



INTRODUCTION

NLP Interventions involves several steps involving establishing rapport, collecting information about the person and then applying strategies relevant to the problem/issue in focus to make changes in the person's life. The entire process of NLP therapy involves mostly non-verbal responses. For better understanding, patterns are the interventions/strategies and the tools are applied as part of patterns.

NLP TOOLS

The major process in NLP therapy is establishing rapport, moving the client from unresourceful to resourceful states, matching the physiology and modeling behavior. The various NLP tools are

- 1. Pacing and Leading**
- 2. Micro Muscle Mirroring**
- 3. Anchoring**
- 4. Trance**
- 5. Modeling**

1. PACING AND LEADING

Pacing and Leading is a popular Neuro Linguistic Programming (NLP) technique for establishing rapport. The percentage of our message comes across via our body language is 55%. Pacing and Leading is the process by which you can influence

someone to do something you want them to do. Basically, pacing and leading a person helps in establishing an unconscious rapport between two or more number of people. Once the unconscious rapport is set, we can easily bring in the necessary positive desired outcomes in the other person.

2. MICRO MUSCLE MIRRORING

Mirroring is a method of building a strong rapport with another person. Mirroring is the ability to assume another person's behavioral style in order to create rapport. It involves matching the physical patterns of another person. Mirroring is simply the process of mimicking subtle behaviours within whoever we are communicating and it should be unconscious. Mirroring can be achieved by copying Breathing, Speech patterns, Body language, Vocabulary style or specific choices of words.

3. ANCHORING

In NLP, "anchoring" refers to the process of associating an internal response with some external trigger so that the response may be quick. Anchoring is a process that is similar to the "conditioning" technique used by Pavlov to create a link between the hearing of a bell and salivation in dogs. Anchoring in NLP is used for the process by which you apply a gesture, touch or sound at the peak of a state, either in oneself or someone else. The said anchored state can then be recalled or re-activated by reapplying the gesture, touch or sound. There are three types of anchors namely Visual Anchors, Auditory Anchors and Kinesthetic anchors.

4. TRANCE

Trance is a semiconscious state. It is a state of concentration, awareness and focus that filters information and experiences. Trance is state of wakefulness in

which a person is either altogether unresponsive or is selectively responsive in following the directions of the person (if any) who has induced the trance. During trance state, the unconscious is open to receive information which will go directly to it. Therefore, the things and commands which therapists say to us during the hypnotic state will have a direct effect on our unconscious mind. Trance is used in NLP patterns.

5. MODELLING

The origins of NLP are in Modelling. NLP Modeling is the process of recreating excellence. By identifying the structure of the skill someone is good at, we can model any human behavior by mastering the beliefs, the physiology and the specific thought processes that underlie the skill or behavior. It is about achieving an outcome by studying how someone else goes about it. For example, if someone is good at conducting a meeting, observe the person's skills and you can use them to succeed in yours.

NLP PATTERNS

Many NLP techniques rely on interrupting maladaptive patterns and replacing them with more positive and creative thought patterns which will in turn impact on the person's life. There are several NLP patterning Techniques. Some of the patterns that will be useful are:

- 1. REFRAMING**
- 2. COLLAPSE ANCHORING**
- 3. FAST PHOBIA CURE**
- 4. ALPHABET GAME FOR PEAK PERFORMANCE**
- 5. SWISH PATTERN**
- 6. BELIEF CHANGE EXERCISE**
- 7. CIRCLE OF EXCELLENCE**

1. REFRAMING

“Reframing is the Mother all NLP patterns” says Dr. John Grinder, the Co-founder of NLP. This is a very powerful pattern to bring about any behavioural (Habits/addictions) changes in you that would significantly improve the quality of your life. It is also used to install new behaviours and new useful beliefs that will accelerate your growth in different aspects of your life. In reframing, Ecology check is done to ensure that behavioural changes will not have future effects on the individual. It is mandatory in reframing.

2. COLLAPSE ANCHORING

Collapse anchoring is a powerful NLP pattern to achieve emotional mastery. This pattern empowers you with the ability to shift emotions on demand, appropriate to that given situation. Collapse anchors can be used to get over emotions such as Anger, irritation, frustration, fear, depression, sadness, low self-esteem, and other unwanted behaviours that limit your growth.

3. FAST PHOBIA CURE

The fast phobia cure is an NLP technique that is quick and effective for overcoming phobias, fears and unpleasant feelings associated with trauma. Richard Bandler and John Grinder, the founders of NLP, developed it in 1976. It is a pattern used for Getting over bad memories, fears, limiting beliefs and phobias instantly.

4. ALPHABET GAME FOR PEAK PERFORMANCE

New code NLP Alphabet game gives you superior states of mind in any context where you want peak performance. These peak states empower you to give your best in any situation. This can be used for any context in your life where you need

high performance. This pattern can be used for Learning acceleration, creativity, concentration, Attention, Public speaking , Stage fear, Exam fear, Interview fears or Fear of authority.

5. SWISH PATTERN

Swish is a pattern that helps you to get over any compulsive addictions/habits by using the power of sub-modalities. This pattern focuses on identifying the naturally occurring internal process as image(s) that causes the external behavior. This pattern aims at changing the internal process of any habit or addiction and not just the external behavior thereby resulting in a permanent change. This Pattern is used, to get over addictions (Food, smoking, Social media), to get over habits like nail biting, to start new habits like waking up early, exercising, reading books, etc., to get over compulsive behaviors like washing hands excessively and to get over stage fear, nervousness, low self-esteem, etc.

6. BELIEF CHANGE EXERCISE

Beliefs are important generalizations or mental habits that we form in early childhood. They make growth possible and life easier, and help us to face difficulties. Sometimes they don't have evidence. Beliefs are like commands to the brain. For, example, one belief most of us would have is if we drench in the rain, then we get cold. Of course some beliefs are enabling beliefs and some beliefs are self-limiting. Personal beliefs that hold you back, or stop you from achieving your goals are called Limiting beliefs and if not changed, can stop us from realizing our full potential. Belief change exercise is one of the powerful NLP patterns to change our limiting beliefs and enable us to achieve our goals.

7. CIRCLE OF EXCELLENCE

Circle of excellence in NLP is a technique used to move oneself from an unresourceful state to a resourceful state. This is an excellent method to get resource (strength or power) for a situation where currently you don't find resource (ability or courage) to do. The circle of excellence harnesses your positive, resourceful qualities and brings them to use in your day to day experience. For example, if you feel you are lacking in self-confidence, or the burdens of life are getting too heavy, practice this technique and you will experience success in all your personal and professional life. This can be used with students to help them to face difficult situations. **E-resources for Circle of Excellence is uploaded.**

CONCLUSION

NLP has developed itself into a separate branch of psychotherapy. And it is slowly gaining momentum in academic settings. I have introduced this for teachers in Polytechnics and Engineering colleges. I have offered around ten NLP programmes at NITTTR, Chennai. In this Swayam course, I have provided good background knowledge of NLP. NLP involves a lot of practice. To know more, please attend a five day programme at NITTTR, Chennai later in the year. I also have a plan to provide a 20 hour course on the Swayam platform exclusively on NLP. It is one of the most effective branches of knowledge for self-improvement and improving the lives of others.
