EDUCATING WITH NLP

BY DR SAM POWELL
What is NLP
Values and why they matter
Learning styles
Perspectives
Timelines
Stuck feelings
And so much more
NEURO-LINGUISTIC PROGRAMMING

WHAT IS THAT?
ADVANCED COMMUNICATION SKILLS

**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

Know what you want

Get rapport

Know whether you’re getting what you want

Adjust what you’re doing accordingly
• 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

• 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
VALUES AND WHY THEY MATTER

IF WE’RE NOT ALIGNED WITH OUR VALUES, WE WON’T ACHIEVE OUR AIMS
Visual
Auditory
Kinesthetic
RAPPORT

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

The Hero’s Journey

- Ordinary World
  - Call to Adventure
  - Return with the Elixir
- Known World
  - Refusal of the Call
  - Meeting the Mentor
- Threshold of Adventure
- Unknown World
  - Crossing the Threshold
  - Tests, Allies, & Enemies
  - Innermost Cave
  - Ordeal
  - Reward

- Resurrection
- Road Back
The nurse says I'm morbidly obese... So what are you going to do about it?
AND SO MUCH MORE

- Metaphors matter
- Language skills
- Shifting negative emotions
- Setting goals
WHERE CAN YOU LEARN MORE:

- www.beyondtrainingsolutions.com
- www.nlp-now.co.uk
- www.anlp.org
BOOKS ABOUT NLP IN MEDICINE:

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