Neuro-linguistic programming (NLP)

What is NLP?

Neuro-linguistic programming (**NLP**) is an approach to communication, personal development, and psychotherapy created by Richard Bandler and John Grinder in the USA in the 1970s.

NLP has its roots in psychotherapy, but is also used by coaches, trainers, teachers, managers, consultants, doctors and other professional groups.

Learning and applying NLP is about discovering 'how' you do the things you do and how you can change them (if desired). How do you react (communication and behavior) to what you perceive and how could you do that more effectively or differently? NLP has been described in various ways as the technique of mind and the study of success.

The communication process

In order to communicate more effectively and to be able to change behavior, we first need to know how communication works.

We all perceive the same outside world through our senses. But why does everyone else react to the outside world? Through an internal process, these sensory perceptions are converted into communication and behavior. This process of perception to behavior is shown in the NLP communication model.

Based on our perception and the filtering of the information, we form our behavior daily from recurring thought patterns. Our thought patterns are made up of images, sounds, feelings, internal dialogue, smell and taste. We filter out all the information we receive by omitting, distorting and generalizing things unconsciously. Our thoughts and mood direct our behavior, whether or not it is based on factual perception or from our recurring patterns.

Applying NLP will make you aware of your perceptions, thought patterns and behavior, so that you can make lasting changes to your communication and behavior where necessary and achieve better results.