

# EDUCATING WITH NLP

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# MINI AGENDA



What is NLP



Values and why they matter



Learning styles



Perspectives



Timelines



Stuck feelings



And so much more



# NEURO-LINGUISTIC PROGRAMMING

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WHAT IS THAT?



# ADVANCED COMMUNICATION SKILLS

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**Neuro** – the information coming in through our 5 senses



**Linguistic** – the verbal and non-verbal communication about our experiences



**Programming** – the pattern of behaviour we run as a result of our experiences.

# OR, MORE SIMPLY

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**Know what you want**



**Get rapport**



**Know whether you're getting what you want**



**Adjust what you're doing accordingly**

# BACKGROUND

- Developed in the 1970s by Richard Bandler and John Grinder
- A modelling technique focusing on excellence
- A study of human thought and behaviour
- What works – how is a happy person happy, how is an idiot idiotic ?
- An attitude of curiosity and questioning

# BASIC PHILOSOPHIES

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- There is a solution to every problem
- The person's behaviour is their best choice at the time
- Every behaviour is fulfilling a positive intention
- There is no failure, only feedback
- If what you're doing isn't working – **DO SOMETHING DIFFERENT**

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# VALUES AND WHY THEY MATTER

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IF WE'RE NOT ALIGNED WITH OUR VALUES, WE WON'T ACHIEVE OUR AIMS







*Visual*



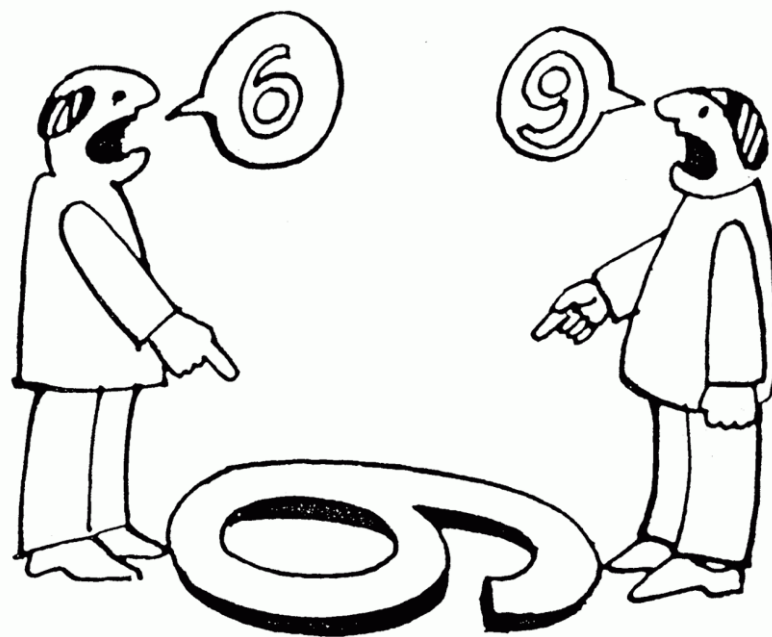
*Auditory*



*Kinesthetic*

# PERSPECTIVES

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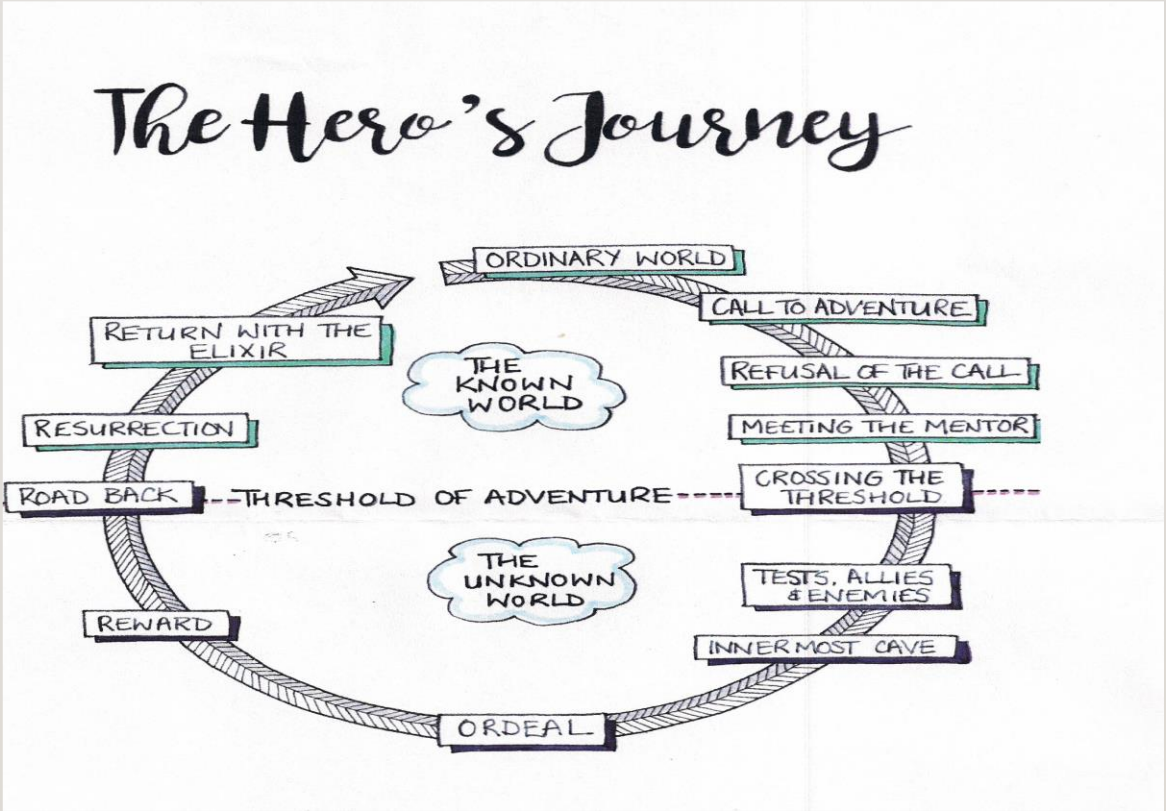
# RAPPORT

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- Voice - pitch, pace, tone
- Body language - matching, mirroring, leading
- Language – match your language use

# TIMELINES







The nurse says I'm morbidly obese...So what  
are you going to do about it?

# AND SO MUCH MORE

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- Metaphors matter
- Language skills
- Shifting negative emotions
- Setting goals

# WHERE CAN YOU LEARN MORE:

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- [www.beyondtrainingsolutions.com](http://www.beyondtrainingsolutions.com)
- [www.nlp-now.co.uk](http://www.nlp-now.co.uk)
- [www.anlp.org](http://www.anlp.org)



# BOOKS ABOUT NLP IN MEDICINE:

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- *Consulting with NLP* by Lewis Walker
- *Changing with NLP* by Lewis Walker
- *Magic in Practice* by Garner Thompson