

Neuro-linguistic Programming

Foundation Course

NLP Fundamentals & Basic Concepts



Program Workbook

A Signature Program

By

Dr. Ashish Nagar NLP

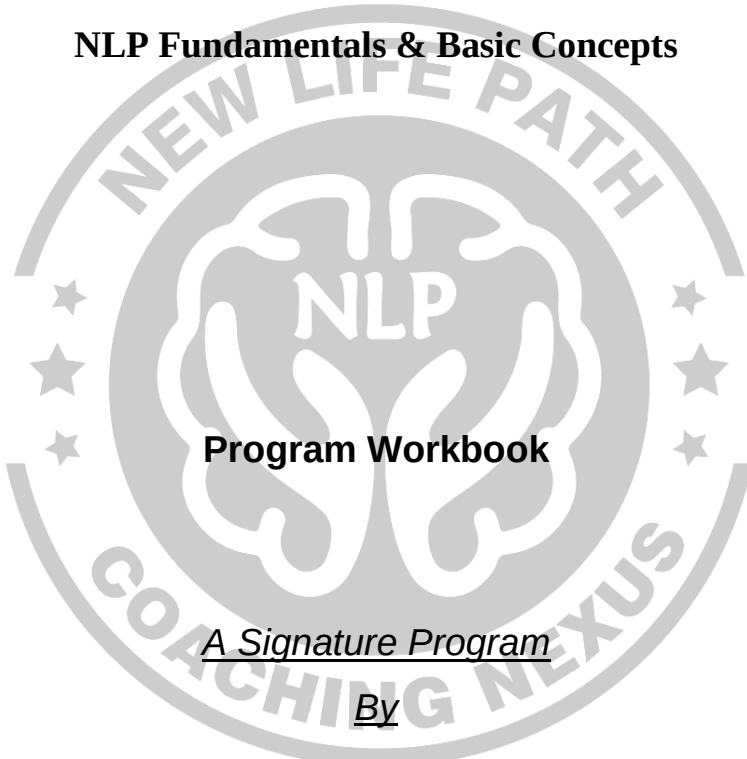
NLP Master Coach, Founder-NLP Coaching Nexus

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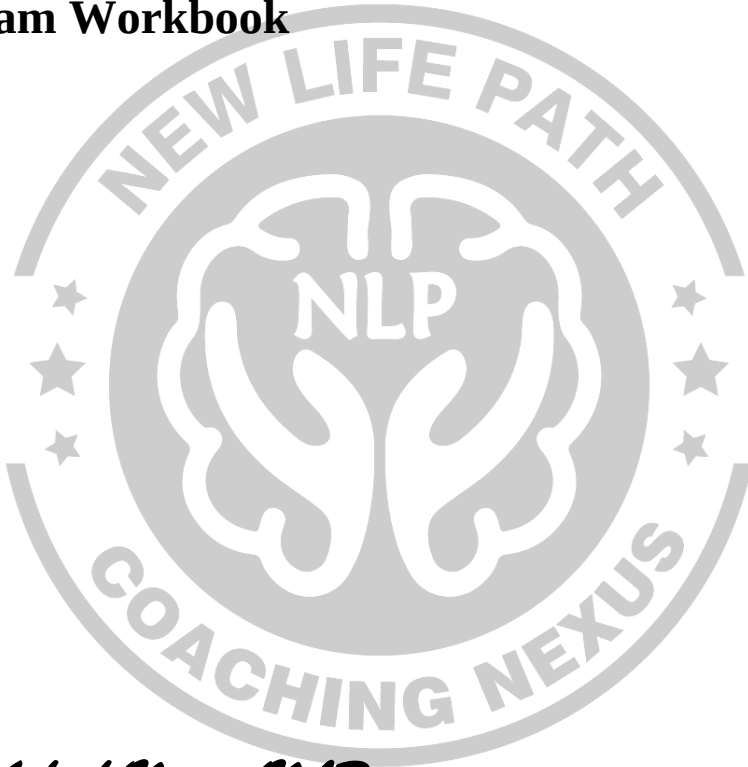


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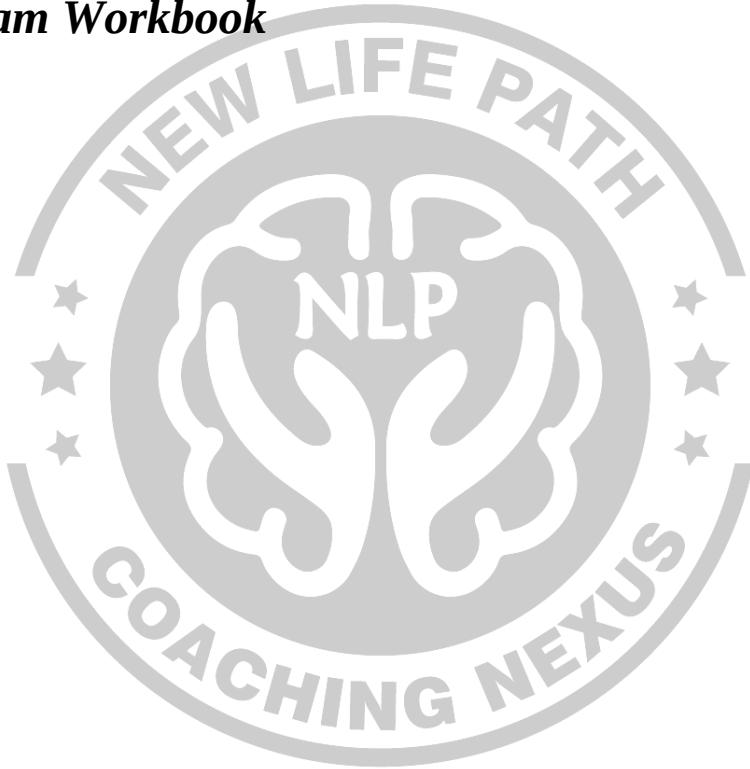
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***Welcome
To
The World of Transformation***

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Introduction:

Hello Dear Friends,

I welcome you to this course for Neuro-linguistic Programming and wish to give you great learning in this course.

This is a theoretical level course, because until and unless we are clear with the basics of how actually our system works, we will not be able to make the basic transformation that NLP can cause.

Although, I have included some effective NLP visualizations as a gift to you in this course. Hope you enjoy and use them to upgrade your system and get a glimpse of the effectiveness of NLP.

Once you are through with this course, You will be in a position to implement understanding about Behaviours and Communications that we are facing on a daily basis and how exactly can you handle them so that you are the controller of your Life's Journey.

So, I again welcome you to this NLP Foundation course,

"Change the way you Change"

What you will learn:

- Basic framework of Neuro-linguistic Programming
- NLP Communication model - your way to success in relationships, personal as well as Corporate
- Basic techniques related to NLP
- Much more learning about how our Mind Receives, Perceives and Reacts and how we can influence these to make our lives better.

About Dr. Ashish Nagar NLP:



Hello, I welcome you to my web-page!!

My name is Dr. Ashish Nagar PT, I am a Trained NLP Wellness and Life Coach and am presently conducting all levels of training through NLP in various sectors. My concentration is on relief of Stress, Anxiety and Depression.

I am a Physiotherapist by profession. I completed my Bachelor's in 2001 and Masters in 2005. Since then for almost 14 years I was working effectively as Physiotherapist in various rolls right from an Intensive care Physiotherapist to an Assistant Professor in a Physiotherapy College and all roles in between. Throughout my 19 years of career I have dealt with Pains and Physical Problems of thousands of People, which revealed me that most people are suffering with various physical ailments because of their Mental Stress leading to Anxiety and Depression. Further research lead me to Neuro-linguistic Programming which is a scientific way of handling the Stress we undergo in day-to-day life.

NLP helped me understand the behaviors and the patterns that lead people to Stress which over a period of time built up as Chronic Anxiety and Gradually depression. This profound realization lead me to discovery of new way of treatment of Physical pains and Diseases leading to Debilitation. Use of NLP with of years of experience as a Physiotherapist and Medical base lead me to newer horizons of effective treatment for Psycho-somatic Disorders and Psychopathic Pain.

So join me to Discover your new YOU, "The Charismatic ME!!" where you will be able to overcome trivial Health issues with ease and Discover true WELLNESS to live the life at the fullest.

Course Overview and Flow:

This course is sub-divided in five sub-sections

Section 1, gives you an overview about the concept of Neuro-linguistic Programming, introduction to the Resource person, Dr. Ashish Nagar NLP & some basic concepts of digital discipline as you are taking this course online.

Section 2, guides you through the basic introduction to Neuro-linguistic programming, its benefit, some basic positive beliefs NLP depends upon “Presuppositions” and concept of representational system.

Section 3, takes you through the basic NLP Principles such as what is state, how it is formed and its importance; Sub-modalities, anchoring, pacing and mapping other’s map of world viz. rapport and understanding sequencing of responses known as Strategy.

Section 4, talks about the heart of NLP, that is, the NLP Communication Model. This section takes you through a profound introduction to the basics of NLP communication inclusive of concepts such as Sensory rich language, Meta-models, Meta-programs & understanding the eye-accessing cues.

Section 5, towards the end of the course we will learn about main techniques we use in NLP for guiding Change. These comprise use of time-lines, framing and reframing, use of perceptual positions and neurological alignment a process of aligning self.

At the end of this I will be giving you the pathway where you can look forwards about what you need to do with further learning in NLP.

Code of Honour:

Punctuality:

Respect other's time. Show up on time.

Accountability:

Responsibility to finish given days job

Clarity:

Now or never, do the exercises in real time

Productivity:

*Stop procrastination & laziness of asking, I do not know
what to do... Let us find it out!*

Commitment:

You are investing this time for Yourself & Your future

Raise Your Standards:

Raise Mental standards & Value Standards

Focus:

*For success you must develop "Tunnel Vision", Monastic
Work*

Congruence:

Tune your Body & Mind to one Purpose

Digital Discipline:

- Believe that you are here to create a positive & Lasting Change in your Life.
- Use Headphones/hands-free for clear audition.
- Access the course on laptop or desktop with clear visibility.
- Fix a time and place for daily sessions. Get disciplined and commit to learning.
- For best results choose an undisturbed environment so that you can Focus, this will actually push you to Transformation.
- Keep your phone on silent... avoid distractions to the maximum for effective retention of learning.
- Keep Airplane mode 'on', if attending course from mobile with wi-fi connected.
- Get in the Body Language of learning. Sit up erect and have a resourceful posture with a receptive mindset to aid learning & Transformation.
- Complete daily lectures at a stretch to gain continuity and complete understanding about the topic being discussed.
- Follow the instructions given and complete the activity suggested for the day for best results.
- Make lot of notes, digitally or with a pen and paper; share each day's learnings in comments under the lectures.
- Feel free to connect to me in case you do not understand a concept. Attend the course tactfully and repeat videos if needed.
- Go through the review notes, meditations, and daily practices regularly to keep the pace of the program.
- Do not forget to Practice first on yourselves, then try on others... this experience will make you master of the art .

1. What is NLP?

NLP & Some Basic Concepts:

NLP stands for “Neuro-Linguistic Programming:

N- Neuro:

The mind and how we think. Our nervous system, the mental pathways of our five senses.

L- Linguistic:

How we use language and how it (specific words and phrases) mirrors our mental world and affects us. Linguistic also refer to our ‘silent language’ i.e., our non-verbal behaviour like our postures, gestures, beliefs and habits that reveal our thinking style.

P- Programming:

How we sequence our actions to achieve our goals. It suggests that our thoughts, feelings and actions are simply habitual programs that can be changed by upgrading our ‘mental software’ (programming is borrowed from computer science)

Some definitions of NLP:

NLP is the study of human communication.

NLP is the study of the structure of subjective experience. NLP is the influence on our mind and subsequent behaviour. NLP is the way of modelling excellence.

NLP is the ability to be your best more often.

NLP is the powerful and practical approach to personal change NLP is what works.

What does NLP do?

NLP brings about the change and self-development.

Conscious/Unconscious Mind

We have come across these terms several times. The Conscious mind and the Subconscious or Unconscious mind. We have also come across terms like Superconscious or beyond consciousness in spiritual or religious context also. But we will now understand the concept simply but with profound scientific basis. Any knowledge that is given to you without basics won't be able to impress your understanding. A scientific and simple approach will help you understand and utilise this knowledge for transformation for self and others too.

Conscious Mind – or state of Awareness

Presently you are reading this, using your eyes and conscious mind. That means you are reading this in your Awareness and “Consciousness” just another name for your Awareness or ‘State of being Aware’.

You are using your eyes, i.e., sense of sight when you are reading this. That means you are creating some Visuals of the words that you are reading. That means you are in your Awareness now and you are using your Visual sense to read this now.

Similarly, when you are awake and in a state of Awareness you can even hear and recognise the sounds coming to you from around you. This is known as Auditory or sense of hearing.

The third receptor is your Skin, primarily and the muscles underneath the skin. These two organs feel the things around you. What is the temperature now, your skin detects this immediately, if it's hot you turn on the AC or Fan if it's cold, you cover the skin with warm clothes? If Something is pricking or irritating you, your hand is directed to that location instantaneously. This is known as your Kinaesthetic Sense.

Unconscious Mind

We so far discussed about the things that you could perceive in your state of awareness that are presently in front of you and you can receive them with Awareness. But now if I name certain things that are not presently in front of you, let's see what happens. If I say 'Taj Mahal' or 'Elephant' or 'Car' or 'Amitabh Bachchan' what is happening? You started seeing Visuals of these things in spite of the fact that they are not in front of you presently. Then who is watching these things, when you are in your Awareness and seeing these things which are not right now in front of you?

You need to understand here that, beyond your Awareness you are also having an Awareness that you don't see. We can call it Meta or Sub Awareness. This is your Meta-Awareness. That is beyond your awareness. If you just think about a situation when you felt Loved or Insulted you can almost feel those feelings associated with them this very moment. This is also possible because of your Meta-Awareness.

This Meta-Awareness is your Subconscious. So, the awareness Beyond your Awareness, beyond your Conscious is the Subconscious, Unconscious, Meta-awareness, or whatever you want to call it or refer it as. This is your Subconscious. If you have understood this concept that is enough, we do not need to be a scholar here, I only want you to understand these terms so that when I use them to communicate with Your Healer Within you, you must be able to understand what level I am talking about.

NLP has a characteristic approach to the conscious and unconscious mind (unlike other system of psychology)

Conscious: Everything that is in present moment awareness.

Unconscious: A container of for many thoughts, feelings/emotions, resources, beliefs, possibilities

Ecology:

Ecology is a concern for the overall system. Ecology check is when you consider the change you are making fits into the wider system.

Internal Ecology;

Checking with your own feelings about which course of action would be a wise-one to follow.

Questions for an Internal Ecology Check: (Check in VAK)

Is it worth it?

What will I lose/gain if I make this change?

What are the good aspects of the present situation?

How can I keep these good aspects while making the change?

What are the wider consequences of my actions?

External Ecology;

An external ecology check examines how your outcome will affect other significant people in your life.

Questions for an External Ecology Check: (Check in VAK)

Make a leap of the imagination and become them and find;

How will your change affect them?

How will they react?

Does your outcome go against any of their life rules/values?

Internal and external ecology are two different perspectives on the same system.

Congruence / Incongruence:

Your mental ecology is shown by your feelings of two types; feelings of congruence or incongruence.

Incongruence is the feeling that the change has consequences that are uncertain, or are negative (Incongruence is not bad, but you need to be aware of it and explore why you are feeling it). A classic example of incongruence is, “Yes... but...”.

Uneasy feelings are representation of incongruence.

Sometimes while doing ecology check, you get clear picture of unpleasant consequences, but other times you may get a ‘gut feeling’ or intuition that all is not well somewhere but you are able to say why.

This intuition is an unconscious indication that the change is not completely ecological.

Congruence means a feeling of an alignment in your identity, beliefs, values, capabilities and actions. More congruence leads to more success. Congruence is where your mind and body agree on to one thing and your mind permits your body to do the job without objection. This state leads to success and achieving the desired outcome.

Calibration:

Improve your ability to observe and respond to the physiological and behavioural cue of others.

Calibration involves linking behavioural cues to internal and emotional responses.

2. NLP BENEFITS

Why should I learn NLP? How can I benefit from NLP?

NLP has many uses. As it has skills to manipulate your Brain and how it perceives the world and thereby control and change your reactions to whatever is happening to you and around you, you can modify your reactions depending on your state of mind.

So, NLP gives you a sense of control, you feel more in charge of your thoughts and moods; you communicate more effectively and in an influential way, you develop yourselves and live a more fulfilled life.

With the Help of NLP,

- You can learn effective communication thereby improving your power to express yourselves and negotiate better where you wish to.
- You become a skilful coach by gaining ability to influence and motivate people.
- Clear your stance and your position in society, office, family as well as your own understanding.
- Managing your own emotions and personal states of mind.
- Overcome your past painful/bad memories that are stopping you to perform at your best in future.
- Create certainty for your future endeavours but creating a clear picture.

➤ Empower yourselves by getting your resourcefulness increased as you change your perceptions with the help of NLP.

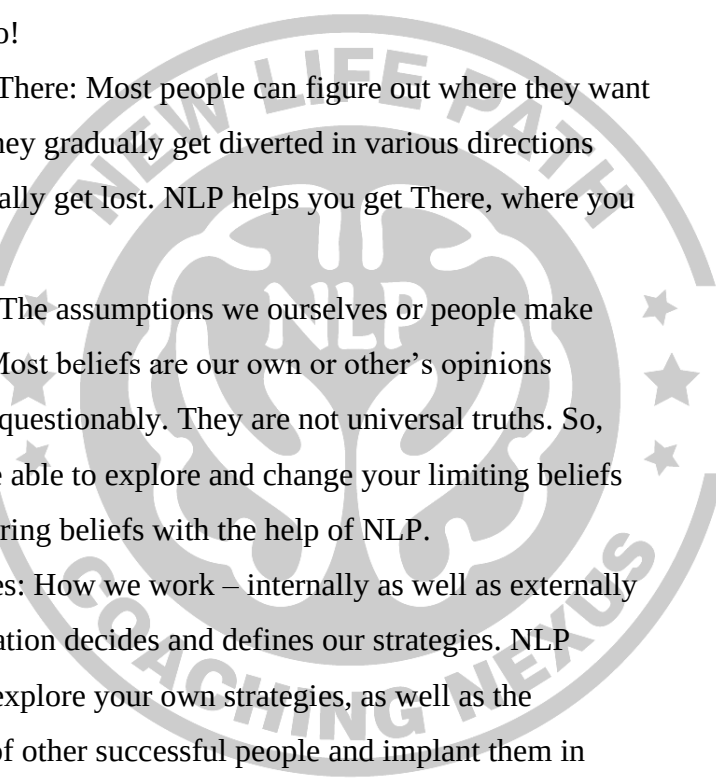
➤ Empowering Resourceful emotions, empowering beliefs, aligning to the values that you need to be successful in future and get a sense of certainty.

In life, we normally are aware of what to do, but very few actually do what we know, isn't it? So, knowing is not enough. You must take action.

Action will start with certainty about future and clear vision, which can be created easily with the use of NLP. It also gives you the raw material required for commitment, grit and perseverance by giving you a sense of control, clear direction and empowered beliefs to thrive till the achievement of your goal, your desired position in life, the wealth you deserve or the life you dream.

Some Personalised benefits of NLP Include:

1. Build your own way: Building your own Success System with the Help of Self-NLP.
2. Set Your Frames: Setting the rules for ourselves and our life. Govern Your Life! Be the Director of your Life. Set the Frames!
3. Lead and Manage Emotional States: Emotional states help us manage what we get from others as well as how we manage our own actions and responses. With NLP lead and manage your own Emotions as well as others' emotions too.

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- A large, faint watermark logo is centered in the background. It is circular with a double-lined border. Inside the circle, the words "NEW LIFE PATH" are written in an arc at the top, and "COACHING NEXUS" is written in an arc at the bottom. In the center of the circle is a stylized figure of a person with arms raised, and the letters "NLP" are prominently displayed in the middle.
4. Increase Rapport: Rapport is your friendliness with yourself and surrounding. NLP helps you be in rapport with yourself as well as others for maximum benefit.
5. Setting Our GPS, Outcomes & Goals: Outcome oriented life is the best trip we can go for! Outcome is the destination of our GPS, how, when, where, can be planned if you know where to go!
6. Getting There: Most people can figure out where they want to go but they gradually get diverted in various directions and eventually get lost. NLP helps you get There, where you want to be!
7. Beliefs: The assumptions we ourselves or people make about us. Most beliefs are our own or other's opinions adapted unquestionably. They are not universal truths. So, you will be able to explore and change your limiting beliefs to empowering beliefs with the help of NLP.
8. Strategies: How we work – internally as well as externally in any situation decides and defines our strategies. NLP helps you explore your own strategies, as well as the strategies of other successful people and implant them in your internal as well as external programming for ultimate results

3. NLP PRESUPPOSITIONS

The NLP Presuppositions are a set of central principles, guiding philosophies or positive “beliefs” of NLP. These principles are not true or universal, but these are certain principles of NLP that govern positive thoughts based on which you can run your programs with positive attitudes towards life and daily situations.

Basically, these form the basis of ethical principles of life.

Let's see these presuppositions:

1. Map is not the territory.
2. Every Experience has a structure. (VAK)
3. If one person can do it, anyone can learn to do it! (Modelling)
4. Mind & body are part of the same system. (Human Body)
5. People already have the resources they need.
6. You Cannot NOT Communicate.
7. The meaning of the communication is the response you get!
8. People respond according to their Map of the World.
9. If what you are doing isn't working, try something different!
10. Every Behaviour has a positive Intention.
11. There are No failures, only Feedbacks.
12. People are much more than their behaviour!
13. Having a choice is better than not having any!

NLP Presuppositions

The Commandments for Change

- *The Map is not the Territory.*
- *Every Experience has a Structure (VAK).*
- *If one person can do it, anybody can learn to do it!*
- *We already have all the Resources we need.*
- *Mind & Body are part of same system called human body.*
- *You cannot NOT communicate.*
- *The meaning of communication is the response you get!*
- *People respond according to their Map of the world.*
- *Every behaviour has a positive intention.*
- *People are much more than their behaviours.*
- *There are no Failures, there are only feedbacks!*
- *If whatever you have tried didn't work, try something different!*
- *Having a Choice is better than not having any!*
- *Being flexible ensures highest form of success.*
- *We always make the best choices available us.*
- *Rapport determines the quality of any communication.*

@ashishnagarnlp

4. Representational Systems

Representational System or Preferred Thinking System

To understand ‘Preferred Thinking System’ or PTS, first we need to understand how we human beings structure our internal representations.

We receive and represent information through five senses –

1. Sight or vision; means we perceive the things through our vision.
2. Sound or auditory; means we perceive the things through our ears
3. Touch or kinesthesia; means we perceive the things through touch or feeling
4. Smell or olfaction; means perceiving the things through smell
5. Taste or gustatory’ means perceiving the thing through taste.

Though we use five senses, but we use primarily only three of these senses: the visual, auditory and kinaesthetic system. These specialized receptors send external stimuli to the brain. And each of you know that through the process of deletion, distortion and generalization, the brain takes these signals and form an internal representation of the external event.”

It means the internal representation has a structure and that structure has three ingredients i.e., visual, auditory and kinaesthetic. These ingredients do not have to be in equal quantity or quality. For an event, I may have ‘visual’ dominated representation while for you it may be auditory dominated and for someone else it may be kinaesthetic. Though the external event was one, yet three people may have different

internal representation of it. When you ask people to describe an event, they speak in different language.”

It is because it is not the event in the outer world that matters, but the personalized internal representations of that event that matters and helps you make your response.

People who are primarily visual tend to see the world in pictures. You can recognize those people. Their speech is usually fast, and breathing is high in chest. The vocal tone is high-pitched & nasal. There is muscle tension, particularly in the shoulders. They point a lot. They often have hunched shoulders and extended neck.

Around half of the business population, according to research, is made up of people whose preferred thinking system is visual. Since ‘visuals’ code their experiences in picture form, therefore they respond most readily to incoming information.

Typical ‘visuals’ think, talk and behave as though their entire mental process are held on film. This is why they are fast talkers. “Visuals’ get impatient when they are interrupted as it means ‘losing part of the picture for them’. They need to talk as fast as the film show running on their mental screen. At worst, they may lose their entire thoughts if interrupted.

During conversation, ‘visuals’ often are seen using their hands freely. Their free hand movements complement whatever they are saying. Sometime they are move around a lot and pace the floor while talking. Sometime they are looking around at anything other than the people they are speaking to because the eye contact may disturb the film that is running in their head. Though it may disturb a non-visual person, though is not the signal disrespect or lack of interest.

5. STATE

What is state? Magic of Reception and Perception

- ✓ A sum total of neuro-physiological process at a given point of time
- ✓ It is our way of being in any moment
- ✓ It is sum total of thoughts + emotions + physical energy at any given moment

How we create a STATE?

We perceive any event through five senses i.e. See (Visual Learning), Hear (Auditory Learning), Touch (Kinaesthetic Learning), Smell (Olfactory Learning), Taste (Gustatory Learning)

Note: We don't perceive the world as it is; we delete, distort or generalize before we perceive it and then create our inner representation.

What is Deletion/Distortion/Generalization:

Deletion: Important information is left out and this limits thoughts and action.

Distortion: Information is twisted in a way that limits choices and leads to unnecessary problems and pain.

Generalization: One example is taken to represent a class in a way that narrows possibilities.

Two components of a STATE;

a. Physiology

b. Personal Internal Representation

Types of States: States can be resourceful or unresourceful.

Resourceful states: confidence, happiness, delightfulness, concentration, ecstasy, decision making, love, flexibility, playfulness etc.

Here resourceful means that when you are in these states, you can get the access to your inner resources that you have.

Unresourceful states: fear, phobia, trauma, sadness, guilt, discomfort, confusion, depression, frustration etc.

It means that though you have all the resources but because of these states you can't get the access to your resources.

State of Association:

When you are associated, you feel the feelings that go with the experience.

You are in the here and now.

You are absorbed what you are doing.

You are inside your body looking out from your own eyes.

You feel bodily sensations.

State of Dissociation:

When you are dissociated, you have feelings about the experience.

You are thinking about something rather than being in it.

Feel distance from what you do.

You see yourself in your imagination.

You are aware of the time passing.

You experience distance from bodily sensations.

How to change any state:

a. By physiology: As if...posture, breathing, facial expressions and inner voice. (See Exercise 2 in Techniques)

b. By Changing Internal Representation

6. Submodalities

Submodalities: Subquality of experience or thought or E-2

Sub modalities are the fundamental components of our experience.

Submodalities decode how we structure our experience.

Changing sub modalities is a very powerful and effective intervention that changes the meaning on an experience.

When we change the Submodalities of our experience, we can change the meaning we give to our experience.

Checklist of possible Visual Sub modalities:

- Movement: Is it a movie or still frame?
- Colour: Is it colour or black and white?
- Brightness: Is the image bright, dim or dark?
- Location: Is the image on the right, left or Centre?
- Type: Is the image panoramic or framed?
- Vertical location: Is the image up, middle or down?
- Perceived Size: Is the image life-size, bigger or smaller?
- Impact: Is it 2-D or 3-D?
- Distance: Is the image close or far?
- Speed: Is the speed of the image fast, medium or slow? (If it is movie)
- Associated or Dissociated: Are you in the picture or watching from a distance?
- Special feature: Is there any colour that impacts you most?
- Experience: Is there anything visual that triggers strong feelings?

Checklist of possible Auditory Sub modalities:

- Is there any sound in it? If yes.
- What is the volume of the sound; high, low or medium?
- What is the tonality; harsh, soft or medium?
- What is the speed of the sound; fast, slow or medium?
- Is the sound regular or irregular?
- What direction does this sound seem to be coming out?
- What specifically are you saying or hearing? (Contents)
- Are certain words emphasized?
- How long did the sound last?
- What is unique about this sound?
- Anything else (auditory) that triggers strong feelings?

Checklist of possible Kinaesthetic Sub modalities:

- Where is the feeling located in the body?
- What is the level of intensity, low or high?
- What is the level of pressure, hard or soft?
- What is the texture, rough or smooth?
- What is the weight? Light or heavy?
- What is the temperature? Hot or cold?
- Is there any movement or spin?

How to elicit sub modalities?

See Exercise 3 in Techniques

Contrastive Analysis and Mapping Across:

Contrastive analysis in NLP is a process of analysing two sets of Sub modalities to discover the differences. It is a technique that enables you to distinguish the different ways that some codes their thinking. It is an exercise for wider use in NLP; an important tool to bring about the change. Take two experiences and find the difference in their sub modality structure. These will show you the critical differences that give these experiences their meaning. (*See Submodalities Worksheet in Techniques*)

7. Anchoring

Anchoring is a process of learning to hold on to the states that are crucial to success.

An anchor is a stimulus: It may be a sound, an image, a touch, a smell, or a taste that triggers a consistent response in ourselves or someone else.

This anchors then start acting, as soon as you are exposed to this trigger it just involuntarily creates the desired response.

The ability to use anchors in NLP enables us to:

- Access the resources (feelings and states) that we want when we want them.
- Replace unwanted feelings and thoughts with desirable ones.
- Gain control over our emotions.
- Keep on course when going through periods of intense change.
- Positively influence the response we trigger in other people.
- Experience the day as we want, no matter what is happening in our life.

Examples of Anchors:

Examples of visual anchors: the national flag, pictures, a smile, advertising, a sunny day & fashion

Examples of auditory anchors: Your name, music, voice cone & bird song

Examples of kinaesthetic anchors: a comfortable chair, a bath or shower & a powerful gesture, for example punching the air in victory.

Examples of olfactory anchors: the smell of tar on the Road, Hospital, School or newly baked bread.

Examples of gustatory anchors: the taste of your favourite food, chocolate or coffee.

Key factors in anchoring:

- a. Fully associate with the experience before you set the anchor.
- b. Make the anchored experience intense.
- c. Use a distinct and specific anchor that is easily reproduced.
- d. Set the anchor just prior to reaching the most intense part of the experience

Steps for setting Anchors:

One intense experience can set up an Anchor. Any experience at the peak of state associates with Visual, Kinaesthetic or Auditory stimulus can give rise to Anchor. A weak Anchor can strengthen through repetition, informed or even random. Anchors can damage your health, can weaken the immune response, can even be cause of allergies and many other diseases.

Let us Learn how to Create or Set Resourceful or positive Anchors. (*See Techniques for related exercises*):

Following Steps can be followed in creating an Anchor:

Step 1: Get into the resourceful state you wish to anchor

Step 2: Reach the peak of the anchor using V, A & K.

Step 3: Create a Kinaesthetic Anchor at the peak of state.

Steps for collapsing anchors:

Decide on an unresourceful state that you want to work with; like anxiety, stress, lack of confidence etc. Associate into this state so that you are experiencing it and anchor it on one elbow. Test the anchor until you know it works.

8. Rapport

Rapport is bonding at an unconscious level.

Rapport is the quality of a relationship of mutual influence and respect between people.

A person does not have rapport until they have built a good relationship with another person.

NLP supplies the skills to build a respectful and mutually influential relationship by establishing and building rapport on different neurological levels.

Rapport is not manipulation. People who manipulate may look as if they are building rapport.

Rapport is not the same as friendship. Rapport is not agreement, nor does it come from agreement. It is possible to agree with someone and not have rapport. It is also possible to disagree with someone have rapport.

Rapport comes from taking second position.

When we take second position, we are willing to try to understand the other person from their point of view.

Satisfying relationships are built by rapport, not by just agreement.

How to build rapport:

- ✓ By taking genuine interest in another person
- ✓ By being curious about who they are and how they think
- ✓ By being willing to see the world from their point of view

Pacing and leading

To build rapport, begin by pacing another person.

Pacing is when you enter the other person's model of the world on their terms. It is exactly like walking beside them at the same pace.

Once you have paced a person, build rapport and shown that you understand them, then you have a chance to lead them.

Leading is when you use the influence that you have built up from pacing.

Matching and mirroring

You pace and build rapport through 'matching'.

Matching is when you mirror and complement an aspect of another person. It is not copying; it is more like a dance.

By matching, you show you are willing to enter the other person's model of the world.

They will intuitively perceive this and so you can feel more at ease with them and they will feel more at ease with you.

Matching can be done at every neurological level; like Environment, Behavior (Verbal / non-verbal), capabilities, Beliefs/values, Identity,

Matching Physiology

Body movements:

- leg position
- arm position
- head position

- rhythmic tapping of fingers, hands etc,
- gestures with hands, arms, head

Breathing pattern:

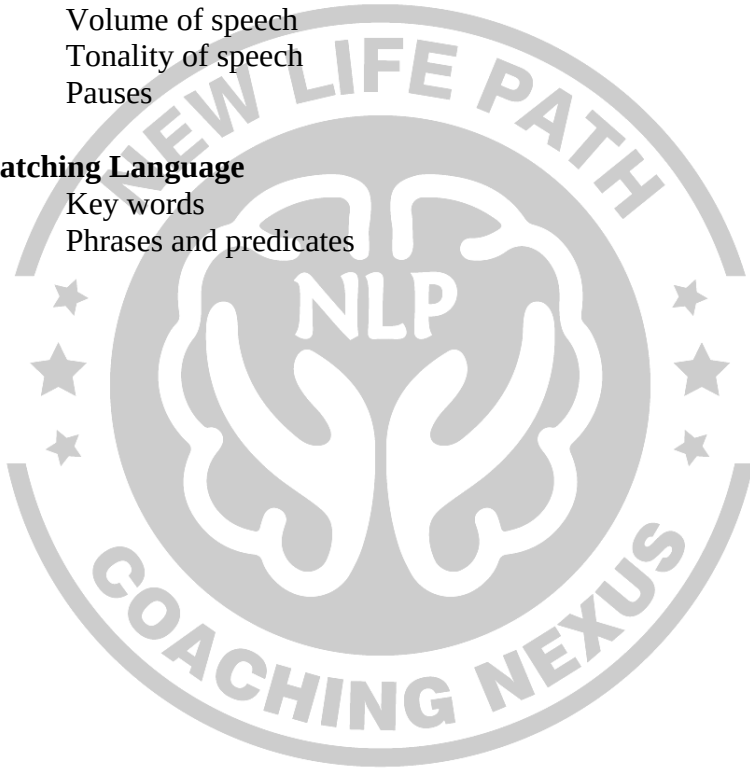
- Speed
- Depth
- Location
- Eye contact

Matching Voice tone

- Speed of speech
- Volume of speech
- Tonality of speech
- Pauses

Matching Language

- Key words
- Phrases and predicates



9. Strategies

In NLP, strategies are how we do what we do to achieve our outcomes. A strategy is a sequence of representations that lead to an outcome.

- ✓ NLP consists of three elements, viz., Internal representations, Internal state & External behaviour
- ✓ Strategies belong to the internal representations segment.
- ✓ They combine representational systems with outcomes.
- ✓ We consistently use our representational system to think and to plan our actions.
- ✓ Strategies are those sequences of thought that we use to achieve our outcomes.

Three essential gradients of a strategy:

- a. An outcome
- b. A sequence of representational system
- c. Crucial sub modalities of the representational system

We need to remember that strategies happen very quickly; often beyond our conscious awareness. They shape our thinking.

Strategies explain the difference between people. Some people have better memory, decision making or motivation than others because of strategies only.

Strategies lead to generative change. If you give a person a better decision-making strategy, then you are helping them in every part of their life.

Strategies always work. They always get an outcome. If they get an outcome that you don't want, then do not blame the strategy, but understand it and change it for one that works better.

Strategies are used in:

Modelling:

A large part of modelling involves the mental strategy that a person is using. This strategy, together with that person's beliefs, values and physiology, gives you the structure of how they get their results.

Key to modelling: Strategy + Beliefs + Physiology

How to elicit a strategy

There will be times when you want to discover the strategy another person is using, either to model it because it is good or to change it because it is not getting the results they want.

These are the steps;

- ✓ Associate the person into the strategy, ask him to take you through their strategy step by step.
- ✓ The next step is simply to elicit the specific sub modalities of each representation in this person's strategy.
- ✓ Once you have elicited a strategy, you can redesign it, replace it, or streamline it to achieve a different outcome.

Strategy Notation

Submodalities:

'V' – Visual, **'A'** – Auditory, **'K'** – Kinaesthetic

Representation:

'e' for external & **'i'** for internal

Attribute:

'r' for remembered; **'c'** for constructed; **'t'** for tonality

'd' for digital (words); **'id'** for internal dialogue

10. Sensory Rich Language

There is an old saying, “When in Rome, do as the Romans do.” Each of us has preferred modes of speech that reveal our preferred sensory arena. Once you know how someone is processing their experience, you can adapt your language to be more like theirs, right? That gives you a lot of power to connect with them, to have them feel that you are on their side, that you understand them.

Speaking someone’s language makes it easier for them to get the message you’re sending simply because they have less to translate into their *preferred* channel of processing.

Because you now understand how your own mind works, you’ll remember as they tell you about their process that it, too, can be broken down into feelings, sounds, pictures, tastes, and smells. So when a person gives a really general complaint, like “Well, you know, I don’t get this job, I can’t do it,” you recognize that this is way too limited; you can’t do anything with it.

By developing your ability to use all sensory systems in your language, you will be developing your ability to communicate in a way that is interesting and compelling.

Contrast the following:

As you walk down the corridor to the main office you will see a pink notice on the wall to the side of the EXIT door. Read this—it will remind you of the emergency procedures we have demonstrated this morning.

Shortcut to using enriched language:

1. Choose something that you want to communicate to someone. It could be via an email, a letter, a report, or a presentation.
2. Think of the person to whom you are going to communicate. What would you say is their preferred sense for communicating (they may of course be fairly balanced, but most people have a preference)? If you are not sure, take a look at any communication that you have had from them. If you are communicating to a group of people, you can use all senses and it is appropriate to do so.
3. Imagine yourself associated into the situation that you want to communicate so that you can see, hear, and feel it. (This could be a past, present, or future situation.)
4. Choosing the preferred sense of your reader or your listener, write down what you are seeing/hearing/feeling (depending on what you think is their preferred sense). Now do the same with each of the other senses. Aim to convey with language what it is that you see, hear, and feel.
5. After you have communicated what it is that you wanted to say, check out to what extent you achieved your outcome.
6. What have you learned about how to use enriched communication in the process of doing this?

11. Meta Models

The Meta Model is a language patterns and questions that removes deletions, distortions and generalisations and works on precision questioning.

Was developed by founders of NLP, Richard Bandler and John Grinder, by studying the communication models of Virginia Satir and Fritz Pearls.

It is all about precision questioning.

Two levels of language that we humans use;

1. **Surface structure**; what we say to self/others
2. **Deep structure**; underlying meaning

We delete/distort/generalize information so it becomes disconnected from its deeper meaning. Thus, we typically use an imprecise/lazy form of language.

Deletion: When parts of the meaning have been omitted.

Vague subject, Vague action, Nominalizations / Abstraction, Comparison, Opinions as facts.

Generalization: One example is taken to represent a class.

Universals, Stoppers/Limiters (Model operators of necessity), Drivers (Model operators of possibility).

Distortion: Information is twisted

Blamers, Presumptions and Interpretations.

What does Meta-model do?

1. Gather information
2. Clarifies meaning
3. Identifies limits
4. Create choices

Deletion

1. Vague subject: *Who/what exactly?*

*They are not sincere. Some people dislike me.
Certain things are bothering me.*

2. Vague Actions:

Intervention 1: How exactly I do...

Intervention 2: What exactly I am doing...

Intervention 3: What needs to happen for you to know that I am...

Mr x is not performing?

You are not supporting me?

He does not understand me.

You don't love/like me.

3. Comparison: 'Compared to what / who?'

Adjectives...

Your product is too costly.

This work is too tough.

This situation is too bothering.

4. Nominalization: Convert noun into Verb (and apply the same rule as given in Vague Actions)

His performance is not okay.

His support is meaningless.
His understanding of the matter is not clear.

5. Opinion as fact: *According to whom?*

The speaker expresses an opinion as if it were a truth by deleting the fact that is an opinion.

‘According to whom?’... reconnects the speaker with his personal ownership.

It is a bad day.
Money spoils character.
Health is not in our control.

Generalization:

6. Universals: *all, never, always, everyone, nobody*

All political leaders are dishonest.
You always irritate me.
Everyone likes honesty.

7. Stoppers: What stops you? Or ‘What would happen if you did it? Use of ‘Can’t’

I can’t do this work.
I can’t learn this skill

8. Drivers: What forces you? / What would happen if you did not? Use of ‘have to, must, should, ought to’

They are accompanied by a feeling of tension.

I have to finish the job by evening.
I have to go to office daily.

You must save money regularly.

They lose their power because the words suggest outcomes that belong to somebody else.

Your true outcomes contain the words such- I want to / wish to / feel like can etc.

Distortions:

9. Blamers: How is it possible for 'x' to make you feel 'y'?

Speaker gives the responsibility for their state/feelings to others.

(It is not that these statements are not true, they are. But the speaker has allowed other to affect them.)

When you respond 'How is it possible for x to make you feel y?', this encourages the other person to consider exactly how that happens. Once they may still choose to feel y, but they will own that y once they begin to say 'I feel y' rather than you make me y.

You make me upset.

He made me feel bad.

10. Presuppositions: Mind reading; 'How exactly do you know that?'

You are upset, I know that.

You look upset.

He was angry.

She is depressed.

11. Interpretations: How does x means y

He doesn't look at me, he dislikes me.

Today also you came late, you don't respect me.

12. Meta Programs

Metaprograms are deletion filters.

They cause us to put our attention in certain places and not in others, resulting in habitual patterns of thinking, decision making and behaving. They work at a deep unconscious level, having a strong influence on our behaviour, motivation and personality.

They form a part of the unconscious communication message

How to recognize them:

1. Towards/Away from (Motivation direction)

‘What do you want in a job/relationship/product/service/X?’

2. Frame of reference (Internal - external)

‘How do you know if you have done it well?’

3. Attention direction (sorting by self, sorting by others)

4. Matcher-mis matcher

Matcher / Matcher with exception / Mis matcher / Mis matcher with exception

5. Convincer Pattern

(A) *‘How do you know when someone else is good at work?’*

Do you have to

a) see them or watch them do it

b) hear about how good they are

- c) does it with them?
 - d) read about their ability
- The answer may be combination of these.

(B) 'How often does someone have to demonstrate he is good before you are convinced?'

Four possible answer:

- i) Immediately
- ii) A number of times
- iii) Over a period of time
- iv) consistently

Everyone has a specific means by which they become convinced.

Part of what makes someone convinced is the channel through which they receive the information.

- ✓ Hearing what they had to say
- ✓ Reading the plan in more details
- ✓ Trying to find out if it worked in practice

6. Possibility vs necessity

'Why did you change your job?' 'Why did you buy your car/house?'

7. Primary interest

'Think of best meal you ever had.'

- Things
- People
- Place
- Information
- Time
- Activity

8. Information Chunk size (Detail vs global)

‘Look around you at the room / building you are in. How would you describe it to someone who has not seen it before?’

Global chunks

- Helps to think in ‘big’ picture terms.
- They avoid details as much as possible.
- This is useful for a senior management position.
- May not notice small objects in her environment and may perhaps be perceived as having his head in the clouds.
- Enjoys discussing concepts and ideas

Detail chunks

- These excel in a job where they can work with details and this is where they will get the most job satisfaction.
- Finds easy to be busy with small things and leave the bigger things for when they have more time.

9. Option or Procedures

‘How do you want to run this team?’

Option:

- He will seek out or create options for their choices in life.
- Tend to use more opening and outward gestures, suggesting possibilities.
- He talks about what he can/could do.
- Option pattern creates variety and choice.
- Explore newness, take initiative.
- Gets stressed when work in forced to work to a strict procedure.

Procedure:

- He looks for sequence.
- He talks in ‘must’, ‘have to’.
- Mark out segment of time with their hands or use fingers to suggest a sequence or procedure.

- Make decision on procedural run event.
- Without a procedure, he gets stressed when have too many options.
- Too many options mean mental torture.

10. Working style

- Independent
- Cooperative
- Proximity

HOW to Elicit Meta-Programs:

Ask them:

- *What do you want in a relationship/career?*
- *How do you know when you have done anything well?*
- *What is the relationship between what you are doing this month and what you did last month?*
- *How often does someone have to demonstrate something to you before you are convinced it is true?*
- *Tell me your favourite work experience and why it was important to you.*

13. Eye Accessing Cues

Our eyes give powerful clues to the way we are thinking. Ask someone close to you now to spell Mississippi. If there is a choice, ask someone who claims to be good speller. What are their eye movements? Watch carefully, because some of the movements are fleeting. Most good spellers visualize the word they are spelling by picturing the word as if it were on a screen in front and slightly above them. They typically look up and to their left, but some may look up and to their right or straight ahead with a defocused stare. Each of these eye movements indicates visual thinking, a key part of a successful spelling strategy.

The way we use our eyes indicates the kind of thinking that is going on. For example:

Eyes up and left (your left)—Visual remembered

This is where we look when we are remembering images we have seen before, e.g., the face of our partner, the last place we went on holiday, our workplace, what we did yesterday.

Eyes up and right (your right)—Visual constructed

This is where we look when we are constructing images we have not seen before, e.g., ourselves in a location we have always dreamt of but never been to, a colleague with an expression on their face we have never seen, our home redesigned, the vision for our business.

Eyes straight ahead defocused—Visual

The clue as to whether this is remembered or constructed can be determined by how the weight is distributed in the rest of the body: to the left and it is remembered, to the right and it is constructed.

Eyes to the side and left (your left)—Auditory remembered

This is where we look when we are remembering sounds that we have heard before, e.g., a favourite piece of music, the sound of a friend's voice.

Eyes to the side and right (your right)—Auditory constructed

This is where we look when we are creating a sound that we have never heard before, e.g., someone we know speaking in a completely different tone of voice.

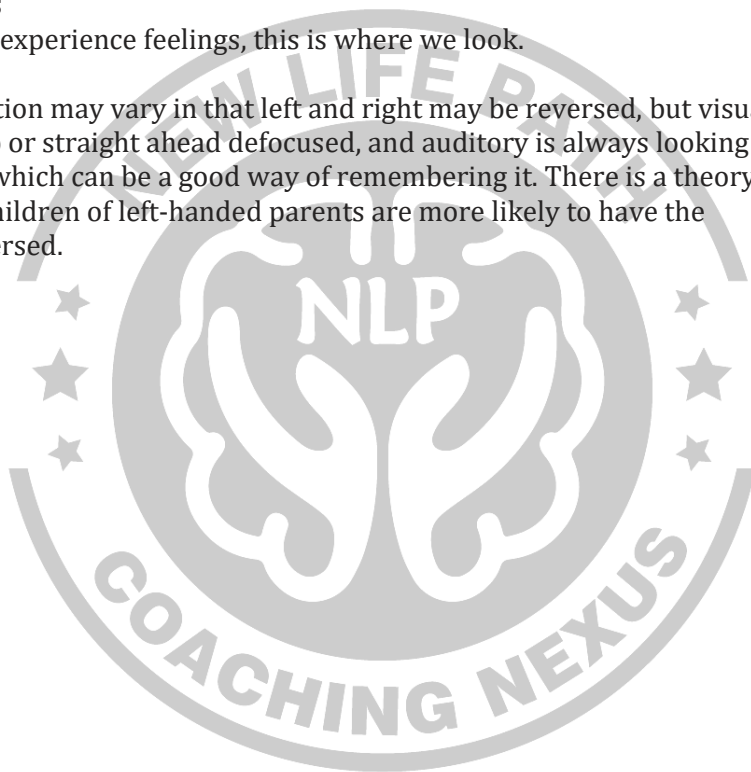
Eyes down and left (your left)—Auditory digital, inner dialog

This is where we look when we are having a conversation with ourselves or asking questions in our heads.

Eyes down and right (your right)—External feelings and emotions

When we experience feelings, this is where we look.

The direction may vary in that left and right may be reversed, but visual is always up or straight ahead defocused, and auditory is always looking toward the ears, which can be a good way of remembering it. There is a theory that left-handed children of left-handed parents are more likely to have the sides reversed.





Visual Constructed



Visual Remembered



Auditory Constructed



Visual Defocused



Auditory Remembered



Kinesthetic



Internal dialog

14. Time-lines

Timelines: References of life with the time of our life.

This is the internal representation of time in your life. People may represent time as past, present or future. So, it is very important to elicit people's timelines and how they relate to it.

Applications of Submodalities to deal with the timelines is one of the most fascinating part that NLP handles and deals with.

How to elicit Timeline:

To help a person see the concept of timeline in one's own perspective, this will help the person identify his/her Timeline.

Step 1: If your life can be demonstrated in a straight line right from your birth, if you had a Time-line, where would it be?

Step 2: If you wanted to point your past, where will you point?

Step 3: Where do you see the future?

Step 4: Where are these two timelines meeting?

In Time and Through Time: These are the two ways a person could relate to time.

In an In-Time timeline, the person will be associated and will see the timeline passing through him, seeing future in front of him and past behind him. This passes through the body.

In a Through-Time time line, the person will be dissociated and the timelines will run from right to left or left to right. (not definitely but can follow the writing patterns or standard language reading sequence).

Use of Submodalities with Timelines: *(see descriptions in Techniques)*

- Timeline for Dragging Death Away
- Extending Future Timeline
- How to explore your TimeLine
- Leaving the past behind



15. Reframing

Reframing is changing the way you perceive an event and so changing the meaning. When the meaning changes, responses and behaviour will also change.

Two main types of reframing

1. Context reframing
2. Content reframing

Context Reframing

Context reframing works on comparative generalization.

The complaint in the form of 'I am too...' or 'That person is too...'

The person is complaining because they have put that behaviour in a context where it is a disadvantage.

Make context reframing by asking, 'In what context would this behaviour have value?' Put the behavior in that context and what was a disadvantage becomes a resource. I am too obsessive about small details. = 'You are real perfectionist.'

Content Reframing

This is used when a person does not like the way he reacts to an event. He sees his reaction as a mistake or a disadvantage. Also used to change your perception for anything that can be judged negative,

To reframe think: What could this mean?

Six-Step Reframing:

It addresses any behaviour that seems to be out of conscious control.

Note: When you cannot change any behaviour at a conscious level that is an indication that there is secondary gain. The behaviour is getting you something that is important and which you (at subconscious level) don't want to give up. However, the positive intention and secondary gains are unconscious.

It is effective for unwanted habits, uncontrolled behaviour, physical symptoms, addictions, OCD etc.

Six Steps:

1. Identify the problem

Select a behaviour of yours that you would like to change.

2. Establish the communication with the part responsible for the behaviour and establish the signals

Ask the part that creates the behaviour to give you a signal (such as lifting a finger) that will mean 'yes'.

3. Establish the positive intention of the part and separate it from the unwanted behaviour

Ask the part to bring to mind the positive intentions of the behaviour that you would like to change.

4. Ask your creative part to generate new ways of fulfilling that positive intention Ask your creative part to produce three alternative behaviours that would fulfil the needs revealed in the previous step.

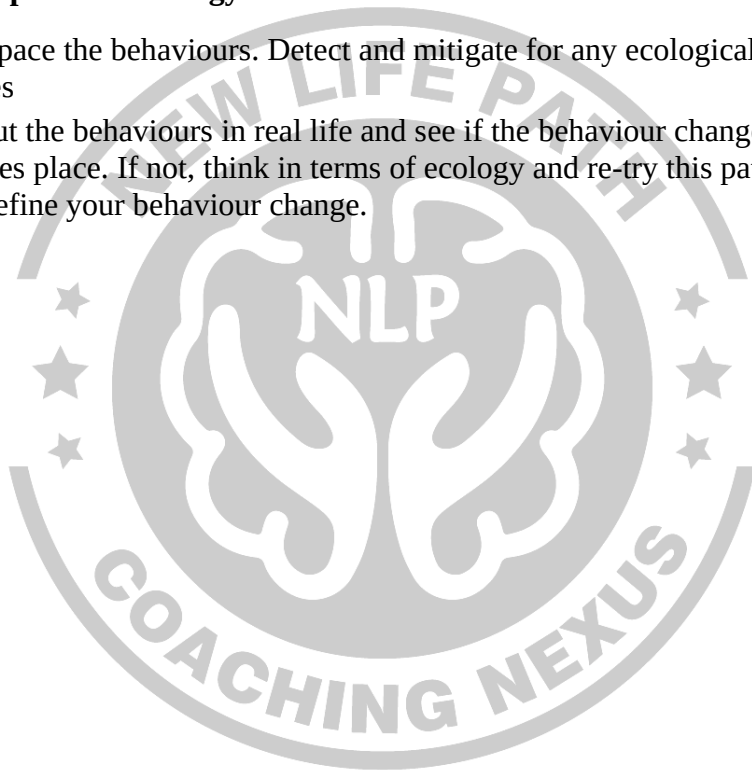
5. Get agreement from the original part that it will use one or more of these choices rather than the original behaviour

Ask your part that produces the problem behaviour to give the signal when it is satisfied that here are three behaviours that will fill the needs it revealed in step three.

6. Future pace and ecology check

a. Future pace the behaviours. Detect and mitigate for any ecological difficulties

b. Try out the behaviours in real life and see if the behaviour change you desire takes place. If not, think in terms of ecology and re-try this pattern in order to refine your behaviour change.



16. Perceptual Positions

Problem-solving is achieved when we explore different perspective or point of view.

Here are two major applications of this technique:

Relationship and business meetings.

First Position: It is your own view of any situation; your own reality.

Second Position: It is to understand the world from another person's perspective. Second position is the basis of empathy and rapport.

Two types of second position:

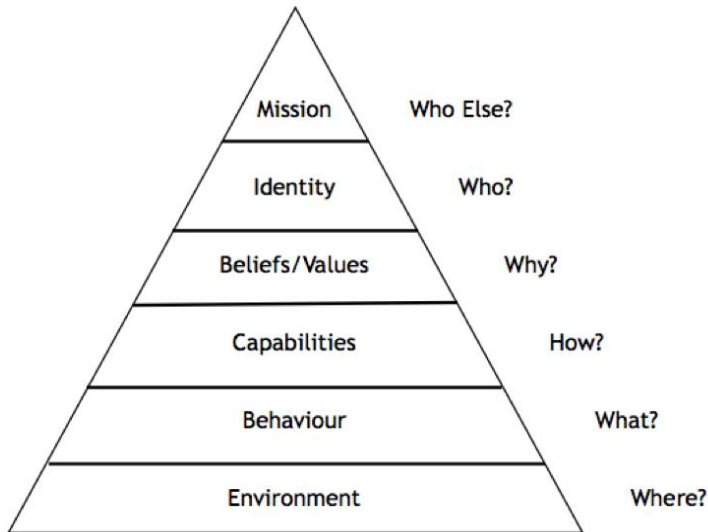
Emotional second point: understanding other person's emotions.

Intellectual second position: To understand other person's thinking/ideas.

Third Position: It is a step outside your view and the other person's view to a detached perspective. It is to see the relationship between the two viewpoints. It is important to check the ecology of your outcomes.

17. Neurological Alignment

Logical Levels



Neurological Levels of Alignment:

1. Environment: The where and when
2. Behaviour: The what
3. Capabilities: The how
4. Beliefs and Values: The why
5. Identity: The who
6. Beyond Identity: The connectedness

Steps to Follow:

Congratulations!

With this we come to an end of our Stating Journey of knowing about Neuro-linguistic Programming.

Now What?

You might ask me Ashish what after I complete this? If you were just interested to know about NLP the journey ends here, now you can talk to someone about NLP.

But, if you are interested to learn NLP now this is going to serve as your basics for learning advanced NLP. There are plethora of trainers teaching NLP and you can connect with anyone of them to as now you are aware of the basic terminology.

At NLP Coaching Nexus, we have a different methodology for teaching NLP.

Whatever might be the reason that you ended up with this course, if you are interested to move further you can connect with us for our “Advanced Live Training” provided on Zoom by Ashish Nagar NLP.

If you are interested you can let us know by sending an email at info@nlpcoachingnexus.com with “Regarding After NFC” in your Subject line.

We will get back to you once we receive your mail and will keep you updated with next level course and other forthcoming events.

Stay tunes and do not forget to get in touch with Ashish Nagar NLP (@ashishnagarnlp) and NLP Coaching Nexus (@nlpcoachingnexus) on socialmedia for latest updates about forthcoming courses, summits and events from our Coaches.

Looking forwards to staying connected to you!

Thanks, and Regards,

Ashish Nagar NLP

Here's what you need to do now to get started...

STEP 1:

Whitelist and prioritize all emails from NLP Coaching Nexus and me, Ashish Nagar NLP, from this email address: info@nlpcoachingnexus.com (instructions below).

This is important, because if you don't **you might not get our emails!**

In addition, please take the following simple steps to make sure you get our emails:

1) If you are a Gmail user or you use any other web-based email that filters broadcasts away from your main inbox, be sure to "drag" any emails from Transform Destiny or Michael Stevenson into your **Primary Inbox** if you have one. (Again, you don't want to miss something.)

2) Create a special NLP COACHING NEXUS folder where you can archive emails from us AFTER you have read them.

(This is important...DO NOT setup automatic filters to direct our emails into these folders, or again, you are likely to miss something. Simply move them manually to the folder after the information in the email has been read.)

STEP 2:

Take two-seconds and join the **NLP Coaching Nexus Members Only Facebook community**, as this will be our primary method of communication outside of email updates, and again you won't want to miss a thing:

[Join our Private Facebook Community](#)

There are people who will be joining our NLP community there as we grow together, and you'll definitely want to be a member... especially for the contests and giveaways.

I post on almost all these platforms daily:

[Connect on Facebook](#)

[Connect on Instagram](#)

[Connect on YouTube](#)

[Read the NLP Blog](#)

[Connect on Twitter](#)

Your Account

If you ever need to access anything including online courses, bonuses, or to update your account subscriptions or settings, you can login here:

Visit: <https://nlpcoachingnexus.com/register>

Username: Registered Email

Password: Entered Password



