beliefs and then use NLP techniques to remove them.

Now, rapport is very important when we talk of NLP. And we get this part of rapport if we go through the NLP training, what is the rapport? Rapport, this is the standard a starting point as in so many areas of life. The manager that has a good rapport skills and uses them with his staff is ahead and more effective than others.

Representational system, having a working knowledge of the representational system being used by another person will enable you to talk with that person, in away that will be easily understood by him.

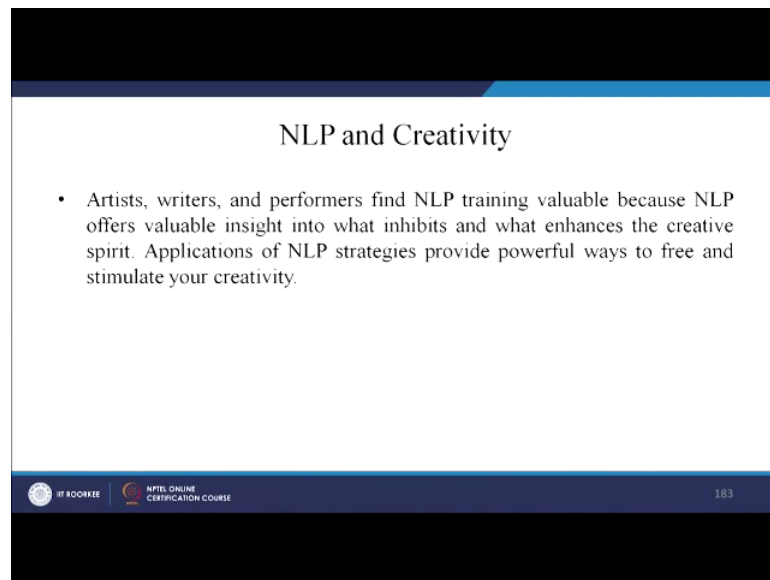
Limiting beliefs, a good manger can identify a subordinate who is not performing well due to his limiting belief. He should be aware of his own limiting beliefs and then use NLP techniques to remove them.

See, how important NLP training is. So, when we talk of this scopes of NLP it is immense. NLP is also very useful in the helping professions much of the initial modeling in NLP focused on how innovative and effective therapist helped their clients changed. Most of their behavior and language was beyond their conscious awareness, thus the analysis and modeling of the therapist techniques produced information of a highly practical nature. The personal change work process in NLP are unique in their scope and power. They are guided by prescribe language, patterns and careful systematic approach for checking the ecology or respectfulness of the change upon other areas in a persons life.

Many highly trained therapist are finding NLP to be a highly generative and comprehensive frame work for personal change. In addition, the dynamic world of NLP is continually refining existing patterns and adding new developments which helps people make the changes they want. NLP is the tool for building a rapport for variety of clients, understanding the structure of beliefs and identity to add just to your works and increase your job satisfaction new and effective ways to assist your clients to achieve rapid and lasting changes.



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The slide features a white background with a blue header and footer. The title 'NLP and Creativity' is centered at the top. A single bullet point is listed below. The footer contains the IIT Roorkee and NPTEL Online Certification Course logos on the left and the slide number '183' on the right.

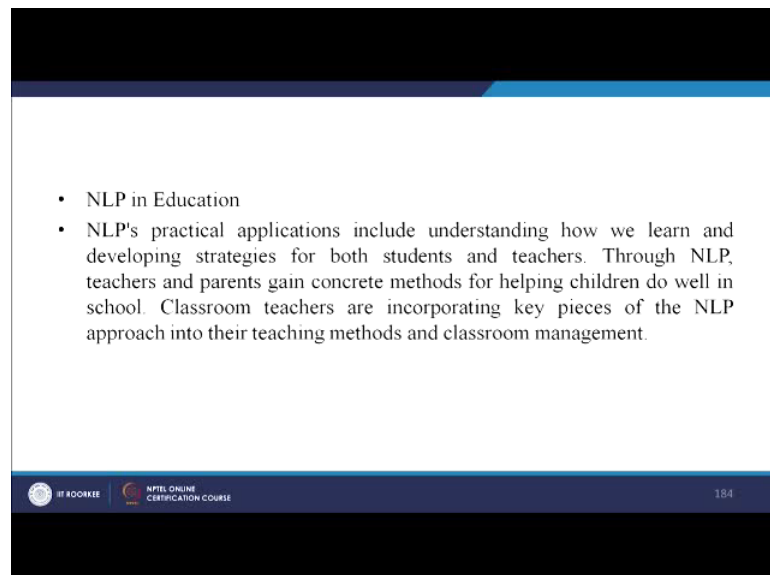
## NLP and Creativity

- Artists, writers, and performers find NLP training valuable because NLP offers valuable insight into what inhibits and what enhances the creative spirit. Applications of NLP strategies provide powerful ways to free and stimulate your creativity.

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NLP and Creativity artists, writers and performers find NLP training valuable because neurolinguistic programming offers valuable insight into what inhibits and what enhances the creative spirit. Applications of NLP strategies provide powerful ways to free and stimulate your creativity.

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## NLP in Education

- NLP's practical applications include understanding how we learn and developing strategies for both students and teachers. Through NLP, teachers and parents gain concrete methods for helping children do well in school. Classroom teachers are incorporating key pieces of the NLP approach into their teaching methods and classroom management.

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Now, NLP's practical applications include understanding how we learn and developing a strategy for both the students and teachers. Through NLP teachers and parents gain concrete methods for helping children do well in his school. Classroom teachers are

incorporating key pieces of the NLP approach into their teaching methods and classroom management. Many people come to NLP for relief from limitations, shortcomings NLP provides freedom from whole habits, fears, limiting beliefs and gives us structure for new and empowering ways of being in the world. One of the benefits of NLP is more choice in how you respond the way you communicate and how you feel when you have more options you can make better decisions.

If you have not been living the life that you want NLP offers you a path to new satisfying alternative that is choices. The applications of NLP is important both to those in the medical field and to individual interested in good health. In today's, rapidly changing field of healthcare medical professional need more than technical abilities. They are increasingly called upon to demand straight a strong interpersonal skills and flexibility as well as abilities in the area of negotiations, business managements and complex resolutions.

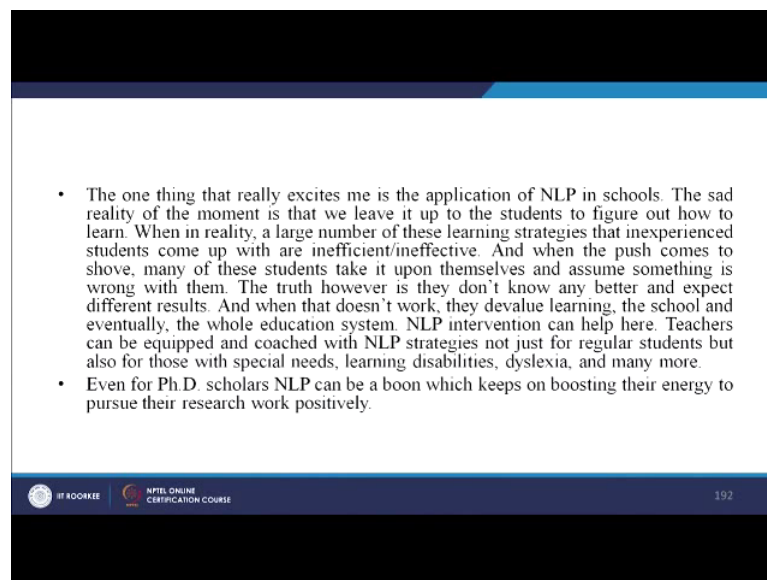
NLP provides these necessary skills for relating effectively and communicating clearly with patient and coworkers. Medical professionals report that what they learn in NLP training is immediately applicable and valuable in their work. In addition, leading edge research in NLP today is focusing always a willing and maintaining personal health and guising the body's ability to heal and defining the relationship between health and belief.

So, NLP is an often used explanation as the study of the structure of subjective experience. Others have called it an attitude and methodology that lives behind the trail of techniques. NLP management are coach in training helps, you to improve management skills. Personal management as well and how you think about your personal life. NLP programming is a behavioral technology model in which we study about communication psychotherapy and personal development.

NLP imagination method helps you to change your reality trough programming of your subconscious mind. Today NLP is used in a method of pills such as hypnosis, healing, personal change work, export, life coaching, business coaching and self-training; it is also taken a spiritual detour with learners combining it to connect with the divine. Some are using it in the hospitals to reduce the knee to induce anesthesia. Others use it to become better parents fight a stage fright or cure allergies. The application of NLP means that any desired state can be invoked.

There are many conscious and unconscious strategies that help to achieve peak performance. And certainly the future of NLP is very bright in future NLP will continue to be used in the areas we discuss and more to come. It on be surprising to see NLP being applied in more day-to-day areas.

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- The one thing that really excites me is the application of NLP in schools. The sad reality of the moment is that we leave it up to the students to figure out how to learn. When in reality, a large number of these learning strategies that inexperienced students come up with are inefficient/ineffective. And when the push comes to shove, many of these students take it upon themselves and assume something is wrong with them. The truth however is they don't know any better and expect different results. And when that doesn't work, they devalue learning, the school and eventually, the whole education system. NLP intervention can help here. Teachers can be equipped and coached with NLP strategies not just for regular students but also for those with special needs, learning disabilities, dyslexia, and many more.
- Even for Ph.D. scholars NLP can be a boon which keeps on boosting their energy to pursue their research work positively.

The one thing that really excites me is the application of NLP in the schools. The sad reality of the movement is that we leave it up to the students to figure out how to learn. When in reality, a large number of these learning a strategies that in experience students come up with inefficient, ineffective experience. And when the push comes to shove, the many of the students take it upon themselves and assume something is wrong with them. The truth however is they do not know any better and expect different results. And when that does not work, they devalue learning, the school and eventually, the whole education system. NLP intervention can help here. Teachers can be equipped and coached with NLP strategies not just for regular students but also for those with a special needs, learning disabilities, dyslexia and many more.

Even for the Ph.D. students NLP can be a boon which keeps on boosting their energy to pursue their research works positively. NLP provides you a way of making changes in your own lives and in assisting others in doing the same. It provides you with insights into how people think and behave dynamic personal change techniques advance communication skills. Now, a very important question is that is NLP assigns no in orders

NLP make any claims to be scientific or to be based on studied that compare the average behavior or responses of one group with the average behavior response of another.

NLP is a model of what works in an individual performance it is based on the working principle that if one person can do something then given similar physical characteristics. Anyone else can learn to do the same by modeling and integrating into their own repertory their skills and attitude of the successful person. While this working principle may or may not be literally true, it leads to some choired, remarkable improvements in personal performance. NLP is not an intellectual process then what it is. On the contrary, NLP is a very behavioral it is about what you do with what you know rather than what you know.

Now, when we talk of the scope of neurolinguistics, as I said the scope is immense. It can be useful in at to advance your carrier. You are potential, you are caliber, we all know that we are in a complex world in a challenging world where deciding for a carrier is very very challenging task. NLP can help you to decide a carrier for you as well as to advance in your carrier. It may also help you to attract the right person for you. Individual's variations that is there and in a professional life this may cause harm to you. So, it can give you the power to understand the right person for you in personal life in professional life.

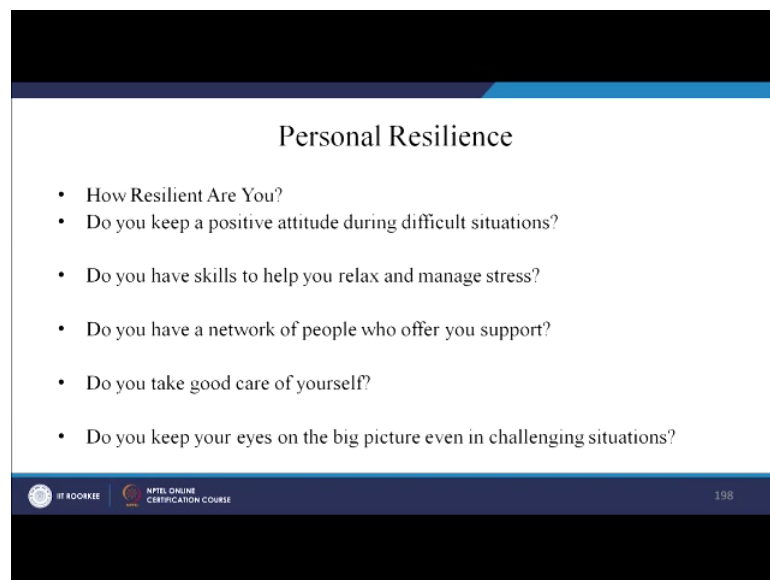
NLP can help you in recovery from the illness or disease, how to give you a positive thought to perceive you to think positively and take you away from the negative attitude. It can also help you to clarify the carrier objectives. The priorities what are the priorities in a carrier NLP can give you this idea. It can also cure you I mean from phobias and help you to treat allergies. It can help you to improve your business performance to improve communications reverse anxiety attacks, increase motivation and energy, and also to make lifestyle changes that is to say exercise diet which with the passes of time may suit to your health, it may also help you to overcome traumatic experiences..

We all are humans and we feel weak in a certain situations. And there we feel sometime that now it is the end of the life. But NLP can treat you that there is a still a scope in the life and it can also help you to alter habitual behavior, achieve martial harmony, marital harmony that can enhance your personal life. So, NLP is also helpful for yourself and for an effective relationships. It can quickly identify and blasts through their limitations that

are holding you back in business and in life. Once you break through these, your business and personal life will never be the same again.

Master your subconscious mind, so that you can learn quickly than traditional teaching methods could ever allowed. Learn things about yourself that you did not know before. Master your own emotions, so that you handle all eventualities easily. Gain that vital age that makes you a far effective and powerful communicator. And NLP helps you to enhance your personal relationship and develop instant confidence. So, the list is very long, endless point, which can give you an idea that NLP can change your life, your point of view and your way to live.

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The slide is titled "Personal Resilience" and contains a list of six questions. At the bottom, there are logos for IIT ROORKEE and NPTEL ONLINE CERTIFICATION COURSE, along with the number 198.

**Personal Resilience**

- How Resilient Are You?
- Do you keep a positive attitude during difficult situations?
- Do you have skills to help you relax and manage stress?
- Do you have a network of people who offer you support?
- Do you take good care of yourself?
- Do you keep your eyes on the big picture even in challenging situations?

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Now, NLP is also very useful for personal resilience. How resilient are you? Do you keep a positive attitude during difficult situations? Do you have a skills to help you to relax and manage a stress? Do you have a network of people who offer you support? Do you take good care of yourself? Do you keep your eyes on the big picture even in challenging situations?

Well, NLP is going to help you to develop your resilience. Why is resilience is so important? Resilient people can keep functioning both physically and physiologically. Resilience helps us to survive it also help us to grow and develop. Resilient people have lower levels of depressions, resilience people harness inner strength that helps them rebound and resilience is a core competency for a stress management. And NLP is going

to help you to develop your resilience. So, friends we realized that how important neurolinguistic programming is. If God has given us this life, we need to nurture this life beautifully carefully with the help of neurolinguistics programming.

Thank you very much.