NATIONAL INSTITUTE OF TECHNICAL TEACHERS TRAINING AND RESEARCH

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SWAYAM COURSE ON "STUDENT PSYCHOLOGY"

Week-7: NEURO LINGUISTIC PROGRAMMING

"INTRODUCTION TO NLP"

INTRODUCTION

Around 12 years ago, I heard about Neuro Linguistic Programming, shortly called "NLP" from a Professor who came for training overseas participants of a Women Empowerment course. He taught them a few brain exercises and NLP techniques. I was fascinated by the feedback of the participants. I attended the first NLP programme in 2016 and the wonderful journey into to the field of NLP started. It changed many of the perspectives in my life. Then I decided to utilize my training to provide NLP training to teachers so that in turn they can train their students and their own family so that they can excel in their lives. This module will focus mainly on training for teachers and students.

WHAT IS NLP?

N stands for Neuro

– Neuro relates to the brain and the nerve communication network in our body

L stands for Linguistic

– Linguistic relates to the language we use to speak to us (Self talk) and others.

P stands for Programming

– Programming relates to patterns of behavior which you learn and repeat. It also refers to the operating instructions that create an outcome.
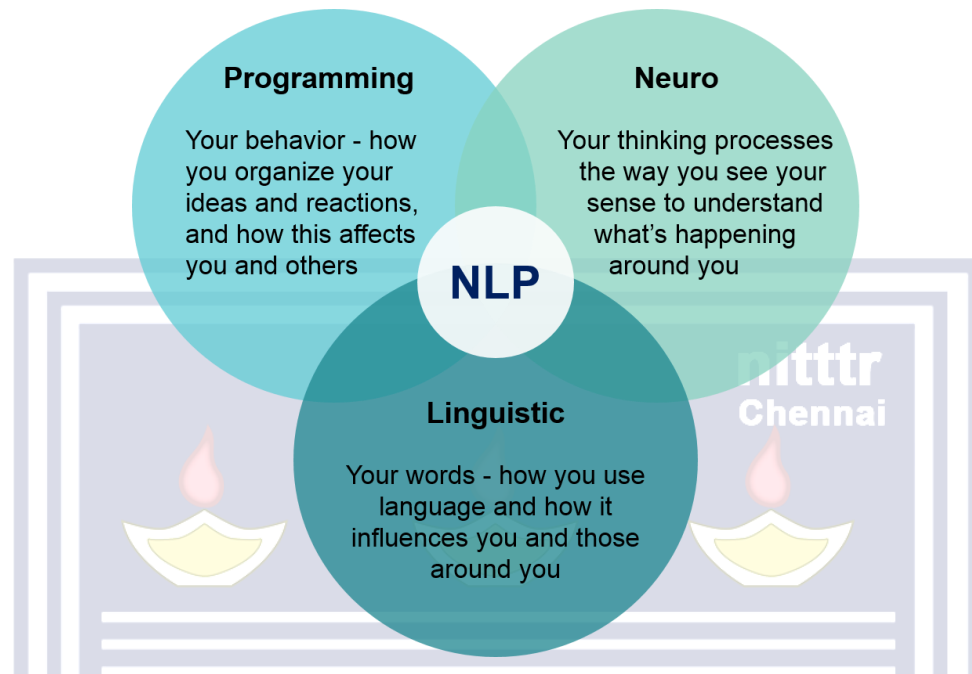
DEFINITION OF NLP

Neuro Linguistic Programming is the study of how the interaction of your brain (NEURO), your language (LINGUISTIC) and body produces patterns of behaviour (PROGRAMMING).

NLP is a collection of techniques and strategies, which help us to understand how our thought processes, behavior and the language we use, influence our thinking and results.

VARIOUS DEFINITIONS OF NLP

- NLP is the study of human excellence and how it can be duplicated. (Modelling)

- NLP is the study of the influence of language on our mind and subsequent behaviour

- NLP is the users' manual for the brain

- **NLP is right brain learning**

ORIGINS OF NLP

NLP was developed by Richard Bandler (Psychologist) and John Grinder (Linguist) in 1970. They were studying the works of successful people in order to analyse human behavior.

Richard Bandler   **John Grinder**
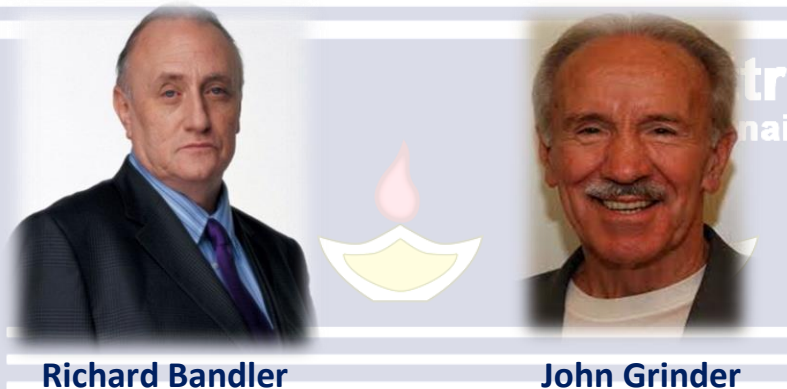
Bandler and Grinder studied the behavioural excellence of Dr. Milton Erickson, one of the greatest hypnotherapists who ever lived; Virgina Satir, an extraordinary family therapist; and Gregory Bateson, an anthropologist.

They studied the procedures Miton Erickson, and Virgina Satir, used to excel in their therapies to produce successful results (Modelling). They called these procedures as Patterns and they started creating patterns to produce desired behavior in people. We will study about Patterns later in the Module.

FOUR PILLARS OF NLP

There are four pillars on which NLP rests. They are

1. Rapport - Rapport is the quality of your relationship (With yourself) and others. It includes body language, speed and the pace of communication.

2. Outcomes - Outcomes refers to knowing what exactly one wants. Focus on your outcomes (goals and intentions in your personal and professional life).

3. **Senses** - Active and effective use of your senses namely Vision and sight, hearing and sound, feeling and touch, smell and aroma and taste.

4. **Flexibility** - being flexible in your approach to situations and events. Flexibility in behavior leads to more success.

These four form the foundations of NLP. Each relates to our own life and life with other people.

BENEFITS OF NLP

NLP helps both in your personal and professional life to

- Get motivated and stay motivated
- Make your goals come true
- Eliminate limiting beliefs and decisions
- Release unwanted emotions and behaviors from the past
- Eliminate stress, anxieties and phobias
- Eliminate stress, anxieties and phobias
- Create harmonious and fulfilling Relationships
- Create your desired self-image
- Create good improvements in your health and well-being
- Communicate, Influence and persuade others
- Increase your speed of learning
- Have More Joy, Success and Confidence
- Model and reproduce excellence in any field

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