Presuppositions of NLP

Presuppositions are not codes of conduct or regulatory guidelines. Rather they are set of guiding principles and beliefs that are useful when applying the process and techniques of NLP. They serve to help you through potentially difficult problems whilst maintaining an optimum, resourceful state.

1. **Have respect for the other persons model of the world**

We all have varied ways of understanding the world, based on many factors such as experiences, upbringing, values and beliefs. Each is unique, and should be respected if rapport is to be maintained

1. **Behaviour and change are to evaluated in terms of context and ecology.**

You cannot sustain a changed behaviour if the wider context is not considered. In other words, consider the behaviour in the context of the environment

1. **Resistance in a client is a lack of rapport**

If you are not in rapport with the client, progress will be difficult. Flexibility in communication style and approach will optimise the opportunity for connection and engagement.

1. **People are not their behaviours**

Accept the person, change the behaviour. Often a person’s response is a result of their model or understanding of the world. In NLP we strive to offer more choices and therefore a variety of responses.

1. **Everyone is doing the best they can with the resources they have available. Every behaviour has a positive intention.**

Behaviour is geared for adaption, and present behaviour is the best choice available. All behaviours are motivated by a positive intent

1. **Calibrate on behaviour**

The most important information about the person is their behaviour.

1. **The map is not the territory**

The words we use are not the event or item they represent. We experience reality through our perceptual filters and develop our own “map” of the world. In NLP we help to change or revise those maps if they no longer work for us.

1. **You are at cause!**

You are in charge of your minds, and therefor the results. I am also in charge of my mind and my results

1. **People have all the resources they need to succeed and to achieve their desired outcomes.**

There are no un-resourceful people, only un-resourceful states

1. **There is only feedback! There is no failure, only feedback**

We don’t have to label our results as failure. It is merely learning and therefore feedback.

1. **You cannot not communicate**

We are constantly communicating our needs, intentions and perspectives from in a number of ways. It is very difficult to not communicate!

1. **The meaning of communication is the response you get**

We constantly seek to understand and to be understood. We exchange information, but often we don’t clarify if the true meaning of our dialogue has been understood. The feedback you get is a reflection of the effectiveness of your interaction

1. **The law or requisite variety.**

The system or person with the most flexibility of behaviour will control the system. The more flexible in our engagements, the more successful we are as communicators.