



## INTRODUCTION

NLP Presuppositions form the basic beliefs and attitudes that effective NLP Practitioners use in their lives. The presuppositions of NLP are beliefs that have guided the development of NLP. These are the foundation principles of NLP. They are modelled from successful people who consistently produced superb results.

The Presuppositions are as follows:

### 1. The Map is not the Territory.

The way we view any situation is completely different from another person. For instance, my knowledge/information about Chennai is completely different from another person. This is one of the most important assumptions everyone should keep in mind.

### 2. You cannot not communicate.

We communicate either verbally or non-verbally. Even the absence of a response provides information. For instance, if in a meeting, if you don't communicate, it indicates that either you are disinterested or you do not like the proposal.

### 3. The meaning of communication is the response you get.

This is one of the most important and most quoted presuppositions in NLP. While you are communicating, the response we get is purely based on our communication and the perception of our communication by the other person.

#### **4. People make the best choice available at any given time.**

In any situation, good or bad, people try to use all the resources they have to communicate.

#### **5. There is no such thing as failure only feedback.**

Every good or bad outcome gives you a lesson/feedback.

#### **6. People have all the resources they need.**

This is a very interesting preposition. When a colleague or student is not doing something as per your expectation, it doesn't mean they are not capable, it means they are not able to make connections to the knowledge /resources they have to the current work.

#### **7. People are doing the best they can with the resources they have available.**

In any situation, people try to use all the energy and resources to succeed. Suppose due to some difficulty you are not able to sleep the whole night, the next day there is some important work, you can only do your best with the limited energy you have.

#### **8. Every behavior has a positive intention.**

This is another important presupposition. For example, if someone gets fever, fever has a positive intention in that it is indicating that something is not right in your body. In other words, we can say that every behavior has a purpose.

#### **9. Mind and body affect each other.**

Each affects the other. Most of us are mentally alert, more creative and more interested when we are alert. When we are not physically alright, we have lack of concentration, reduced enthusiasm and irritant.

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