

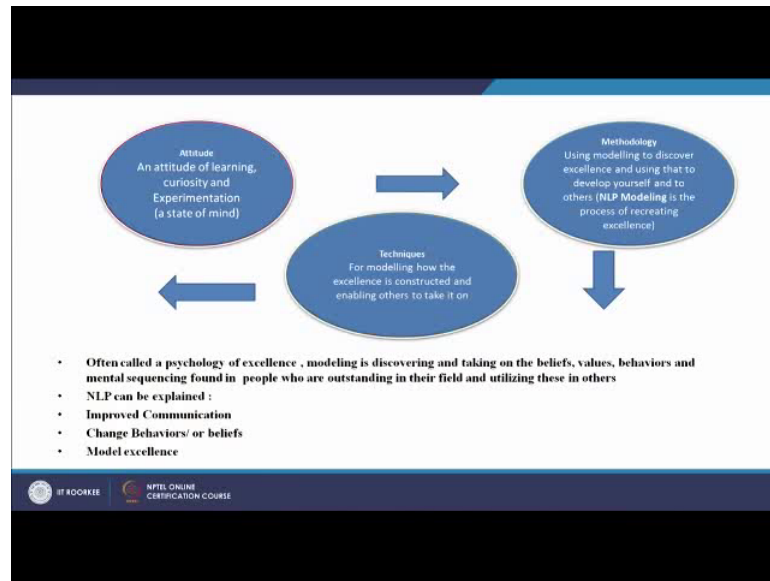
**Perspectives on Neurolinguistic
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**Lecture - 03
NLP Communicating Model**

Hello friends, we are here once again to discuss neurolinguistic programming. In the previous lecture of mine, I discussed the very definition of neurolinguistic programming rather than the definition of neurolinguistic programming with a scope of course, because why there is need to discuss neurolinguistic programming in the present situation, in the present scenario. Especially, for the professionals, the younger student, why and how, what kinds of scopes are there? How many, I mean opportunities so I discussed all in detail in my previous lecture.

Today, I am going to discuss communicating model, because there is a channel I mean step by a step in neurolinguistic programming to get the effect more effectively. So, what is this model, what is about this, but before moving once again I will just discuss in a very few minutes that why there is need to learn neurolinguistic programming just to control the state of mind develop powerfully, the persuasive communication, overcome obstacles in business and personal life, help others to get the result they want. More of experience if you want together and more of success, happiness, joy that is to say that complete success in life.

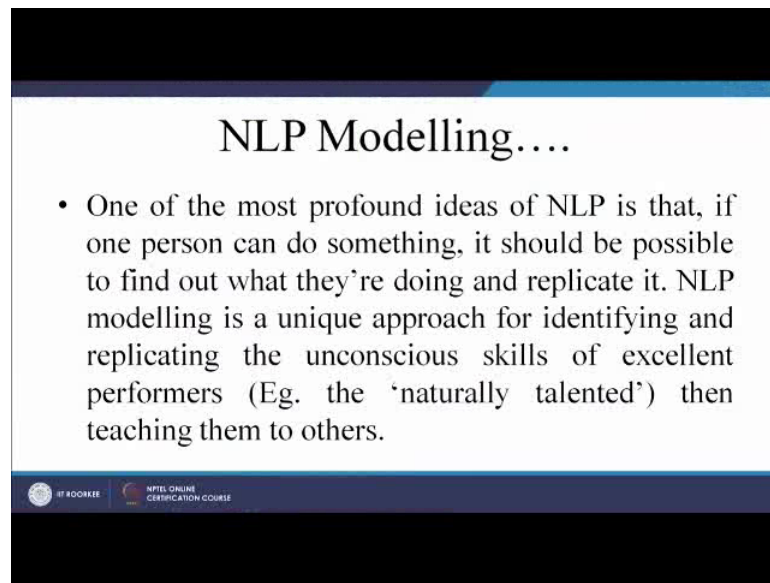
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So, let us discuss methodology and model of neurolinguistic programming as here we are just looking at that the attitude and attitude of learning, curiosity, and experimentation, it is a state of mind. Because you will learn something if you feel to learn, you need to learn, you think that this is the need of the hour only then you can learn something it is a purely and purely a state of mind. Methodology using modeling to discover excellence and using that to develop yourself and to other it is called model. Because if it is in a systematic manner, in a very cohesive manner, in a organized manner that the learning will be more effective. And what are the techniques for modeling, how the excellence is constructed and enabling others to take it on.

I told you that NLP is a kind of discovery yourself, discovery yourself surrounded by a resource even the potential within you. So, how to exploit your potential and how to exploit the other resources that is very important and it all comes in modeling and techniques. So, often called a psychology of excellence, it is our excellence; it is your curiosity; it is your art to learn, modeling is discovering and taking on the beliefs, values, behaviors and mental sequencing found in people who are outstanding in their field and utilizing these in others. Yes, without curiosity, I mean nothing is possible. So, how to train your potential that is excellence, so this is model and today we are going to discuss model.

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NLP Modelling....

- One of the most profound ideas of NLP is that, if one person can do something, it should be possible to find out what they're doing and replicate it. NLP modelling is a unique approach for identifying and replicating the unconscious skills of excellent performers (Eg. the 'naturally talented') then teaching them to others.

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So, what is NLP modeling? I told you that various stages to learn things to train yourselves. So, one of the most profound ideas of neurolinguistic is that if one person can do something, it should be possible to find out what they are doing and replicate it, that is to say that if you are doing something that should be copied by other that should be I mean learned by other. So, neurolinguistic programming modeling is a unique approach for identifying and replicating the unconscious skills of excellent performer.

For example, we listen to very fine orator, every day we listen; slowly, gradually we imbibe a lot from that listener and that is there in our mind. So, when we start speaking to somewhere I mean to somebody in some conscious that kind of quality I mean guide us, teach us and give a kind of light to us. So, it is a kind of you know identifying the quality that is within you following others. Now a model of NLP, what is there in your mind where am I, where am I, what have I got, where am I? Suppose, today I am a teacher what would I have done throughout the years previous years, what are my qualifications, what is the quality within myself? So, where am I, this is very pertinent question where am I and what I have got.

Because you see the neurolinguistic programming is completely a mental training. If you have satisfaction, contentment, naturally you will move smoothly ahead; if not, if you regret all the time may be you fail in your life. So, present state and the desired state. Present state I am here; and the desired state may be that I have some other desire. And

how do I get them to here to get the desired state that I need to make a plan. So, NLP can be described as the process required to take you from a present state to desired state.

Youngest students they have dreams aspirations to become ITians, IAS, medical students, and if they get failure in their life everything gets shattered. But this is not the way here NLP is going to help, how to develop faith in one self that is very important, and how to develop faith that needs to go through your own selves. A very serious kind of interceptions that what I am today, I am satisfied it is ok. I am not satisfied that what should be done in this regard, where I have got, what I have I got, this is also a very pertinent question. Where would I rather be, what would I rather have, I would have been like this, I would have been like that well this is just a kind of you know hypothetical assumption, images that I should be like that. So, how to go from the present state to the desired state? NLP certainly describes in a very fruitful manner, if the mind is very curious, and ready to learn.

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The individual does not understand or know how to do something and does not necessarily recognize the deficit. They may deny the usefulness of the skill. The individual must recognize their own incompetence, and the value of the new skill, before moving on to the next stage. The length of time an individual spends in this stage depends on the strength of the stimulus to learn

- **Conscious incompetence** : Though the individual does not understand or know how to do something, he or she does recognize the deficit, as well as the value of a new skill in addressing the deficit. The making of mistakes can be integral to the learning process at this stage
- **Conscious competence**: The individual understands or knows how to do something. However, demonstrating the skill or knowledge requires concentration. It may be broken down into steps, and there is heavy conscious involvement in executing the new skill
- **Unconscious competence**: The individual has had so much practice with a skill that it has become "second nature" and can be performed easily. As a result, the skill can be performed while executing another task. The individual may be able to teach it to others, depending upon how and when it was learned

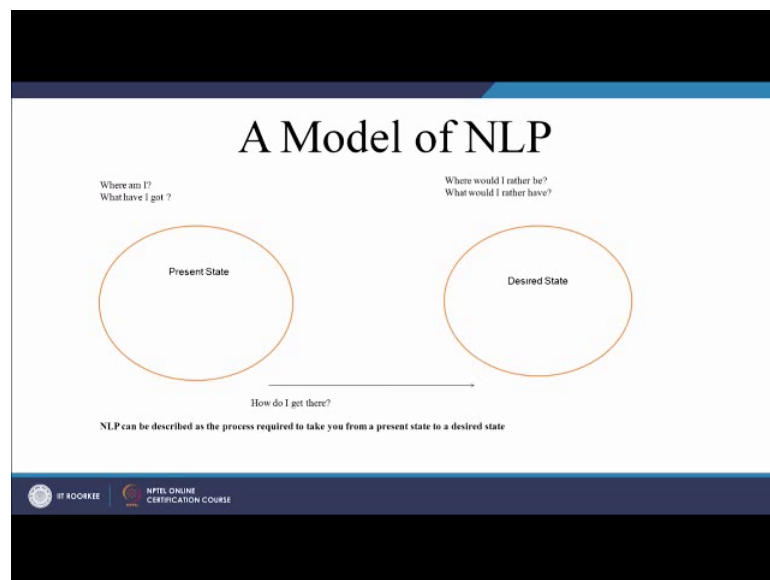
The diagram illustrates a cycle of four stages: unconscious incompetence (top-left), unconscious competence (top-right), conscious competence (bottom-right), and conscious incompetence (bottom-left). Arrows indicate a clockwise progression from unconscious incompetence to unconscious competence, then to conscious competence, then to conscious incompetence, and finally back to unconscious incompetence.

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So, the individual does not understand or know how to do something, and does not necessarily recognize the deficit. It is very common thing that what you actually want, do you know that, are you happy with your present study, are you happy with your present profession? And maximum of the young students and the young man they fail, because they could not realize their desired goal. So, they may deny the usefulness of the skill, the individual must recognize their own incompetence and the value of the new skill

before moving onto the next stage. So, it is very important what kind of lacuna is there flow is there if you get it after your discovery, self discovery, and try to repair it certainly you will get success in your life. So, the length of time and individual spends in this stage depends on the strength of the stimulus to learn.

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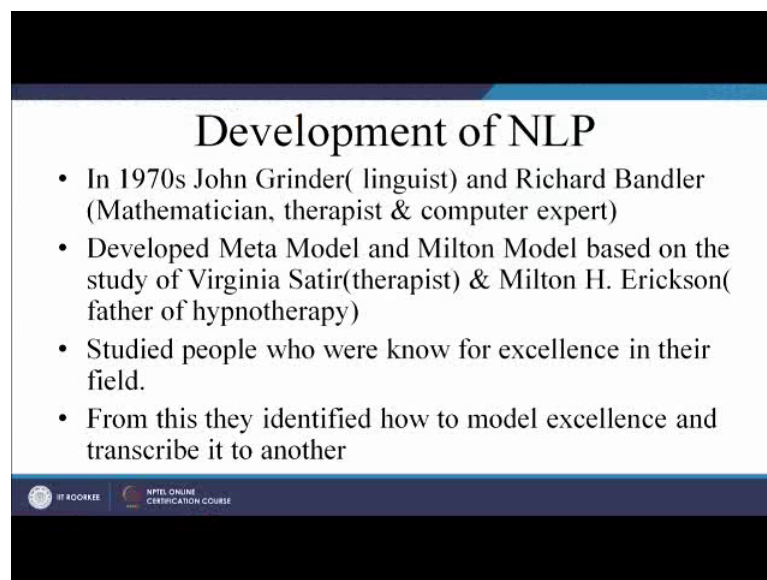
So, the present I mean the previous one, so the present state; I think that I am very weak I cannot face the challenges of life. Why, why? And if I exercise and practice for moving further to the to the desired state, well this will certainly help me and this will give me a kind of a strength. So, unconscious incompetence and conscious competence two types of. Unconscious incompetence, you are not aware; unconscious competence, you are not aware even for your competence. Conscious incompetence and conscious competence and you are aware of both incompetence and competence. So, conscious incompetence, though the individual does not understand or know how to do something, he or she does recognize the deficit as well as the value of a new a skill in addressing the deficit. The making of mistakes can be integral to the learning process at this stage. So, conscious incompetence is important to get the desired goal.

Similarly, conscious competence that the individual understands or knows how to do something that is conscious competence. However, demonstrating their skill or knowledge requires concentration, it may be broken down into steps and there is heavy conscious involvement in executing the new skill. So, you see the conscious

incompetence as well as the competence where a person is very much aware of his or her potential or lacuna.

Now, unconscious competence the individual has had so much practice with a skill that it has become second nature and can be performed easily that is unconscious competence. You see, if I speak everyday one hour, I mean may be everyday means 30 days, 31st day I have no problem and it is a kind of routine matter. As a result, the skill can be performed while executing another task. The individual may be able to teach it to others depending upon how and when it was learned that is unconscious competence, very important it has become the second nature means that is very much, there in your cognitive mind.

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The slide features a white background with a blue header and footer. The title 'Development of NLP' is centered in a large, black, serif font. Below the title, there are four bullet points in a black sans-serif font. At the bottom of the slide, there are two logos: 'IF ROOKIE' on the left and 'NPTEL ONLINE CERTIFICATION COURSE' on the right.

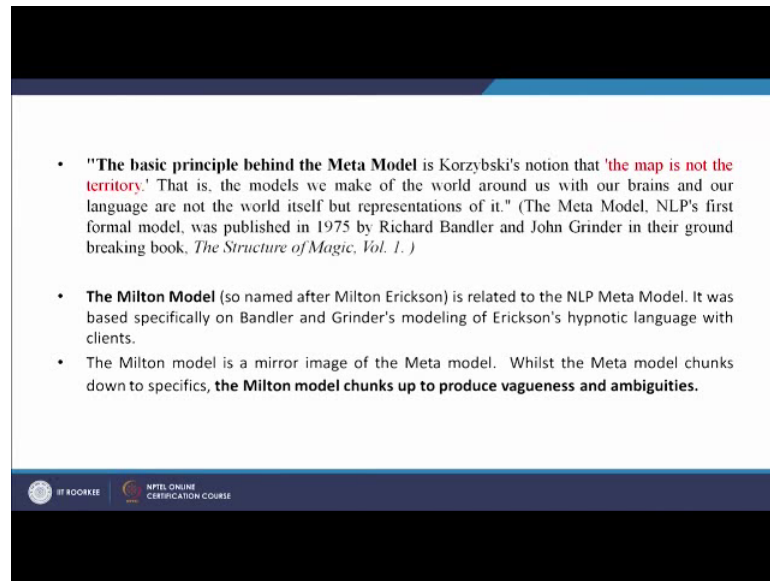
Development of NLP

- In 1970s John Grinder(linguist) and Richard Bandler (Mathematician, therapist & computer expert)
- Developed Meta Model and Milton Model based on the study of Virginia Satir(therapist) & Milton H. Erickson(father of hypnotherapy)
- Studied people who were know for excellence in their field.
- From this they identified how to model excellence and transcribe it to another

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So, development of NLP we discuss it, but in 1970 it is Grinder and Bandler they developed it. Developed Meta Model and Milton Model based on the study of Virginia Satir - therapist, and Milton H Erickson - father of hypnotherapy. A study people who were know for excellence in their field. What is the criteria? What are the qualities? And from this they identified how to model excellence and transcribe into another. So, it is very important to know the modeling of NLP. I mean every individual, I mean they are different from each other, individual variations are there, but what is the reason for variations. If the excellent a person is there, what are the qualities built in them.

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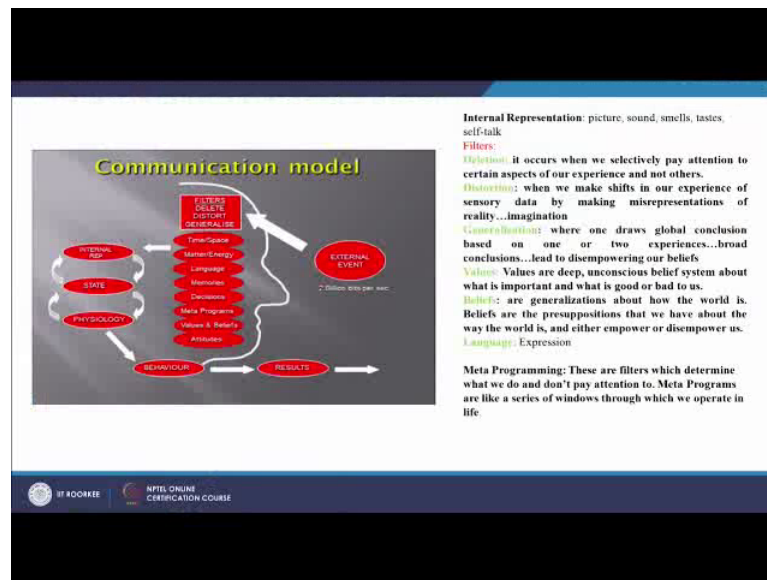
The slide contains three bullet points and two logos at the bottom. The first bullet point discusses the basic principle behind the Meta Model, citing Korzybski's 'the map is not the territory' concept and mentioning the 1975 book 'The Structure of Magic, Vol. 1.' by Bandler and Grinder. The second bullet point describes the Milton Model as related to the NLP Meta Model, based on Bandler and Grinder's modeling of Erickson's hypnotic language. The third bullet point states that the Milton model is a mirror image of the Meta model, where the Meta model chunks down to specifics while the Milton model chunks up to produce vagueness and ambiguities. At the bottom left is the IIT ROORKEE logo, and at the bottom right is the NPTEL ONLINE CERTIFICATION COURSE logo.

- "The basic principle behind the Meta Model is Korzybski's notion that 'the map is not the territory.' That is, the models we make of the world around us with our brains and our language are not the world itself but representations of it." (The Meta Model, NLP's first formal model, was published in 1975 by Richard Bandler and John Grinder in their ground breaking book, *The Structure of Magic, Vol. 1.*)
- The Milton Model (so named after Milton Erickson) is related to the NLP Meta Model. It was based specifically on Bandler and Grinder's modeling of Erickson's hypnotic language with clients.
- The Milton model is a mirror image of the Meta model. Whilst the Meta model chunks down to specifics, the Milton model chunks up to produce vagueness and ambiguities.

Now, the basic principle behind by the Meta Model which is the very very successful model is Korzybski's notion that the map is not the territory. I discussed in the previous lecture of mine that the two assumptions, two fundamentals on which the NLP is based that map is not the territory means before the real I mean beyond the reality something more is there. So, that is the model we make of the world around us with our brains and our languages are not the world itself, but representation of it that is to say that we can make so many things, so many images based on the reality, based on the assumption we have.

The Milton model so named after Milton Erickson is related to NLP Meta model; it was based specifically on Bandler and Grinder's modeling of Erickson's hypnotic language with clients. Hypnosis, which is a very successful model of NLP. So, the Milton model is a mirror image of the Meta model. I mean whilst the Meta model chunks down to a specifies the Milton model chunks up to produce vagueness and ambiguities. So, there is not much difference between Milton model and the Meta model. Meta model is based on the hypnotic exercise of Milton model.

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Now, this is the communication model. Filter, then delete, then distort, and generalize, then time space, matter, energy, language, memories, decision, meta programs, values and then attitude, and it goes like this that internal and then state psychology behavior results. So, internal representation, what is internal representation? We have already a set of signs in our mind, color, pictures, name, place; and as per the required of the situation we take use of that. So, internal representation picture that is of sound, smell, taste and then filters so not necessary when we are in a particular situations that we use all those that already there in our mind. As per the need of the our and the desired situations we use that.

So, what is required then filter, what are the filters, deletion. And what is deletion to delete that is not required undesirable unwanted thing. It occurs when we selectively pay attention to certain aspects of our experience, and not others. Certain aspect of experience and not others means you are going to choose something very specific. Distortion that is the diversions when we make shifts in our experience of sensory data by making misrepresentation of reality, imagination means we are just concentrating on what we really desire.

Generalization, as the name is where one draws global conclusion based on one or two experiences. Broad conclusions, lead to disempowering our beliefs. Brought conclusions,

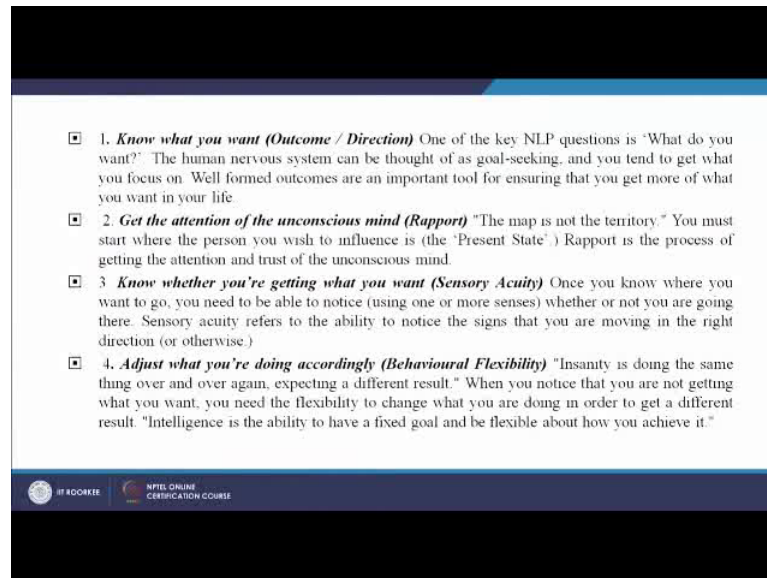
I mean generalization is not very helpful, because we are not going to get a very fruitful results from this, so generalization lead to disempowering our beliefs.

Values, values are deep, unconscious belief system about what is important and what is good or bad to us. Belief are generalizations about how the world is. Beliefs are the presupposition that we have about the way the world is, and either empower or disempower us. And language is the expression. So, this is all the communicating model. And the internal representation of your mind is very important, and your alertness that how to make a systematic representations of your consciousness, and language that depends on your excellence and these are the steps through which you move on.

So, Meta programming these are the filters which determines that what we do and do not pay attention to, very important. We are in the examination writing for the paper we never give pay attention here and there. And if somebody does this he or she fails. Similarly, when we prepare for the examination, there are several distortions and distractions, but we concentrate on the textbook. So, it is very important that what we do and do not do.

Meta programs are like a series of windows through which we operate in life series of windows. Yes, I mean see the various stages various steps through which like a time space, like the matter energy, like language, memories, decisions, meta program, value and attitude. Your personality, your entire presentation is not something the product of one day or ten day, it takes years and years, hours and hours to make you a perfect one whether it is the communications or any other aspects. So, certain important points are there when we talk of Meta model or hypnotic. A strategy know what that is very important, outcome and directions know what you really want.

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- ▣ 1. **Know what you want (Outcome / Direction)** One of the key NLP questions is 'What do you want?' The human nervous system can be thought of as goal-seeking, and you tend to get what you focus on. Well formed outcomes are an important tool for ensuring that you get more of what you want in your life.
- ▣ 2. **Get the attention of the unconscious mind (Rapport)** "The map is not the territory." You must start where the person you wish to influence is (the 'Present State'). Rapport is the process of getting the attention and trust of the unconscious mind.
- ▣ 3. **Know whether you're getting what you want (Sensory Acuity)** Once you know where you want to go, you need to be able to notice (using one or more senses) whether or not you are going there. Sensory acuity refers to the ability to notice the signs that you are moving in the right direction (or otherwise.)
- ▣ 4. **Adjust what you're doing accordingly (Behavioural Flexibility)** "Insanity is doing the same thing over and over again, expecting a different result." When you notice that you are not getting what you want, you need the flexibility to change what you are doing in order to get a different result. "Intelligence is the ability to have a fixed goal and be flexible about how you achieve it."

One of the key NLP question is what do you want, what is your requirement? The human nervous system can be thought of as goal seeking and you tend to get what you focus on. Well-formed outcomes are important tool for ensuring that you get more of what you want in your life, right. If you fix up your goal well advance, I mean at your school days or maybe I mean ahead it will be very easy to complete your journey. So, what you really want an outcome that is going to help you that is to say that you will be not confused in your life. Your personality has certain directions through which you will move on.

Get the attentions of the consciousness mind that is rapport. What your mind is telling you and what actually you are getting signals from your mind you must aware of. So, the map is not the territory. You must start where the person you wish to influence the present state. And rapport is the process of getting the attention and trust of unconscious mind. So, suppose you are talking to your client, how to convince, so you a start with a present state. What do you really want; you try to read the mind of the person. And you hit, where he is weak, there you try to convince, and this is the kind of rapport you are going to establish.

Know whether you are getting what you want sensory acuity. Once you know where you want to go, you need to be able to notice whether or not you are going there. Sensory acuity refers to the ability to notice the signs that you are moving in the right direction. So, you need to able to notice whether or not going in the right direction. And it is your

alertness. Whether it is eyes, your mental signals, your ear and everything your consciousness and adjust what you are doing accordingly that is very important as a part of this modeling flexibility. Rigidity is not going to help you, be broad, broad-minded, give a space to your thought, and give a space to other also.

So, insanity is doing the same thing over and over again, expecting a different result. So, when you notice that you not getting what you want, you need the flexibility to change what you are doing in order to get a different result. I mean this happens often that student who is not good in engineering, but being suppressed by the parents to join it. And, after joining not doing well. He is good in literature. So, when he can find, he can write poems he can read literature and he is doing well. Why not, the flexibility can push him towards success that is it that is flexibility to adjust your mind as we adjust the tune.

So, intelligence is the ability to have a fixed goal and be flexibility about how you achieve it if you are having some problem in this direction. You go by that direction, but the destination is same. What is the destination that is success? And it is the flexibility that will give you a very successful kind of walk up to that.

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Frames 'Ways of Thinking': In all situations you have a choice about how you respond. You can make excuses and blame others so that any possible solutions will need to be the responsibility of other people. This response will mean that you are powerless: Alternatively you can take responsibility to respond to the situation in the most resourceful way you can and so empower yourself and allow yourself to be the part of the solution. You have choice about how you respond to every event in your life.

- **Cause > Effect.**
- responsibility, empower, choice, achievement, result -> reasons, excuses, justifications, blame, stuck!
- **Results vs. Excuses.**
- **Perception is Projection.**
- **Responsibility for results**

Which side of the cause-and-effect equation are you on? How RESPONSIBLE are you in your life?
Be at Cause for empowerment and for changing behavior.

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So, frame ways of thinking. Most of the time I say that is the frame of mind that gives you how to think. You make the frame and under that you a start thinking. So, in all situations you have a choice about how you respond. You can make excuses and blame others so that any positive solution will lead to be the responsibility of other people. This

response will mean that you are powerless, very, very important point. If you have guts, if you have power, if you have strength, if something is going to fail, you can take responsibility. Yes, it is, because of me. And I am ready to face the consequences.

But a weak person, a powerless person generally put blame to other just to shutoff all kinds of problem. Alternatively, you can take responsibility to respond to the situation in the most resourceful way you can and so empower yourself and allow yourself to be the part of the solution. You have choice about how you respond to every event in your life. Yes, there should be choice; otherwise, if you have only one-way blame or fight or very truthfulness or dedication I mean one way you cannot achieve the goal. So, you have to make a perfect frame of mind to get out of this.

So, model or Meta model is very important in neurolinguistic programming to fix up the target that you have to go up to that point. And to transform your personality in terms of everything in terms of your speech, in terms of your thinking, in terms of so many things that lead toward success. So, I am going to discuss cause and effect later on, but these are you know results verses excuses, perception is projection. Perception that is very important. If I look at the table, it is table. May be if you look into it. It is a huge table there is a space inside it, you can sit inside the space you know it is all perception. So, perception is the projection of your personality. And this perception and this projection of the perception may lead to the desired goal and that is why flexibility is very important in any model.

If you are looking at something with a very rigid or biased you know view or attitude, you may commit some kind of you know mistake. So, make your mind broad responsibility for result. Take responsibility for result. Responsible are you in your life you ask, be at cause for empowerment and for changing behavior. Yes, in any Meta model or hypnotic, you are totally controlled by a particular thing. So, you think you work upon and then you realize where is the lacuna?

So, mind body connection, very important mind body connection. Your mind is saying something else and your body is saying something else, there is no connection. How to achieve the desired goal? So, the mind that is having the nervous system and controlling the entire body; so, you have to make that connection very powerful to get the desired goal. So, it is the meta model and the modeling that is going to lead you. I mean this

particular aspect the communicating model that is going to lead you to the point of neurolinguistic programming. And as I said that the meta model given by the Milton and the other is very successful in modeling like the basic principle behind the meta model. The map is not the territory is the most accepted and successful modeling till this date.

Map is not the territory. I mean I explained earlier also that when we talk of flexibility, there should be some more space, some more corner to explore things, because you know learning or knowing about neurolinguistic programming is what is important, your excellence, your curiosity. If your mind is not curious how would you able to know. Travelling is the hobby of somebody. Now, why this hobby is there in that person case moving on and on and on, knowing various places. You know exploring various places and various things and this is because of hobby that the concerned person came to know or comes to know about that particular area or thing.

So, as the map is not the territory that is the most successful model while learning meta model or modeling of neurolinguistic programming. So, modeling is important because there should be a system, you know the learning process should have a kind of systematic approach. So, neurolinguistic programming is a very systematic approach towards the problem of your life or towards achieving your goal that is why such kind of model. So, the set up in your mind I mean I shown you this diagram that various stages are there filters delete distort you should know that what should be deleted, what should be filtered and what should be kept, what should be the time space.

Everything is important in life while discussing of modeling, and while discussing of a strategy in neurolinguistic programming that is why these different stages, values, believes, I mean in the previous lecture of mine I told you that belief is also very important. Though, it is generalization, but certain ideology you have and if you find your ideology you know associated with somebody or something you can achieve your goal very easily. Ideology means not compromising with the ideology that is again not a very healthy aspect of neurolinguistic programming as flexibility is very important.

So, while discussing meta programming or meta modeling, I need to say that there are filters which determine what we do, and do not pay attention. In any act, any professional act or any serious act, what we require that we should be careful of our act

or action and meta programming is like a series where we have to move one step other step and other step to achieve our desired goal.

Thank you very much; the next lecture would be about cause and effect.