

Presuppositions of NLP

Convenient Assumptions

In the art and science of NLP, there are guiding principles which, when adopted and maintained by the practitioner, will assist in attaining a clear path of internal congruency and facilitate change in the client. When we pre-suppose these beliefs, we change our own Model of the World, such that we can assist effective change with others.

The Presuppositions of NLP are:

1. **Respect for the other person's model of the world.** In order to create change effectively in a client, you do not have to believe what they believe. It is not your responsibility to change a client's model of the world through an attempt to convince them of yours. When you respect another's model of the world, you effect change rapidly by using the foundation of their belief system.
2. **The meaning and outcome of communication is the response you get.** We are taught that by clearly communicating our thoughts and feelings through words, another person should understand our meaning. They will respond to what they think you said. You can determine how effectively you are communicating by the response you get from the person you are communicating with. In addition, when you accept this presupposition you are able to take 100% responsibility for all of your communication.
3. **The map is not the territory.** The words we use are not the event or the item they represent. Although the words we use to describe an event are chosen to represent the event, the words themselves are not the actual event itself. We create our own reality based on our past experiences, beliefs and memories. NLP is the art of changing our map to create more choices.
4. **People are doing the best they can with the resources they have available.** A person's behaviour is adaptable to the situation. Their present behaviour is the best choice available, and has a positive intent for them. A person's behaviours is not who they are. Accept the person. Support and assist them to change their behaviour.
5. **People have all the resources they need to make the changes they want.** People themselves are not unresourceful. They are experiencing unresourceful states. When the client changes their state, they then have access to all the resources within them to accomplish whatever they choose.
6. **The system (person) with the most flexibility (choices) of behaviour will have the most influence of the system.** This is the Law of Requisite Variety. What this means is that the more options you have in the techniques available to you, the more choices your client has. The more choices that your client has, the more able they are to change.
7. **There is no failure, only feedback.** If a person does not succeed in something, this does not mean they have failed. They have not succeeded, YET. They can vary their

behaviour and find a different way of achieving their outcome. If what you are doing isn't getting you the results that you want, do something different.

8. **There are no resistant students, only inflexible communicators.** Client resistance is a sign of lack of rapport. Any resistance is a result of inflexible communication.

There are other NLP presuppositions which, by and large, say the same thing in a slightly different way.

These presuppositions can become valuable teaching/learning resources. You can carefully read from your clients, listening to their voice tone, calibrate on their behaviour, then ask them to choose one of these powerful presuppositions or ask the client to think of a powerful idea of their own and imagine that it was true in the situation. In most situations these presuppositions will match and when taken on, are powerful beliefs to hold.

These presuppositions of NLP are the underlying assumptions of the NLP model which have occurred over the years with field testing. They can be viewed as a set of beliefs which, when acted upon, ensure that communication and change flow in an active, dynamic, recursive loop.

NLP Practitioners do not regard them as the literal 'truth', but merely as a set of filters which can enhance any communications event.

It's your choice

Choose 3 of the presuppositions that you would find most challenging and 'try them on' for a day or two:

My 3 presuppositions are:

1. _____

2. _____

3. _____