

Core Principles of NLP

“Any sufficiently advanced technology is indistinguishable from magic”

Arthur C. Clarke

What are the core principles of NLP?

The core principles/basics/pillars/legs of NLP are:

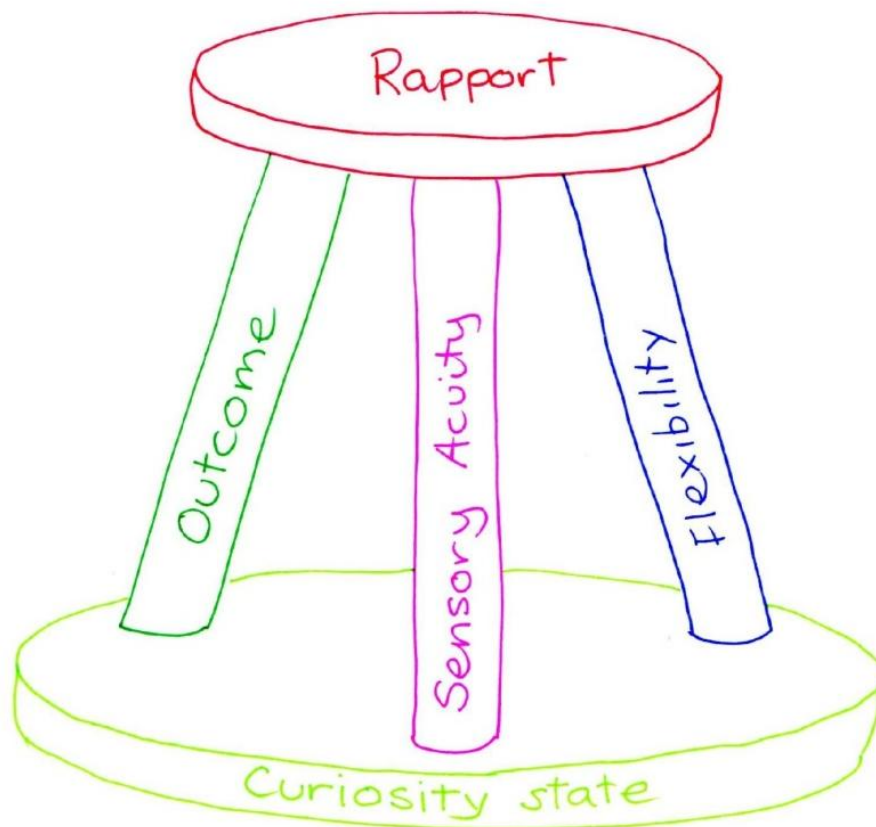
Rapport
Outcome thinking
Sensory Acuity
Flexibility

All underpinned by curiosity rather than judgement.

Why are they useful?

The foundations of NLP are the basis from which all of the other theories, tools and techniques hang! If you consider these principles whatever you are tackling – be it a coaching session with someone; a meeting you are going into; a job you want; – you will be utilising the core of NLP practice.

Model



The core principles of NLP

There are effectively 4 core principles of NLP:

Outcome thinking – the first leg is to know what you want – that is to have a clear outcome. We often find it easier to say what we don't want or to ask what the problem is. If we ask 'what do I/we want?' we can define what success means, rather than fix failure. Defining our outcomes in life gives a sense of energy and purpose to what we do that makes it easier to achieve them.

Sensory acuity - back to 'neuro' – this literally means using your senses – looking at, listening to and feeling what is actually happening – both within you and in connection with others and the environment. You need this leg of sensory information to navigate and know if you are reaching your goals. It will tell you whether you need to keep doing more of the same or whether an adjustment is necessary. Noticing this kind of information requires a state of curiosity that is essential to effective application of NLP....what is going on?

Flexibility – we have many choices at any point in time as to what to do next and the more choices we have open to us, the more likely we are to achieve success in our outcomes. It's just often we keep doing what we've done before because we don't see the choice. NLP advocates recognising your choices and changing what you do until you get what you want. And developing flexibility in your thinking and behaviours is the third leg.

Rapport – this is the over layering seat of NLP – relationship. Relationship with yourself and relationship with others. In relation to yourself, this is about congruence, having integrity i.e. the whole of you is in alignment. We know when someone doesn't seem congruent – for example they may have the external trappings of success and yet they may seem unhappy. A state of rapport with yourself means that you feel at ease with yourself, the different voices in your mind are in harmony and you are healthy and happy. Once you have this rapport then rapport with others is easier! And rapport with others is necessary to achieve what we want in the world – to relate to and influence others effectively is essential. It is about being able to create just the right connection and energy in order to achieve what is needed with buy in from others.

These need to rest upon a state of open **curiosity** rather than closed judgement in order to work well.

What if??

You used these principles to improve your relationships – with your colleagues, family, partner, friends?

Each time you are going into a situation you are uncomfortable with you checked your outcome and changed your state of mind to a more rapportful one?

You aimed to notice more about the specifics of someone else's behaviour the next time you met them, in order to then reflect on how you might influence them.

You looked at areas where you are 'stuck in a rut' and brainstormed all the different ways in which you could act differently next time...and tried them!

I'm sure you can think of so many more.....