



NLP is a model. The model is built on the following presuppositions:

(To test a presupposition, act as if it were true and notice the effect.)

1. Maps are not the territory.

People respond to their map or interpretation of reality, not to reality itself. NLP is about understanding and changing maps, which in turn can change perceptions of reality and so behaviours.

2. Mind and Body are systemic.

Mind & body are one system, not two, and they affect each other.

3. A person cannot not communicate.

We continually communicate through our body language. Nlp can teach us to read it.

4. There is no failure, only feedback.

Everything is an learning opportunity to find out what works and what doesn't work. It is important to separate behavior from identity.

5. The meaning of communication is the response you get.

Communication creates an experience in the listener or reader. The result is the response we elicit. That response may not necessarily match what we intended to communicate.

6. There is a positive intention behind every behaviour.

That is from the actor's viewpoint. It is necessary to find the original intention behind the behavior. We then create new and better choices that preserve the positive intention.

7. People make the best choices available to them.

8. Everyone has all the resources they need to solve their problems.

9. If one person can do it, anybody can.

NLP models excellence. It is possible to discover the components and strategies needed to achieve a particular result and to teach it to anyone else.

10. If you always do what you've always done,

You'll always get what you always got.

A definition of insanity is doing the same thing over and over again and expecting different results.