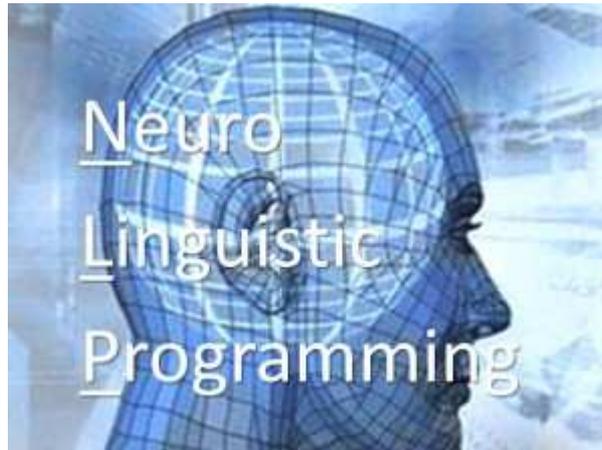


## NLP



Nlp is short for Neuro-Linguistic Programming.

A one minute introduction to it would go like this:

“To be successful in life you only need to remember three things:

- Firstly, know what you want, have a clear idea of your goal in each situation.
- Secondly, be alert and keep your senses open to know what you are getting.
- Thirdly, be flexible and change your behaviour until you get what you want.

- GOAL
- SENSITIVITY
- FLEXIBILITY

NLP begins with an interest in people; it's about how we do things. It can tell us about how we think and learn. It does this by enabling us to explore the structure of our own subjective experience: how we construct our view of the world.

- **Neuro** refers to neurology, the system that regulates our bodies
- **Linguistic** concerns language, how we communicate with others
- **Programming** determines the kinds of mental models of the world we create.

Nlp uncovers the underlying links between behaviour and strategic thinking. Its aim is to offer specific techniques to enable you to come to a better understanding of how you think and thus be able to make more rational decisions about your life. It is also about wisdom and vision.

Epistemology is the study of how we know what we know, and NLP is an epistemology. NLP studies the way people take in information from the world, how they describe it to themselves with their senses, filter it with their beliefs and values, and act on the result.

Used in education NLP empowers us to submerge into the inner world each of us creates as a way of understanding the outside world. It thus enables us to learn how we learn. This is our outcome.

**“Nlp enables you to learn how you learn.”**

An analogy of NLP is the example of a history teacher I know. He is currently spending a lot of his free time programming a Roman house in virtual reality. His aim is to be able to take his students for a virtual walk round the house so that they can explore it in 3D. In a similar way NLP techniques enable us to demonstrate to you your own inner learning processes. This brings you much closer to learning to manage your own rich internal software: your images, sounds and feelings. Bit by bit you will come to understand and even learn how to control the way you think. In short you will learn how to learn. This is the goal of many educators.

If methodology is the study of how we do what we do, then NLP is a methodology. As a methodology, NLP provides the means for isolating skills, capabilities and behaviour from their usual contexts, and enables their study, description and transfer to others. NLP models talent through sensitive observation.

**“We represent the world to ourselves in  
internal images, sound and feelings.”**

A major NLP discovery is representational systems. This refers to the internal representation of information that first entered the system through one or more of our five senses. We represent the world to ourselves in internal images, sounds and feelings. Each representational system corresponds to one

of the five senses; sight, hearing, sensation, taste and smell. For practical purposes in NLP we usually refer to visual, auditory, and kinaesthetic representational systems. All representational systems are in use at all times, although many people are aware of one or at most two of them at any time.

These representational systems are descriptions of ever-changing processes. Having full access to and use of each representational system is a skill. You can develop it through exploring and deliberately enhancing each system, and using them separately or together in sequences that serve you. This, of course, requires flexibility. Hence our introductory speech: Goal, Sensitivity, Flexibility.

View this [short clip](#) for a succinct oral introduction to Nlp.

[Read more on the definition and origins of NLP.](#)