



NLP PRACTITIONER WORKSHOP

#1 NLP TRAINING PLATFORM



UNITED KINGDOM | DUBAI | OMAN
| NEPAL | QATAR | INDIA

PEOPLE ATTENDING FROM
6 COUNTRIES

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MIND TRAINER & NLP MASTER

Topic 1: What is NLP?

What is NLP?

A brief history of NLP

How it started

In the early 1970s, Richard Bandler, who was a student of psychology, and John Grinder who was assistant professor of linguistics at the university of California in santa cruz, collaborated in a study of exceptional therapist.

The three therapists, who were recognized as outstanding in their field, were:

Fritz Perls, who developed Gestalt Therapy

Virginia Satir, who pioneered Family Therapy

Milton Erickson, a hypno-therapist

Bandler and grinder wanted to find out why these people were outstanding – what they did, how did they do it and would it be possible to emulate it. In other word, could the describe what these exceptional people were doing to enable others to be as effective.

They discovered that although the three therapists appears to work in different ways, their thinking and approach was very similar. Using the result from the study, Bandler and Grinder were able to incorporate the therapists' linguistic and behavioral characteristics, and the values and beliefs that underpin them into a model.

The model provided a framework for better communication, improved personal development and accelerated learning. This model was the foundation for what was to become the study of excellent behavior that Bandler and Grinder called Neuro-Lingustic Program or NLP for short.

Many other people also contributed to the development of NLP; two of the most notable being Bateson and Robert Dilts.

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3

NLP Presuppositions

The foundation for NLP is a set presupposition (beliefs) about ourselves and the world we live in. These presuppositions also serve as principles to guide how we live our lives. Depending on the presenter, the number of NLP presupposition and the wording may vary, but the intent is the same.

Note: for the presupposition to produce positive change in your (people around you) there is just one critical aspect you need to mentally consider.

Each of these presuppositions can be easily challenged with logical and rational example. But that will just keep you stuck wherever you are currently in life. Major changes will start occurring in your life, once you TAKE this presupposition as assumption. As soon as you look at events, people and situations life with that assumption. As soon as you look at yourself and the world with the backdrop of presupposition as true, change in perception outlook and meaning of event start automatically happening.

You may find some of them are already part of your life. You may also find one or more of them confusing or ‘not real’, but go with them as if they are true.

1. You cannot communicate

it is obvious that when you speak you are communicating, but in fact everything you do affects the people around you. Research says that non-verbal communication is even more important than verbal. And even within verbal communication, aspects like tone of voice, rhythm, speed, pitch, pause...etc. make a huge difference in the way the words are interpreted by listener.

Whether we know or like it or not, we always communicate either verbally or non verbally and even when we do not intend to. Non verbal communication includes physical posture, tone of voice, facial expression, muscle tensions, and breathing patterns. Even silence is a form of communication.

2. The map is not the territory.

Everyone experiences the world differently using filters to eliminate information not useful to us at that time. Hence we say that the map is not the territory. You make internal representations (maps) of your experience in your mind. You remember events through pictures, sounds, feelings, tastes, smells and words. The internal representation you may be quite different filters (Beliefs, Values, decisions).

Your map of an event is not the event. How you choose to represent the map in your mind is what gives meaning to the event. If you and I were at the same event, our maps may be quite different, depending on your filters.

Your sense take in raw data from your environment and that raw data has absolutely no meaning whatsoever other than the meaning (Map) you choose to give it. If you were to choose a different meaning, this would change your experience of that event.

People respond to their own reality, not to reality itself.

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4

3. The system (person) with the most flexibility of behavior will have the most influence on the system (also called the law of requisite variety)

OR, If you keep doing what you did, you will keep getting what you got.

OR, These are no resistant student, only inflexible teacher.

NLP presupposes every one of us is responsible for our own life. We may not be able to control external event but we are capable of controlling our reaction and response to those event. If we keep reacting and responding in the same way, we will always get the same result. A person with flexibility will change repeatedly his behavior whenever something he is not working. He changes to trying something new until he achieves his goal.

If you a parent, consider the following: There are no resistant children, only flexible adult. **In business situations,** if you go in to the negotiation session with only one outcome in mind – and you don't achieve that particular outcomes then you're up a dead-end street. If, on the other hand, you have several outcomes in mind (Prioritized from “most preferred” to “least preferred”, of course) then it is likely that you will achieve at least one of your outcomes. **If you are a counselor or therapist,** there are no ‘difficult’ client, just inflexible behavior and approach you.

4. The meaning of communication is the response you get.

Your intended communication is not always what is understood by the other person. It does not matter what you intention is, **what matters are the results you generated from your words**, tone of voice, body language.

Effective communication is more than just conveying wholly what you want. **It is the responds that matters.** The meaning of your communication may not be accurately interpreted and the response may be different from what you intend it to be. People responds according to what **they think** you mean. To elicit the right response, the responsibility lies with you to communicate in a manner that enable person to understand exactly what you mean.

5. There is no failure only feedback.

You try something and it doesn't work out way you planned. How often do you interpret this as failure? Or maybe, it is simply information that you can use to change what you are doing in order to move closer to the result want.

There is no such a thing as failure, only useful learning. ‘Failure’ are feedback that we need to correct our way towards a desired outcome. We can negatively label what we do, which falls short of success as ‘failure’ or alternative, we could view it positively as feedback or information to enable us to seek revision or improvement.

Feedback is positive. Failure is negative. A clear difference exists between these two ways of thinking. Feedback enables us to learn from our mistakes – for instance, we have to put in more efforts, changes our behavior or adjust our priorities. Failure, on the other hand evokes adverse feeling such as confidence, a poor self-image or lack of incentive to improve which inevitably leads to low level of achievement.

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5

6. There is always a positive intention behind every behavior.

No matter how strange, hurtful or inappropriate a person's behavior may seem to you; *to the person engaging in that behavior*. It makes sense in their model of the world. They see the behavior as the best or only way of meeting their need or achieving their outcome.

Similar ways to express this presupposition are:

Everyone is doing the best they can with the resources available to them.

Every behavior is useful in some context.

A person is not his or her behavior.

This the best choice available to a person given the circumstances as they see it.

Our action is always towards obtaining a favorable outcome whether or not we are aware of it. A behavior may appear negative to us but may be so once we understand the intension behind it. The key is to appreciate the positive intension of the other person's behavior.

7. There are no unresourceful people, only unresourceful states.

OR, people have all the resource

OR, there are no negative experiences, only negative meaning to certain experiences.

People have already resources they need to succeed. Something they get themselves into a state of mind(overwhelm, sad, anger) that prevent these resources from being readily available. As a person with NLP training, you can help yourself and others to learn how to access these resources when required.

8. Every experience has a structure – and structure can be altered

Our internal experience are found by inner representations of the five external sense. We can begin to explore this inner subjective world and learn how to change the structure of each experience.

There are main components in our thought – picture, sound, and feeling. Each in turn is composed of details or qualities. For example, the picture can be far or near. Such distinctions can be in colour, black or white, clear and bright. It can be moving like a film strip or still. It can be far or near. Such distinction can be made regardless of what content the picture has. Similarly, a sound can be high or low pitched, near or far, loud or soft. A feeling could be hard or soft, hot or cold, mild or intense. All this constitutes the structure of thought or experience.

9. The mind and body are one system

Mind and body are part of the same system. It has been proven that whatever happens to one affects the other. This means that what we think affects the way we feel and how we feel effects how we think. If the body is tense, the mind will be tense. It is not possible to change one without affecting the other.

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6

Our physiology has a tremendous influence on our mental state and behavior. When you feel tired and unwell, it keeps your mind from thinking at its best and tapping your real potential. When you move around with an upright posture and a confident gait., you develop confident and optimistic thinking.

N- Neuro:

The mind and how we think. Our nervous system, the mental pathways of our five senses.

L- Linguistic:

How we use language and how it (specific words and phrases) mirror our mental world and affects us. Linguistic also refer to our ‘silent language’ i.e. our non-verbal behavior like our postures, gestures, beliefs and habits that reveal our thinking style.

P- Programming:

How we sequence our actions to achieve our goals. It suggests that our thoughts, feelings and actions are simply habitual programs that can be changed by upgrading our ‘mental software’ (programming is borrowed from computer science)

Some definitions of NLP:

NLP is the study of human communication.

NLP is the study of the structure of subjective experience. NLP is the influence on our mind and subsequent behavior. NLP is the way of modeling excellence.

NLP is the ability to be your best more often.

NLP is the powerful and practical approach to personal change

NLP is what works.

What does NLP do?

NLP brings about the change and self-development.

Conscious/Unconscious Mind

NLP has a characteristic approach to the conscious and unconscious mind (unlike other system of psychology)

Conscious: Everything that is in present moment awareness.

Unconscious: A container of for many thoughts, feelings/emotions, resources, beliefs, possibilities.

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7

Ecology:

Ecology is a concern for the overall system. Ecology check is when you consider the change you are making fits into the wider system.

Internal Ecology;

Checking with your own feelings that a course of action would be a wise one to follow.

Questions for an internal ecology: (Check in VAK)

Is it worth it?

What will I lose/gain if I make this change?

What are the good aspects of the present situation?

How can I keep these good aspects while making the change?

What are the wider consequences of my actions?

External Ecology;

An external ecology check examines how your outcome will affect other significant people in your life.

Make a leap of the imagination and become them and find;

How will your change affect them?

How will they react?

Does your outcome go against any of their life rules/values?

Internal and external ecology are two different perspectives on the same system.

Congruence / Incongruence:

Your mental ecology is shown by your feelings of two types; feelings of congruence or incongruence.

Incongruence is the feeling that the change has consequences that are uncertain, or are negative.

(Incongruence is not bad, but you need to be aware of it and explore why you are feeling it)
A classic example of incongruence... 'yes...but...

Uneasy feelings are representation of incongruence.

Sometimes while doing ecology check, you get clear picture of unpleasant consequences. But other times you may get a 'gut feeling' or intuition that all is not well somewhere but you are able to say why. This intuition is an unconscious indication that the change is not completely ecological.

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8

Congruence

It means a feeling of an alignment in your identity, beliefs, values, capabilities and actions. More congruence leads to more success.

Presuppositions

The map is not the territory (first coined by Alfred Korzybski, a Polish mathematician). Experience has a structure.

If one person can do something, anyone can learn to do it.

The mind and body are parts of the same system.

People already have resources they need.

You can't NOT communicate.

The meaning of your communication is the response you get.

Underlying every behavior is a positive intention.

People always make the best choice(s) available to them.

If what you are doing is not working, do something else.

Calibration: Improve your ability to observe and respond to the physiological and behavioral cue of others. Calibration involves linking behavioral cues to internal and emotional responses

Exercise:

Calibration Method:

Step 1. Ask your partner to think of a situation/person and speak from one to ten;
Check the visual and auditory signals

Step 2. Ask your partner to think of another (different in nature) situation/person and speak from one to ten;
Check the visual and auditory signals

Step 3: Ask your partner to think of either situation; see closely and find out which situation he is in.

Notes: Topic 1

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12

Topic 2: State

What is state?

- ✓ A sum total of neuro-physiological process at a given point of time.
- ✓ It is our way of being in any moment.
- ✓ It is sum total of thoughts + emotions + physical energy at any given moment.

How we create a STATE?

We perceive any event through five senses i.e.

See (Visual Learning), Hear (Auditory Learning), Touch (Kinesthetic Learning), Smell (Olfactory Learning), Taste (Gustatory Learning)

Note: We don't perceive the world as it is; we delete, distort or generalize before we perceive it and then create our inner representation.

What is Deletion/Distortion/Generalization:

Deletion: Important information is left out and this limits thoughts and action.

Distortion: Information is twisted in a way that limits choices and leads to unnecessary problems and pain.

Generalization: One example is taken to represent a class in a way that narrows possibilities.

Two components of a STATE;

- a. *Physiology*
- b. *Personal Internal Representation*

States can be resourceful or unresourceful.

Resourceful states: confidence, happiness, delightfulness, concentration, ecstasy, decision making, love, flexibility, playfulness etc.

Here resourceful means that when you are in these states, you can get the access to your inner resources that you have.

Unresourceful states: fear, phobia, trauma, sadness, guilt, discomfort, confusion, depression, frustration etc.

It means that though you have all the resources but because of these states, you cant get the access to your resources.

State of Association;

You are in the here and now.

You are absorbed what you are doing.

You are inside your body looking out from your own eyes. You feel bodily sensations.

State of Dissociation;

You are thinking about something rather than being in it.

Feel distance from what you do.

You see yourself in your imagination.

You are aware of the time passing.

You experience distance from bodily sensations.

Exercise: Creating the State @ As if

Finalize the state that you want to be in like confidence, wellness, delightful, positive etc;

1. Create the physiology as if you are confident.
2. Breathe as if you are confident
3. Have facial expression as if you are confident
4. Have some internal sound as if you are confident

Command:

Sit or stand as if you are confident/motivated/delightful. Put your spine straight, shoulders up and neck balanced. As you put your spine straight, now have a long breath as if you are confident/motivated/delightful. Now, have the facial expression as if you are confident/motivated/delightful. Now, create inner voice as if you are confident/motivated/delightful; like ‘I am becoming confident; or Each moment I am becoming more and more confident.’

As you put your spine and shoulders up, have a long breath, enjoy the positive facial expression and positive inner voice, now experience the sensations of confidence/motivation/delightfulness. Keep building the state. When the state goes at the peak, create the trigger.

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Topic 3: Sub modalities

Sub modalities are the fundamental components of our experience.

Changing sub modalities is a very powerful and effective intervention that changes the meaning on an experience.

Checklist of possible Visual Sub modalities:

Is it a movie or still frame?

Is it color or black and white?

Is the image bright, dim or dark?

Is the image on the right, left or Centre?

Is the image is panoramic or framed?

Is the image up, middle or down?

Is the image life-size, bigger or smaller?

Is it 2-D or 3-D?

Is the image close or far?

Is the speed of the image fast, medium or slow? (If it is movie)

Are you in the picture or watching from a distance? (Associated or Dissociated)

Is there any color that impacts you most?

Is there anything visual that triggers strong feelings?

Checklist of possible Auditory Sub modalities:

Is there any sound in it?

If yes,

What is the volume of the sound; high, low or medium?

What is the tonality; harsh, soft or medium?

What is the speed of the sound; fast, slow or medium?

Is the sound regular or irregular?

What direction does this sound seem to be coming out?

What specifically are you saying or hearing? (Contents)

Are certain words emphasized?

How long did the sound last?

What is unique about this sound?

Anything else (auditory) that triggers strong feelings?

Checklist of possible Kinesthetic Sub modalities:

Where is the feeling located in the body?
What is the level of intensity, low or high?
What is the level of pressure, hard or soft?
What is the texture, rough or smooth?
What is the weight? Light or heavy? What
is the temperature? Hot or cold?
Is there any movement or spin?

How to elicit sub modalities?

Choose the state or event;

1. Set rapport with the person.
2. Use simple language.
3. Presuppose there are sub modality distinction. Don't ask, 'Is there any picture?' because it introduces doubt. Ask, 'What picture do you have?'
4. Be direct. Ask them to see what they saw, hear what they heard.
5. Keep lively pace of your voice. Don't give person to get confused.
6. Elicit, don't install. Don't suggest. Give the person freedom to explore their subjective experience. Don't presuppose it will be the same as yours.
7. Look and listen for non-verbal clues.

Exercise: Disempowering Past Painful Memories

Objective of this exercise is to dissociate the person from painful memories that are lying in the unconscious mind as garbage and are the cause of various emotional and physical issues.

This is achieved through creating dissociation @ muting sounds, turning colors into black and white, changing movie into a still photo, and taking the image as far as it becomes invisible.

Command:

Please sit comfortably....and imagine that there is a transparent glass wall before you at a fair distance.....

Beyond that glass wall.....there is a wooden stool.....on this stool there is a TV set....of which remote control is in your hand.....

Just imagine sitting here, you press a button of this remote and watch the event in the TV for 4 to 5 seconds.....

Now imagine you are pressing a button that mutes the sound in the TV completely.

Imagine the volume line on the TV screen decreasing to zero.....

Have you muted the sound.....(wait for yes from the person, once he says yes).

Now see the event from the beginning.....Is there any sound now? (wait for the response)

Now....press a button of the remote and turn all the colors into black and white...

Have you made the images black and white? (wait for his yes).

Now...once again watch the event from the beginning.....Is there any sound? (wait for NO). Is it Black and white? (wait for his yes).

Now....can you bring the scenes on the TV screen that disturbs you and make the still? (Wait for his response)..... Have you brought it? (wait for his yes).

Now....imagine you press a button and rain starts falling on the still scenes and washes all the outlines off.....Continue the rainbring rest of the scenes if any in the rain and imagine all the scenes are washed off completely....and nothing is visible to now....

If you begin the event on the TV screen, is there any sound (wait for his No). Is anything visible? (wait for his No).

Now finally, press a button and imagine that the TV is flying off in the sky, breaking into pieces and let it collide with the sun and burn it off. Also imagine that the glass wall goes off and you start seeing the pleasurable memory.

Muting inner critical voice

Help the person locate the inner critical voice. Let the voice be at the right thumb. Change the tone of the voice thus listening it in a less critical way.

Command:

Extend your hand with your thumb up. Now imagine you are shifting this voice from its location to the thumb of your extended hand.

Now change the volume and tonality of this sound. Listen to this voice in the voice of some funny character or comedian.

Imagine this sound is getting mute completely.

Now extend your other hand and imagine some personality on your palm with more empowering sound. Listen to this empowering sound with better tonality.

Now imagine that this sound travels from here and gets located at the same location where you have erased the unwanted sound.

Enjoy this process for some time.

Handling feelings

Very effective in handling unknown anxiety, fear or stress.

Change direction of the spin with changing color.

Change temperature & texture

Change weight

Change location

Command One:

Think of the anxiety that you experience. Think of its location, temperature, movement & burden. Give it a color as well.

Now think of the part in your body where you have comfortable feelings. Think of location, temperature, movement. Give it a color also.

Now take these feelings of comfort with all qualities like color, temperature and movement.

Imagine you are consistently taking bath in the color of comfortable feelings and the feelings of anxiety are disappearing.

Keep taking bath in the color of comfort till the color of anxiety is fully disappears. Feel the temperature and movement also changing.

Command: Two

Think of any unpleasant sensations or anxiety or any sensations created by any event like the fear of any disease, failure, break up, phobia, guilt, hatred, fear of big goals, people, past events, future events, present issues, financial pressure, performance pressure, work stress etc.

Powerful step: Think of any stress causing situation, sit still and comfortably for some time and check how your body creates these sensations.

Think of the situation, and explore how this situation is represented kinesthetically, explore kinesthetic sub modalities like location, temperature, weight, spin or movement etc.

Now, imagine you have got a laser torch in your hand and with this torch you are sending some friendly rays to change these sub modalities.

Note: Very helpful for panic attacks, OCD, food/smoking/alcohol addiction, revenge, hurt, procrastination, mania and phobias.

Find the sensation that causes the experience and then handle the sensation by changing the sub modalities of these sensations.

Eye Movement Integration

You can use eye-accessing cues to handle past traumatic situation through this technique. It is used in two situations;

1. To create more choices for a situation
2. To scramble the patterns of some unwanted memory.

Think of a unpleasant memory, discomfort or fear; and now your eyes in various patterns with the help of a pen's tip. Move your eyes eight to ten times horizontally, then vertically, in 'X' patterns, in '8' pattern and check the result.

Exercise: Sub Modality change @ Swiss Pattern

1. Identify the cue image.

Think of the time in your life when you were being hard on yourself. A time, may be recent or long back. A time when you felt unable to be the best you could be.

Allow yourself to be in that experience. See, hear, feel what you felt that time. Try to notice the feelings in your body. Be aware of the pictures and sounds.

Now set this unpleasant image away temporarily.

2. Distraction.

Break your state.

3. Create a Resourceful Self-Image.

Now take a minute or two to create in front of you at a fair distance, an image of yourself, the way you would look as if you had already solved the issue. This is a future ‘you’.

The future ‘you’ has learned how to solve issue that was troubling you with the methods that are yet to occur to you. And this ‘you’ knows you will succeed because this ‘you’ already has. This is a ‘you’ who has been through everything you have been through a bit more.

See this ‘wonderful you’ just in front of you, a large, bright and colorful image of yourself having many resources to handle the issue that has blocked you.

Make the image of the wonderful ‘you’ as attractive as possible. You can make the image larger, brighter, more colorful, panoramic and moving.

Also, imagine the benefits that the wonderful ‘you’ is enjoying like appreciation from someone special, wonderful health, wealth and other amazing benefits. Make the images more and more colorful and brighter and sounds louder.

As the image of the wonderful ‘you’ becomes more and more attractive, you can begin to see that the wonderful ‘you’ is speaking in a sincere and frankly honest tone of voice saying,

‘I feel great about myself’...

‘I feel worthy enough about myself’...

These words ‘I feel great about myself’, ‘I feel worthy enough about myself’ start coming towards you and begin to encircle your head, going all the way around your head.

Now listen to the words going around your head...making a slight echo, as though your head is within a large golden bell.

As you hear these wonderful words, allow the good feelings to begin to wash over and through you.

4. Practice Expanding the Resourceful Self-Image

Now, take the image of the wonderful ‘you’ and put it into a tiny golden dot floating in space in front of you.

Allow that golden dot to rapid blossom and get larger and larger-until it becomes life-size again and you see the wonderful ‘you’ right in front of you...large, and bright and attractive.

And you hear the wonderful ‘you’ speaking ‘I feel about myself’, ‘I feel worthy enough about myself’....and these words encircle you’re your head, as though your head is within a large, golden bell, and you feel the good feeling wash over you. Now see a blank screen in your mind, like a movie theatre. Repeat this process several time, until it is automatic.

5. Place the Resourceful Self-Image into the Cue Image and Exchange Images

Now place that tiny golden dot in the center of the cue image that you discovered in step 1. Let the unpleasant images fade away fast and this golden dot containing the wonderful ‘You’ expands and gets bigger and bigger. The wonderful ‘you’ overwhelms the unpleasant image, filling your mind’s eye, so that all you can see is the wonderful ‘you’.

As you see that image of yourself, large, bright and colorful, right in front of you, saying ‘I feel great about myself’ & ‘I feel worthy enough about myself’...you hear these words encircle your head and slightly echo... as though your head is within a large golden bell.....and you let the good feelings wash over you from your head to toes.

6. See a Blank Screen

Now see a blank screen in your mind like a theatre screen looks before the movie starts.

7. Repeat Ten to twenty Times

Repeat step 5 more quickly.

Place that tiny golden dot in the center of the cue image that you discovered in step 1.

Let the unpleasant images fade away fast and this golden dot containing the wonderful ‘You’ expands and gets bigger and bigger. The wonderful ‘you’ overwhelms the unpleasant image, filling your mind’s eye, so that all you can see is the wonderful ‘you’.

As you see that image of yourself, large, bright and colorful, right in front of you, saying ‘I feel great about myself’ & ‘I feel worthy enough about myself’...you hear these words encircle your head and slightly echo... as though your head is within a large golden bell.....and you let the good feelings wash over you from your head to toes.

8. Multiply the Resourceful Self-Image

Now imagine that you can physically hold the wonderful ‘you’ image in your hands. When you touch it, it begins to glow. Now, multiply that image, by making thousands of images of the wonderful ‘you’, one behind the other like a very large deck of cards, glowing and in bright color.

Now, leave one of the Images right in front of you as you take all the rest of them up in high into the air. Watch all those images of the wonderful ‘you’ begin to come down and settle all around you in circles, all around you in every direction....in your past....your present....and your future. Imagine that there are rows after rows of circle of the wonderful ‘you’ images and you can hear all of them like a chorus of honest voices saying, ‘I feel great about myself’, ‘I feel worthy enough about myself’...And you can allow the good feelings to wash over you and through you from your head to toes.

Other Uses of Swish

1. Self-Image Transformation
2. Installing New skills/behaviors
3. Installing new outcomes
4. Installing new learning
5. Installing confidence/motivation
6. Stress/Challenge handling
7. Creating new neural pathways for any outcome

Notes : Topic 3

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Notes : Topic 3

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Topic 4: A definitive question in NLP: 'What do you want?'

A definitive question in NLP: 'What do you want?'

In NLP outcomes are different from targets/goals/objectives, because, they (outcomes) meet certain conditions that make them realistic/motivating/achievable.

Task differs from outcomes. Outcomes; what you want, task; what you do to get what you want.

Don't do task until you set your outcomes.

What is a Problem?

The gap between what you have and what you want.

Proactive:

Set an outcome and be clear about your desired state, plan to make the journey from one to the other, take ownership of the problem and start to move towards a solution.

Problems can't be solved unless you have an outcome.

Present State _____ Desired State
Resources

Journey from PS to DS;

Outcome thinking questions: Developing outcome thinking!

- a. What am I moving towards? (DS or outcome)
 - b. Why am I moving? (The values that guide you)
What are the gains, if I achieve this goal?
What are the pains, if I fail to achieve this goal?
 - c. How will I get there? (The strategy for the journey)
 - d. What if something goes wrong? (The contingency planning and riskmanagement)
- Opposite of outcome thinking is problem thinking.

Well-Formed Conditions for an Outcomes

1. **Positive:** What you want; not what you don't want.
2. **Evidence:** How will you know you are succeeding/have succeeded? Your V,A,K,O,G.
3. **Specifics:** when/where/with whom Your V,A,K,O,G.
4. **Resources:**
 - a. objects
 - b. People
 - c. Role models
 - d. Personal qualities
 - e. Money
5. **Control:** Can you start/maintain the outcome (direct control); if others; who will help you, and how you will motivate them.
6. **Ecology:** Wider consequences (Opposite of 'Why')

What are the pains, if I achieve this outcome? What are the gains, if I don't achieve this outcome?

Explore VAK deeply. Handle the critic.

7. **Identity:** Is this outcome (DS) is consistent to WHO you are?
Exercise: Swish. Or Contrastive Analysis (see your outcome where you place the things close to your heart)
Clue for swish: The 'other You' has learnt to achieve this outcome with all actions and benefits.
8. **Chunk down.** Chunk down if the outcome is large.
9. **Action Plan:** What to do next?

Note: Don't just think it; ink it.

Possible obstacles that may stop you

Think to yourself, “I will not achieve my goal because....”

1. I don't have resources (people, money, object, skills).
2. I have resources - but I don't know what to do.
3. I know what to do – but I don't believe I have skills.
4. I have skills – but it doesn't seem worth it.
5. It is worthwhile – but somehow it is ‘just not

me’. Make the list of obstacles and decide;

How many are REAL obstacles and how many are your beliefs.

Case 1. If there are real obstacles that make it impossible, drop the outcome. It is waste to pursue now, though the situation may change tomorrow.

Case 2. They are real obstacles – but if you devote time and efforts, they can get around. If it is so, there are further two options.

Option A. You want the goal and are ready to put in time effort. If it is so; it is fine to go ahead.
Option B. If you don't, drop the outcome.

Case 3. There are beliefs about yourself or other people and you don't really know whether they are true.

If it is so, then think how you can test the belief. Does the obstacle only lie inside your head?
How real is it?

Once you have tested your belief, then it will fall into one of the first two cases.

Exercise: Pain and Gains Exercise: Find the ‘WHY’

It is a very important step to create the leverage in the mind as to why you need to move towards your outcome. Human mind is wired in such a way that it always helps you avoid pains and move towards the gains.

To make this exercise work for you, do put the right amount or intensity of visuals, audios and kinesthetic sensations for pains and gains.

It is required for every outcome be it any financial success, relationship success or healing any disease.

Command:

Imagine you are sitting in a home theatre. In front of you, you see two screens side by side.

On the left screen you see a life movie of the pains if you don't change as per the need of the time or miss the right outcomes of life.

Visualize the pains of poor health, poverty, broken relationships, frustration, depression, worries or guilt that you may face if you don't create the dream life.

You can see those people who failed due to some casual approach in life and lived in ultimate pains.

Make these images more and more powerful. Hear the sounds that creates the ultimate pain. Experience the sensations of the pain.

After experiencing these sensations for sixty seconds. Break your state.

Now imagine the gains on the other screen in a movie. See how your life will change if you achieve the outcome.

You can see yourself growing in life positively and enjoy better health (make beautiful images), big wealth (make attractive images), wonderful relationships (make attractive images). Keep creating wonderful frames of your gains here and experience the pleasurable feelings as deep as possible.

Now imagine you say no to the pain movie and go and enter the gains movie and experience the great feelings here.

Exercise; Walt Disney Creative Exercise to Have a Sync among Your three inner Parts;

Dreamer, Realist and Critic

1. Dreamer position;

This where you created possibilities, visions, big pictures. Be creative without restraint. The dreamer position mostly uses the visual representation system. Ask yourself, ‘What do I want?’

2. Realist position;

This where you organize your plans, evaluate what is realistically possible, think constructively and devise an action plan.

Realist position mostly uses the kinesthetic representation system.

Ask yourself, ‘What will I do to make these plans a reality?

3. Critic position;

This is the position where you test your plan. You are looking for problems, difficulties, and unintended consequences. Think of what could go wrong and what is missing?

The critic position mostly uses the auditory representation system (internal dialogue).

Ask yourself, ‘What could go wrong?’

Command: Walt Disney Creative Exercise

Step 1: Sit on the position A. keep your resourceful physiology. Enjoy the state of a Dreamer with ‘as if’ exercise. As if you are a dreamer, put your physiology that way. Breathe as if you are a dreamer. Create facial expression as if you are a dreamer and enjoy inner voice as if you are a dreamer. Enjoying this state, now make a dream that you wish to realize. See how this dream will impact your life positively.

Enjoying this state, start writing about your dream.

Step 2: Now go to the position B; a position for the critic.

Being here, go into the state of being a critic.

Being a critic, see why this dream can’t be realized or what hurdles may appear there.

You can take a note book and start exploring the hurdles.

Start writing; This dream will not be fulfilled because of....

- a. The environment
- b. Behaviors of the person
- c. Abilities of the person
- d. Belief system
- e. Values
- f. Or anything else

Check all the visuals, inner sounds or the sensations that the critics give to you.

Step 3:

Now go to the position C of the Realist. Being here, go into the state of being a realist now. You can imagine that some role models are also helping you in your abilities of being a realist.

Being at this position, explore all the possibilities, actions and options as to how this dream can be realized.

Write all the options.

Step 4:

Now go to the critic’s position, go into the state and check options created by the realist. And find if there is any other objection is there.

If yes, go to the realist till critic is completely satisfied and give its permission.

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Topic 5: Anchoring

Anchoring is a process of learning to hold on to the states that are crucial to success.

An anchor is a stimulus: It may be a sound, an image, a touch, a smell, or a taste that triggers a consistent response in ourselves or someone else.

The ability to use anchors in NLP enables us to:

- Access the resources (feelings and states) that we want when we want them.
- Replace unwanted feelings and thoughts with desirable ones.
- Gain control over our emotions.
- Keep on course when going through periods of intense change.
- Positively influence the response we trigger in other people.
- Experience the day as we want, no matter what is happening in our life.

Procedure for anchoring a resourceful state in yourself:

1. Choose a place that is free from distraction.
2. Decide on a state/a feeling that you have experienced in your life that you would like to be able to access when you choose.
3. Choose an anchor that you can use whenever you want to access this feeling.
4. Now recall the memory of a time when this feeling was at its strongest for you. Get associated with the experience. Pay attention to what you see, colors, brightness, notice the quality. What do you hear? Is it loud or quiet? Location of the sound? Allow yourself to experience the feelings. When associate completely, set the anchor.
5. Repeat this process several times until you know that there is strong connection between the touch and the feelings.
6. Test the anchor.

What happens?

If you have set up the anchor effectively you will recall the scene, the sound and the feelings of the memory. If this doesn't happen, keep practicing.

7. Now think of a future situation where you would like to have the feelings you have anchored. This time imagine the situation in the future, fire ate anchor. What do you see, hear, and feel now? When you do it successfully you are transferring your desired feelings, your resourceful state, to another and in this case future context.

Key factors in anchoring:

- a. Fully associate with the experience before you set the anchor.
- b. Make the anchored experience intense.
- c. Use a distinct and specific anchor that is easily reproduced.
- d. Set the anchor just prior to reaching the most intense part of the experience.

Steps for collapsing anchors:

Decide on an unresourceful state that you want to work with; like anxiety, stress, lack of confidence etc. Associate into this state so that you are experiencing it and anchor it on one elbow. Test the anchor until you know it works.

Break the state.

Choose the resourceful state, say confidence, for example. Associate into a time when you had this feeling. When you experience the intensity of this feeling, anchor it on the other elbow.

Test the anchors in the following sequence:

- a. Break state
- b. Fire first anchor
- c. Break state
- d. Fire the second anchor

If either of the anchors fails to work, repeat the sequence of resetting them. Now fire both the anchors simultaneously. Release the first anchor and hold the second anchor for next ten seconds.

If less resourceful state is still a strong part of the subsequent state, go back and choose and anchor an even stronger resourceful state. Repeat the process.

Now think of a future situation, one that typically in the past would have triggered off the unresourceful state. What happens as you think of this situation? If the collapsing anchors technique has worked, the unresourceful state will not exist anymore.

Exercise: Creating Anchor for Positive States

Remember a time when you felt at the top of world and performed with your peak. Fully return to it now...see what you saw, hear what you heard and feel how good it felt.

...If you cannot remember a time, imagine how good it would feel if you were very confident and had all the power and strength and self-belief you could ever need.

As you keep going through this memory...make the colors richer and bolder...the sounds louder and clearer; and the feelings stronger.

As you feel those feelings increase and reach at the peak, create the trigger.

Repeat steps one and two several times with different memories of your peak performance until just firing the anchor brings back those good feelings.

You will notice as you fire the anchor that instantly those feelings return now.

Still utilizing the anchor, think of a time or situation in which you used to feel stressed. Now imagine things going perfectly, going exactly as you want them to and feel how good that feels to be much calmer and in control of the situation.

Still holding the anchor, imagine a few challenging situations occurring and notice yourself handling them all easily and just in the way, you wanted. Notice how good that feels to be calm and in control

Each time you repeat this exercise it will become easier and easier to experience feelings of **peak performance** 'at your fingertips'

Exercise: Circle of Excellence

To create a resourceful state in future; good for exam, public speaking, interview, facing a person or situation in future.

Step 1: Explore the state of confidence of past by accessing VA K

Step 2: Create the circle with a color and sound and mix the feelings of confidence with this color

Step 3: Enter the circle, gain state and change future the way you want through VAK

Step 4: Test

Command:

Sit or Stand relaxed but straight.....Put your spine, shoulders and neck as if you are confident....breathe as if you are confident.....Now make some internal sound like 'My name is... and I am confident' and bring the expressions on your face.

Now recall a situation in your life when you enjoyed confidence.....Do you recall....(wait for his yes).

As you recall that experience, see what you sawmake the pictures brighter, bigger and bolder.

Now, as you see what you saw, now hear what you heard....make the sounds louder.....

As you see what you saw and hear what you heard....Now feel what you felt at this time.....Intensify all the feelings in your mind and body Keep your spine straight and shoulders up.....

As you enjoy the peak of your feelings of confidence now.....imagine a circle around your feet.....Think of a color in this circle.....Imagine a sound like 'wow' in this circle ... You can think of the beam of light coming as blessings from God or Deity that you follow.....

Imagine you are experiencing this color and sound entering your body and mixing with the feelings of these feelings. Keep enjoying these feelings for some time.

Now imagine you are leaving all your colorful feelings of confidence in this circle now.

Now come out of this circle by getting back.....Get your breath normal and look around....

Now imagine the future event where you want to enjoy the feelings of confidence (like exam, interview, performing on the stage or field, facing public, giving presentation etc.).....

Imagine how you want to perform, what benefits you will enjoy in short term and long term if you are confident.

(Once he is clear of his outcome)

Now, enter the circle.....Put your body straight, enjoy confidence in your breath and on the face.....Now...Imagine taking all the feelings of confidence from the circle in your mind and body.....

Enjoy the peak of your confidence now....Enter the situation in future and live and enjoy it the way you want....See what you are doing.....listen to the sounds and enjoy the feelings.....See the benefits.....Make the pictures bigger, brighter and closer to your mental screen.....Make the volume louder and intensify the feelings.....

As you complete the movie, leave all the feelings, leave all the feelings in the circle once again... and get back.

Now...think what else you want to do....imagine it so that you can add more frames.

Now once again enter the circle, keep your spine straight and shoulders up, have a long breath, show your confidence on your face.

Now imagine you are taking all the feelings from the circle....these feeling are traveling in your mind and body.....making you feel more and more confident...As you are enjoying the peak of your confidence, now once again see the event in future... see how you are handling or enjoying it.....See the rewardsMake pictures brighter, bigger and closer, listen to sounds louder and intensify the feelings....Keep enjoying...Take your own time.....

One you complete the movie, leave the feelings in the circle and get back....

(Repeat this process at least ten times)

Ask the person about the future event. Check what the level of his confidence is.

Exercise: Protecting from hurt (Create a sense of Dissociation)

Ask the person (by engaging him in a friendly conversation) of his outcome. What in fact he wants to protect or gain by not being hurt. It is his inner peace, pride, dignity, honor or what....

(Once he finds... you can start like this)

Command

Be comfortable.....Stand straight and have a long breath.....and put a facial expression as if you are enjoying the same state that is.....(remind him of his state)....Enjoy(the name of the state) at the peak.....

Now think of a protective and friendly and transparent bubble around you.... Think of a color in it....think of some sound.....think of your God, Guru or Deity that sends the blessings to this bubble.....This bubble gives you ample oxygen and protection all the time wherever you go.....imagine....make the pictures clear and enjoy your(remind him of the state) in this colorful, blessed and friendly bubble Keep your body straight and keep enjoying your.....(name the state)....

Now imagine the person or persons or situation where you feel hurt....imagine the words from the person are coming towards you and colliding with the bubble and falling down on the groundlisten the sound as they touch the ground. Feel comfortable... Keep your body straight, have a long breath and Choose to enjoy your(remind him the state)....

Imagine more words are coming towards you...they are colliding with the wall of the friendly bubble and fizzling down....listen to the sound when they touch the ground.....Do the words coming to you? (Wait for his No)...Good

Repeat it with higher volume or with other person....Are you OK now? (wait for his yes)

Now ask the person to create a ‘wisdom window’ through which the learning comes even from the people who hurt him, no matter in any tone or words.

Handling Allergy Pattern

Exercise 1: Swish

Step 1. Make the cue image. You are about to be contact with the allergen. Make and set this image aside.

Step 2. Create the resourceful image wherein the ‘other you’ has learnt to handle the allergen well and stay healthy even in the contact of the allergen. The immune system of the ‘other you’ has learned to remain active yet disciplined. Create this image with some upcoming benefits. Create the golden ball.

Step 3. Replace the cue image with the resourceful image.

Exercise 2: Hole Exercise

Think of the thing you are comfortable with. Think if it. Let the movie created on your mental screen as to how you respond with this thing. See, hear and feel intensely.

Once you are enjoying deeply with this experience, let the hole created in this image. As the hole expands with the speed of light, you see that you are responding in the same way with the thing that you are allergic to.

Repeat it a number of times.

Exercise 3: Contrastive Analysis

Think of the thing you are allergic to. Explore all the sub modalities.

Think of the thing you are healthy with. Explore all the sub modalities.

Find the difference and map across.

Exercise 4: Allergy Pattern @ Collapse an anchor

Command:

Sit comfortably and imagine that there is a transparent glass wall in front of you. Beyond this glass wall you see your own image with a thing similar to the allergen.

Make movie with clear VAK as to how you there responds to that thing. See this movie a number of times. As you see the ‘you’ there, create the anchor and hold this anchor now.

Now, holding this anchor, replace this thing with the allergen and have the same response/movie. See this movie a number of times.

Keep holding this anchor, and remove this glass wall and see the same movie with allergen a number of times.

Now, keep holding the anchor, and imagine you are getting up and entering the ‘You’ there and enjoy the experience with the allergen. Experience the movie a number of times.

Now leave the anchor and experience the same experience.

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Topic 6: The Belief Challenge

Some of the disempowering beliefs are given here. Do you think you relate with any of the belief/beliefs. If yes, find them and change in this week.

Some Common Beliefs

	I Relate
1. Life is hard.	Yes/No/Partially
2. Universe is punishing me.	Yes/No/Partially
3. I am here to suffer.	Yes/No/Partially
4. People take advantage of me.	Yes/No/Partially
5. People/my family will abandon me.	Yes/No/Partially
6. No one loves me/I am not lovable/acceptable.	Yes/No/Partially
7. It is very hard to survive.	Yes/No/Partially
8. Universe is not supporting me at times.	Yes/No/Partially
9. Money corrupts people.	Yes/No/Partially
10. I am not worthy/significant enough to be rich or happy.	Yes/No/Partially
11. I am a victim.	Yes/No/Partially
12. I am unattractive.	Yes/No/Partially
13. People don't trust me.	Yes/No/Partially
14. Nothing works for me.	Yes/No/Partially
15. It is too late to pursue my dreams.	Yes/No/Partially

If you relate or partially relate with any of these beliefs, they will guide your subconscious mind accordingly. You need to reframe the belief into a positive or empowering one.

Here are the steps to change a belief;

Step 1: Is this belief a universal truth or my opinion only? You will say it is an opinion only. (May be based on some particular references or events). Remember, except universal truth like 'The sun rises in the east' or scientific facts like two plus five make seven, all human beliefs are just random generalized opinions that can be changed any time.

Step 2: If it is opinion and if I keep it, what are the pains that I can have? Or how this opinion will hamper my growth in my life?

Step 3: What should be the new empowering beliefs that can replace the old one? For example, the belief 'Life is hard' can be reframed 'Life teaches wonderful lessons and is rewarding'. You can explore references where you find that this new empowering belief is proved.

Step 4: Change the sub modalities of the old beliefs like the inner tonality or images; and put the new belief into your subconscious mind through Swish or Contrastive Analysis.

Value Challenge

Here is a list of some of human values that guide your actions and results in life. Take a pen and mark ‘Y’ if you think that you relate with this value, ‘N’ if you think you don’t relate, and ‘C’ if you think you can’t decide.

Now you make the list of the values that you relate with and make a hierarchy of seven to ten top values. Then make an audit as to what actions you are taking or must take to satisfy these values each day. Now make the list of these actions and get committed this week to take those action. You can even change the hierarchy of these values as per your need and list new actions to fulfil these values.

List of some human-values:

Abundance, Intelligence, Power, Wisdom, Popularity, Inspiration, Credibility, Creativity, Innovation, Playfulness, Well-being, Wealth, Perfection, Contribution, Courage, Consistency, Freedom, Peace, Vision, Stability, Cooperation, Humor, Versatility, Spirituality, Compassion, Humility, Service, Uniqueness, Security, Honesty, Commitment, Health, Stability, Community, Cleverness, Happiness, Risk-Taking, Happiness, Trustworthiness, Recognition, Flexibility, Cheerfulness, Charity, Growth, Quality, Thankfulness, Professionalism, Grace, Challenge, Acceptance, Decisiveness, Joy, Proactivity, Accountability, Dedication, Kindness, Achievement, Knowledge, Punctuality, Advancement, Diversity, Leadership, Recognition, Adventure, Empathy, Relationships, Encouragement, Learning, Love, Reliability, Loyalty, Attractiveness, Ethics, Making a difference, Appreciation, Autonomy, Expressiveness, Motivation, Responsiveness, Balance, Optimism, Security, Self-control, Selflessness, Originality, Money, Success, Relationship, Benevolence, Personal Development, Being the Best, Family, Simplicity, Proactive, Passion, Performance, Boldness, Flexibility, Brilliance, Calmness, Caring, Fun, Generosity, Optimism.

My top ten Values

Creating Hierarchy

Is this or that process.....

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51

List of my actions to fulfil these values

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Topic 7: Neurological Levels

1. Environment: The where and when
2. Behavior: The what
3. Capabilities: The how
4. Beliefs and Values: The why
5. Identity: The who
6. Beyond Identity: The connectedness

Utilizing Neurological Levels to explore solutions of a problem:

Once you know what level you are stuck on; you know what type of resources you need.

Environment: Do you need more information about the situation?

Behavior: Do you have enough information, but don't know exactly what to do?

Capability: Do you know what to do, but doubt your capability to do it?

Beliefs and values: Do you know that you have ability, but not want to do it or not think it is important?

Identity: Do you feel that it is worthwhile thing to do, but somehow it is just ‘not you’?

Confusing Neurological levels causes several problems specially confusion between behavior and identity. Children are often told: ‘You are stupid’ (identity statement) when they have done something wrong (behavior). Consequently many people think that they are what they do and judge themselves accordingly.

Neurological Alignment

A powerful exercise to build resources and congruence.

Part One: Take an Audit

Think of a difficult situation where you like to have more choices. You can use this exercise for a situation where you want to make sure you engage all your resources; for example success, wealth, relationship etc.

- Begin with **environment** where you typically experience the problem,
Describe your surroundings.
Where are you?
Who is around you?

What do you notice particularly about this environment? How do you relate your life-goals with this environment?

- Take a step back. (**Behavior level**)

What are you doing?
Describe your usual day.

How does your behavior fit into the environment and with your life-goals as well?

- Take another step back (**Capability level**)
Think about your skills.

What skills do you have in your life?
What is the quality of your thinking?

What communication and relationship skills do you have?

How do you relate with your life-goals and skills? How much of your skills are being used for your life-goals?

- Step Back (**Beliefs and Values level**)

What is important to you?
What do you find worthwhile about what you do? What beliefs do you have about yourself?
What beliefs do you have about others, money, relationship etc.?

- Take a step back (**Identity level**)
What sort of person are you?
Express what seems to express your identity as a person?
- Take a step back. Think about **how you are connected to all other living beings (Purpose)**

What is your mission in your life?

How do you, as a unique person, connect with others? (Contribution)

Take the time you need to get a sense of what this means to you.

Part two: Create the change now

- Take this connectedness with you as you **step forward into your identity level**. Make sure you take the physiology of connectedness to the identity level. Notice the difference that makes.
- Now take this enhanced sense of who you are and who you can be. Redefine your identity with some metaphors like

I am.....

Create your Identity Card that represents who you are.

- Now **step forward to the level of your beliefs and values**. Keep the physiology of the identity level as you do it.

What is important to you now; Long age, Health, Money, Relationship, Fame, Adventure, Beauty, Abundance, Security, Freedom, Growth, Success, Peace? Or anything else?

What do you believe now?

Your new beliefs that express your Purpose, Identity and Values:

- Take this new sense of your beliefs and values and **step forward to the skilllevel**, keeping the previous physiology from belief and values level.

How your skills transformed & intensified with this greater depth? How can you use your skills in the best possible way?

- Keep the physiology of the capability level and **step forward to the behaviorlevel**.

How can you act/respond to express the alignment you feel?

What will be your ideal day so far as your behaviors are concerned?

Make a list of actions that are consistent to your Purpose, Identity, Values, Beliefs

- Finally **step forward into the real present environment** right now?

How is this environment different when you bring these levels of yourself to it? Notice how you feel about where you are with this greater depth and clarity from your values, purpose and sense of connectedness.

What are your learning and what actions you need to take to make the best use of this environment?

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Topic 8: Preceptual Positions

Problem-solving is achieved when we explore different **perspective or point of view**.

Here are two major applications of this technique:

Relationship and business meetings.

First Position: It is your own view of any situation; your own reality.

Second Position: It is to understand the world from another person's perspective. Second position is the basis of empathy and rapport.

Two types of second position:

Emotional second point: understanding other person's emotions.

Intellectual second position: To understand other person's thinking/ideas.

Third Position: It is a step outside your view and the other person's view to a detached perspective. It is to see the relationship between the two viewpoints. It is important to check the ecology of your outcomes.

Exploring a relationship with another person @ Perceptual Positions

Choose the relationship you wish to explore. Think of the outcome you want in this relationship.

Round 1.

Think about it first from your point of view (POV) i.e. the first position. (Wants & Concerns/constraints). Be at this position.

Being at this position ask;

What is the quality of this relationship?

How I am feeling in this relationship?

What makes this relationship difficult; environment, behavior, habits, thinking or values?

Take the stock of the situation.

Now leave your POV and prepare to look the situation from other persons POV

i.e. second position. (Wants & Concerns). Be at this position.

Being at this position (imagine you are becoming this person now and see in front of you the person...that is you only), and ask

What is the quality of this relationship from this person's point of view? How is this person is feeling in this relationship?

How is this person challenged in this relationship?

What makes this relationship difficult from this person's point of view?

Take the stock of situation from this point of view also.

Now take another step to the third position to play a role of an 'impartial' observer. Be there.

Being here, take a detached view. You can imagine as if you are some an unbiased judge observing this relationship from a distance. Imagining so, ask

What is the quality of this relationship? What makes this relationship difficult? How they both are feeling?

What is the outcome set in the beginning by position one?

What is the advice for the position one to reach the outcome in this relationship?

Explore the options/advice etc.

Round 2

Now taking this advice, go to position one and integrate all the advice you got from the observer's position. Take care of the ecology of the advice that are offered to you.

Now go to the second position, and observe;
How the other person feels now?

Is the relationship outcome achieved?

If yes, then the exercise is over.

If not, then go to the observer's position and explore more options for position one. Keep exploring more and more options till the second person feels well.

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Topic 9: Representational System (Preferred Thinking System)

To understand ‘Preferred Thinking System’ or PTS, first we need to understand how we human beings structure our internal representations.

We receive and represent information through five senses –

1. sight or vision; means we perceive the things through our vision.
2. sound or auditory; means we perceive the things through our ears
3. touch or kinesthesia; means we perceive the things through touch or feeling
4. smell or olfaction; means perceiving the things through smell
5. taste or gustatory' means perceiving the thing through taste.

Though we use five senses, but we use primarily only three of these senses: the visual, auditory and kinesthetic system. These specialized receptors send external stimuli to the brain. And each of you know that through the process of deletion, distortion and generalization, the brain takes these signals and form an internal representation of the external event.”

It means the internal representation has a structure and that structure has three ingredients i.e. visual, auditory and kinesthetic. These ingredients do not have to be in equal quantity or quality. For an event, I may have ‘visual’ dominated representation while for you it may be auditory dominated and for someone else it may be kinesthetic. Though the external event was one, yet three people may have different internal representation of it. When you ask people to describe an event, they speak in different language.”

It is because it is not the event in the outer world that matters, but the personalized internal representations of that event that matters and helps you make your response.

People who are primarily visual tend to see the world in pictures. You can recognize those people. Their speech is usually fast, and breathing is high in chest. The vocal tone is high-pitched & nasal. There is muscle tension, particularly in the shoulders. They point a lot. They often have hunched shoulders and extended neck.

Around half of the business population, according to research, is made up of people whose preferred thinking system is visual. Since ‘visuals’ code their experiences in picture form, therefore they respond most readily to incoming information.

Typical ‘visuals’ think, talk and behave as though their entire mental process are held on film. This is why they are fast talkers. “Visuals” get impatient when they are interrupted as it means ‘losing part of the picture for them’. They need to talk as fast as the film show running on their mental screen. At worst, they may lose their entire thoughts if interrupted.

During conversation, ‘visuals’ often are seen using their hands freely. Their free hand movements complement whatever they are saying. Sometime they are move around a lot and pace the floor while talking. Sometime they are looking around at anything other than the people they are speaking to because the eye contact may disturb the film that is running in their head. Though it may disturb a non-visual person, though is not the signal disrespect or lack of interest.

The main disadvantage with the ‘visuals’ is that they have an over dependence over on visual information. They show low tolerance then they are interrupted. Any information which is not represented in the graphic form may bore and frustrate the visuals.

Visual Manager

When you have a visual manager or boss, do hustle around a fistful papers before him. It will ensure for the visual manager that you work more than a person who is sitting quiet and completing his job.

A visual manager may take a little more notice of who actually produces result, as distinct from who simply *looks* busy. To your visual boss, *show* him what you have achieved. Do not tell him what you have achieved. He may not listen to you because he wants to see the things.

Visual employees

Visuals real talent lies in the areas that demand visual skills, like designing, architecture, photography or media. Visuals should be kept away from customer relation department.

Visual clients

When you have a visual customer, do not waste time in telling him what your product is. Show him. They want to see what they are getting for money, be it a flat, TV, or anything else. Before making a final decision, visuals want to see the things. If you are making a sale to visual customer, show him what you are offering and then give them some time. Give some time to create a clear and vivid mental image before they finally decide.

Do use your hands freely when you are talking to visuals. They will see the pictures that you are painting in air. This does miracles when you are selling a concept.

When the visuals make final and right mental pictures, they will make their decision quickly. Avoid too much chitchat with them because it may alter or spoil their mental image and the sale too.

If you find that, the visual customer is not ready to make a deal on the spot, give him some kind of visual reminder to take away with him.

Language for the visuals

Some of the key words and phrase of visuals are;

see, look, clear, focus, picture, bright, dim, hazy, colorful, view, appear, show' reveal, envision, imagine, flash, illuminate. Make a scene, in light of, in view of, eye to eye, beyond a shadow of doubt, bird's eye view, looks like, see to it, catch a glimpse of, mental image, mind's eye, naked eye, paint a picture, tunnel vision, hazy idea, flashed on, under your nose.

Auditory

The auditory people have more modulated speech. The tempo is balanced. The voice tends to have a clear, resonant tonality. Their breathing is even and deep, coming from the diaphragm or the whole chest. They tilt their head slightly to one side.

The auditory eye movements are to left or right towards ears. When they make some internal dialogue, their eyes go left down. They make around twenty to thirty percent of the business population.

When you are selecting people for customer-facing functions like reception or customer care department, make sure people with auditory PTS are at the top of your list.

Some auditories may tend to be somewhat assertive. They dominate meetings because they verbalize their thoughts in order to clarify their ideas.

Auditories respond best to instructions which is delivered primarily in words, at a speed roughly equivalent to their own normal rate of speech.

When you have circulated any order through mail or in hard copy, or you have assigned your employees with an assignment, auditories often come to you for some verbal clarification. It is simply because auditories find written instructions less meaningful and convincing than straight verbal communication.

In corporate houses, when some of the top persons have auditory PTS, they do not believe in written communication or communicating through mails. It sometimes become a threat for the organization because nothing is there in written. It becomes more severe where the first generation entrepreneur is running the show where the system is yet to be made and enacted.

Unlike visuals, auditories make decisions very largely, on the basis of what they hear. Thus, auditories dislike being offered multiple options. They often find it relatively difficult to come down on one side or the other in an argument or discussion.

The main disadvantage for auditories is that they have a particularly strong need for a quiet or soothing background as they can easily be distracted by loud or disharmonious noises. This is

why many auditories prefer to get to work early or stay late for they can work without being disturbed.

Auditories like telephone. When someone prefers to do business by telephone or does not really need to see you face to face, he is an auditory.

Auditory managers

When you are dealing with your auditory boss, do present your information as precise as possible, in verbal form, and then leave him to make a decision. Make your vocal style interesting. Auditories often think in dialogue mode, therefore start dialogue in an appropriate direction.

Auditory employees

If you are a visual or kinesthetic manager, you need to know that auditories are quick on the uptake, but need to make sense of whatever is said to them before they can act on it. Being visual or kinesthetic manager, you may think that written instruction is enough, but a short conversation will play an important role in long run with auditories. If you want to encourage them, do ask relevant questions and give constructive feedback.

Selling to auditory clients

You might be thinking that that the best way to sell to auditory customer is talk about your product. No. Do the otherwise. Give an auditory customer as much chance as possible to talk to you.

Undoubtedly, you are the best sales man of your product, but remember, the best sales person for an auditory is his own voice. They may start repeating themselves. Listen to them carefully. They may give a clue of the barrier that may mar the deal.

As a sales person, while selling to auditories lay stress on the auditory qualities that you offer in your product. For example, if you are selling cars, lay stress how the engine sounds or hums. If you are in real estate and selling a house, tell him that it has a quiet neighbor, or it sounds amazing being in the balcony in the morning. There is a musical chirping of wonderful birds in the courtyard. As auditories are deeply affected by what they hear, you can tickle their ears with some words that sound musical. If you are selling insurance or some benefits to your auditories, you may make a sentence like, ‘Don’t leave your dependents financially weak, socially meek and emotionally bleak.’ It sounds so terrible that you have grabbed his auditory senses completely. So, if you want to motivate your auditory kid or spouse for healthy gums, say to him or her, ‘If you want your smile to stay nice, brush your teeth twice’

Beside words, you can use music as an aid. If you are meeting a customer in your office, soothing music will play an important role for an auditory.

Auditory Language

Some of the key words and phrases of auditories are;

Hear, listen, sound, resonate, harmonize, Be all ears, ring a bell, make music, clear as a bell, describe in detail, earful, express yourself, outspoken, keynote speaker, hidden message, idle talk, give me your ear, grant an audience, heard voice, loud and clear, pay attention to, word for word, tell the truth, voice an opinion,

Recognize Kinesthetic People

People who are more kinesthetic tend to be even slower. They primarily react to feelings. Their voice tends to be deep. Many times, they take long pauses between words and have low, deep tonality. They try to get the feeling. When they get their feeling, they are able to continue their talking.

Kinesthetics' eye movement is – down and to right.

The kinesthetics are around one fourth in business world. They attach great importance to their feelings. They often find it difficult to deal with logical reasoning unless they have decided how they feel about the topic in question.

Kinesthetics love to touch people and things. They often touch you to make a point – on the arm, or on the shoulders etc. When they are talking to you across a desk, they often pick up some objects like paperweight, pen etc and start playing with them. During conversation, they often look to their right and down and start caressing the table before them. Touching gives them a feeling of connectedness.

Kinesthetics feel temperature changes more often than visuals and auditories.

A kinesthetic may take it negatively when he offers you tea, coffee or cold drink and you refuse him.

Kinesthetics get information primarily from touch, emotions and gut instinct.

Internal kinesthetics are primarily attuned to their own feelings and therefore appear to be rather introverted or insensitive and even 'cold'.

External kinesthetics are much more attuned to the people and events around them. They may feel unsettled and vulnerable in an emotionally charged or physically chaotic situation.

Kinesthetic Managers

Kinesthetic managers give little importance on the kind of information that appeals to visuals and auditories. Kinesthetics rely on their gut reactions. This characteristic may become the reason of notable success and fiasco as well.

Once a kinesthetic manager has made a decision, he finds difficulty to change his mind even when contrary evidence is placed before him.

When you want to deliver your message convincingly to a kinesthetic, you need to take him to an emotional level. This you can do through the use of metaphors. These are the things by which you can communicate to a kinesthetic, however, there is no guarantee that your kinesthetic listener will receive exactly the message that you intended.

Kinesthetic Employees

Kinesthetic employees tend to prioritize their work according to their personal feelings about each task. This is why they need to exercise considerable amount of patience.

Kinesthetics seek an emotional framework in everything that they do. When they build a positive version of the person they are working for or working with, they do their job well and playfully without being stressed or tired.

Selling to Kinesthetic customers

Making a sale to a kinesthetic customer can be easy and difficult as well – and both in the same transaction.

Kinesthetics respond to emotionally charged presentations. They do respond to ‘hands on’ products. However, the things may go wrong because of salesperson’s enthusiasm.

The challenge with the kinesthetic customers is that they buy in response to their feelings. If these feelings fade away, they are quiet like to change their mind. In such situation, a good sales man does keep motivating this customer through built in reassurance.

When you are dealing with a kinesthetic customer, give him things to touch. You will sell many folds faster. If you are selling him a car, get him to touch its seats, dashboard etc. Let him kick the tires. It satisfies the kinesthetic person.

If you are selling your product and have only the brochures or any other illustrative material, make him hold it. To grab the attention of a kinesthetic customer, make your point with a physical action of some kind.

Kinesthetic Language:

Some of the common words or phrases of kinesthetics are;

Feel, touch, grab, grasp, solid, hard, scrape, concrete, slip through, throw out, get a handle, get hold of, pain in the neck, hold on, hold it, boils down, come to grip with, hand in hand, pull some strings, start from scratch,

Everyone has elements of all three modes, but most people have one system that dominates. When you know people's representational system, you understand how they communicate and decide.

Pattern: the swish pattern

The swish pattern is a useful technique to help people address an unwanted behavior response to a specific stimulus by changing key submodalities. Compulsive or obsessive behaviors, such as an uncontrollable desire to bite your nail, smoke, eat certain foods, or habits are often linked with a trigger.

The pattern can also be used to addresses specific psychosomatic issue such as stammering too.

Step 1: Identify the Problem Behavior

Before you use the NLP swish pattern, you have to know which problem behavior you are looking to change all that matters is that it's an exact behavior that you would like to change – to replace with a new positive and empowering.

Step 2: find the cue (Trigger)

Your current problem behavior is likely to be triggered automatically by a specific stimulus this means that don't consciously choose to act the way you do, you just do. It's an automatic response – just like when the doctor bangs your knee with hammer and your leg shoot up.

An easy way to identify the trigger point is to play the movie of that undesired behavior in your mind then rewind it slowly noticing your precise feeling as you rewinds. Roll the movie back slowly from the point where you are already indulging in that (undesired) behavior, to the point where you feel that uncontrollable urge to do that behavior, to the point where you feel that uncontrollable urge, to do that behavior, to the point where you are about to get that uncontrollable urge, to a point where you know that the urge will happen any you should feel no urge at an earlier point. This means that you have correctly identified your trigger point for the behavior. Freeze the movie into a still picture. See it in an associated way – viewing the scene from your own eyes. Put a frame around this picture.

When you've identified your cue, jot it down on a bit of paper and **Break state** – this simply means clearing your brain and doing something else for a few seconds.

Step 3: choose your ideal (desired) response

Here, you get to choose the positive response you will generate automatically when the cue occurs from now on. Choose a suitably compelling snapshot of you performing at your best now – a picture that excited and motivates you. A picture where you are demonstrating the sort of behavior you would like to show in that scene / situation.

Now, locate where the feeling in your body is, give this feeling a color, and double its intensity and brightness... and then double it again! Make yourself feel awesome now by seeing yourself performing at your best and living it now in the present.

When you've got this wonderful image sorted, **Break state**.

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This where the magic happens! What you are going to do is take the original cue image from step 2 and replace it with the new, empowering picture from step 3

So first get the old cue picture in your mind. You should be associated – which means seeing it through your own eyes. Make it big and bright and see every little details.

Now, take a postage stamp sized picture of your new, powerful self image, and plonk it in the corner of your frame which has the cue image. Make it small and dark and disassociated for the moment – which means looking down at yourself from a third party perspective, not through your own eyes.

Now, we're ready to swish!

At the stamp of image, fire both the cue as well as the desired image simultaneously, such that the cue image begins to shrink rapidly, becoming smaller and smaller and also darker until it is almost vanished becoming a tiny spec on the corner. While at the same time, expanding the desired image – blowing it up extremely fast until it breaks out of the frame and becoming brighter as it grows.

Make an audible “Swish” sound when they do this.

As the new self image hits you – associated. See it through your own eyes! Imagine every last glorious details again and make it big and bright and bold and beautiful! Feel the amazing feeling rush through your veins... and think it would be to behave like this from now on.

Take a few moments to revel in the wonderful feeling of this new self image. This is key indulge yourself. Don't rush this bit... enjoy your success.

Now, blank the screen so nothing there.

Step 5: Embed the change

It's now time to thoroughly embed this change. For the NLP swish pattern to work, you need to repeat the last step 5-7 times, breathing state and blanking the screen in between each one. You'll find that you'll do this quicker as your progress.

To finish, when you have swished certain behavior in friends, teachers and celebrities. Some of us would like to be courageous now again. Some would like to stand up to others in certain situations. Yet others would like the grace and ease of approaching strangers in social situations. I have always wanted to wear colorful shirts and decided to model a friend who did.

Listed below is a sampling of behaviors that others found attractive and desirable.

A woman wanted to be able to approach men with confidence and ease.

A man wanted to be able to talk clearly and self-assuredly to his superiors.

A high school senior wanted to be able to say “no” to behavior that was incompatible with his value system.

A young executive wanted the ability to present her ideas articulately and animatedly in professional forums animatedly in professional forums.

A college student visualized himself speaking as his professor would...

A therapist wanted to be at ease in group therapy session...

The new behavior generator is just the exercise for these situations. The strategy is to try on any behavior and rehearse it inside yourself before making it your own. While practicing the desired behavior you are able to adapt and change and mold it until you are satisfied. This exercise allows you a dress rehearsal and creates reference experiences. It is as if you were to go into a clothing store and try on different outfit before making your selection. Athletes use this exercise to get into their desired of excellence. We can always, find someone exhibiting the behavior we desire in the manner we would like to have.

The new behavior generator process:

1. Identify a person (or role model) who has the behavior you want for yourself.
2. Close your eyes and imagine you're watching a short movie of that person in action.
 - Play close attention
 - How they look
 - How they use their body
 - How they sit, stand and walk
 - How they talk
 - What they say
 - How they say
 - How they say it
3. Decide whether you are satisfied with their behavior and really want to model it if not, choose someone else and start again.
4. Close your eyes and run the movie again, this time imagining yourself in your role model's place.
5. Make sure you adjust any negative aspects of your own behavior (such as saying "I can't do that!" Etc). Changing one thing at a time until you like what you see and hear.
6. Mentally step inside the picture one thing at a time until you like what you see and hear.
7. Ask yourself what it's like to be that person with the new desirable behaviors.
8. Imagine a future situation where you want to behave that way.
9. See yourself in that situation doing that behavior.
10. Step into that picture and look out through your own eyes.
11. Make any further refinements that you think are necessary.
12. Open your eyes and return to the present moment.
13. Imagine that you are the "new you" with the desired behavior.
14. Get up and walk around as that new person. Notice how it feels.
15. Anchor the feeling by making a fist or some other subtle but distinctive gesture.
16. Begin using the new behavior as soon as possible. You can think of yourself as an actor preparing for a part. In a very short time you'll become that part.

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Anchoring

In a nutshell

NLP anchoring uses a stimulus; it may be a sound an image, a touch smell or taste to trigger a consider response in you or someone else. We learn by making links and associations.

When something is anchored, we *unconsciously* attach an emotion as well as a behavior to that sound/ image/ touch/ smell/ or taste. Now, all that remains is an opportunity for that same sound/ image/ touch/ smell/ or taste to occur once again and the anchor is '*fired*'. No sooner is the anchor fired; we react producing that very behavior and emotion without thinking.

In the word of business, advertising tries to create anchors associating their product with feel good states. On a more personal level you can artificially create an anchor that instantly takes you a particular state or behavior – such as being curious, calm, motivated pr energetic. You can also notice or install anchor in other Unconscious minds can link unusual things to states or moods. Like a particular date or a time.

Unconscious minds can link unusual things to states or moods. Like a particular date or a time.

Significance of anchors

The most common use of anchoring is to access resources, feelings and states when you want them. Replacing unwanted feelings and thoughts with desirable ones is freedom indeed.

Other uses are gaining control over emotions, accessing memories and creativity and influencing responses in other people.

Most are developed accidentally when something in the environment is associated with a given state. A horse rears up and frightens us, and we feel frightened every time we see a horse even on TV. The sound of a helicopter can be associated with the terror of Vietnam or the relief of a rescue flight.

In work situations, often time, people associate 'home' with 'rest' and 'office' with 'work', So when they are at home, they simply can't concentrate on work and often get distracted by the TV or snacking in the kitchen, etc. The same person transforms into a work horse, shrewd businessman as soon as he gets into office.

An **important point** to note here is that Anchors are formed in every **sensory channel** that we humans use; it is also quite common to notice anchors formed using a **combination** of representational system.

- Visual anchor –stopping at the red light colors that affects our mood.
- Auditory anchor – songs that take you to a given time and placed, a police siren, a loved one's voice
- Kinesthetic anchor – a comforting huge, the feel of velvet that reminds you of grandma
- Olfactory anchors – smell of freshly cooked meal that reminds you of home, smell of coffee.

How to install an Anchor?

To obtain the maximum effects when anchoring, the experience need to be (!) unique and specific;

(!!) Anchor just as the response peaks (if it is subsiding, the effect will be weak); (!!!) from time to time refreshed to avoid the experience fading away.

It is also possible to stack" or "collapse" anchors. Stacking refers to loading multiple emotional states into one anchor. For example you can stack motivation, creativity and action anchor — which when

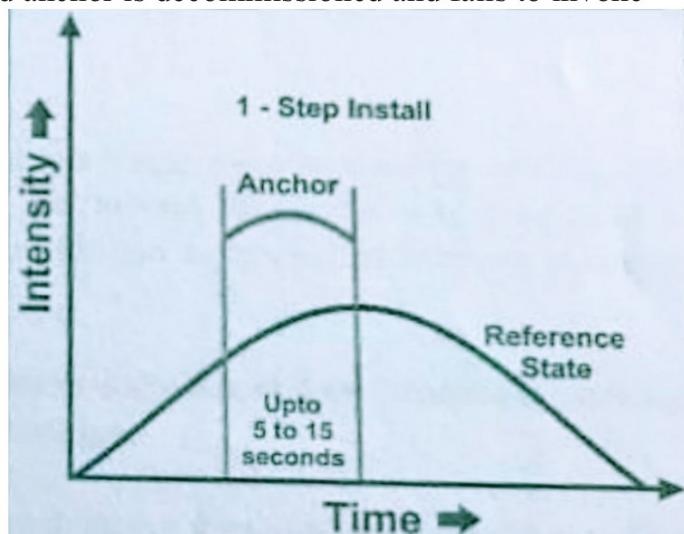
fired, invokes all three states together.

Collapsing anchor refers to a situation where an old anchor is decommissioned and fails to invoke the connected behavior. You may want to collapse anchor that bring negative behavior such as anger, depression or grief.

STEPS FOR INSTALLING AN ANCHOR

Steps 1 - Recall the state

Firstly recall minding a specific event from your past that precisely invokes the state you wish to re-experience. *E.g.: Think of a time when you were really creative and people applauded and appreciated your creativity.* The more powerful the recollection of sheer bliss or excitement, the more powerful is likely to be the anchor.



For you it may be the first glimpse of your new born child, an intimate experience with a loved one, a very special social occasion, a sporting achievement... anything really.

Step 2 — Recreate the experience and intensify it

As far as possible, relive it in your mind, Step into that frame and experience it as if it's unfolding now. See what you saw. Double the size of the picture and enhance the color and brightness.

Hear what you heard. Turn up the volume, Feel what you felt and intensify the feelings. Concentrate carefully and notices the direction in which your feelings spin (forwards, Then spin the feeling faster and faster.

Bring the image closer and keep doubling the size until you are completely subsumed within it.

Step 3 — peaking the feeling

The time to anchor the feeling is it begins to peak, as it does so. For example, firmly press the back of your hand or bring the thumb and fore forefinger of one hand together. Then, just before the feeling begins to subside let go before you feel the sense subsiding.

Step 4 – Break the state

By “break the state” we mean do something else. For example, changes your position or speak to someone bright. Then test anchor by repeating the action of pressing the back of the hand or bringing the thumb the forefinger of the hand together (whichever it was). Notice, as you do so, that the original response returns.

Step 5 – Repetition

If the anchor is weaker than you would expect, repeat until it is reliably firm.

Step 6 – Refreshing the NLP anchor

If the anchor is well set, it will probably last quite a long time. Regular repetition will, however, ensure that it lasts.

Using anchor in Business

Anchors are everywhere. A person can be anchored to a visual, a sound a feeling, how they lay out their desk, the ambience, the space they use around them an anchor as they are available everywhere and installed unconsciously.

1. Stealing anchors: You can steal anchor already installed on someone by noticing their trigger and use them exactly as the trigger.
2. Covertly installing the anchor: You can pick the right moment (and you need to keep an eye for that moment to come) when the person is in the desired mental state and install a touch (kinesthetic) or a sound or a visual trigger. Test it out few times to ensure it produces the same response each time.
3. The use of colored marker pens are you write on a white board can be pre- installed unconscious trigger in the reader's mind. For many people, 'red' trigger alertness and focus. You may use this anchor and write with a red pen for section of your test where you want unconscious attention and focus.

The place where you choose to stand/ sit during a client meeting can be unconsciously anchored to a certain mental state.

Setting an Anchor (I – TURN)

FIVE reasons why anchors fail to produce desired response.

1. Not able to recall a reference experience that produce the desire state **Intensive** and congruity. Remember, if you pull up an event that gets you moderately confident, then that's exactly what you will get from the anchor.
2. Missing the precise **Timing** to install the anchor. You must time the anchor to happen while the person is in that state, not before or after.
3. The sound, visual or touch point on the body is not **Unique** and accessed by numerous trigger. The anchor must be something that is not going to happen by accident at other times. It should be unique.
4. The firing of the anchor is not **Replicable**. The anchor must be something you can repeat in exactly the same way.
5. Not practicing the anchor is used, the more permanent the response become.

Exercise 1: Understanding D, D, Meta G in Language Meta Modeling: Cash register Worksheet

The Story

एक Businessman ने अभी दुकान की बहती बुझाई ही थी, जब एक आदमी आया और पैसे मांहे। मालिक ने गल्ला खोला। और वह आदमी भाग गया। पुलिस को तुरंत message भेज दिया गया।

Statement about the story

Statement	हाँ / नहीं /? (Individual)	हाँ / नहीं /? (Group)
1. मालिक के दुकान की बत्ती भुझा ने के बाद एक आदमी आया		
2. वह चोर एक आदमी था		
3. वह आदमी ने पैसे नहीं मांगे		
4. जिस आदमी ने गल्ला खोला वह मालिक है		
5. दुकान के मालिक ने गल्ला खोलकर उसका सारा मॉल निकला और भाग गया		
6. किस ने गल्ला खोला था		
7. जिस आदमी ने पैसे मांगे थे, वह गल्ले का सारा मॉल लेनेके बाद भाग गया		
8. गल्ले में पैसे थे किन्तु कितने थे वह बात नहीं बताई है		
9. चोर ने दुकान के मालिक से पैसे मांगे		
10. इस कहानी में ऐसी घटनाओं के बारे में बात हो रही है, जिस मास 3 लोग हैं: दुकान का मालिक जिसने पैसे मांगे, और पुलिस		
11. इस कहानी में सच बात यह है: किसीने पैसे मांगे, दुकान का गल्ला खोला गया था, गल्ले से माल निकला गया था और एक आदमी दुकान से भाग गया		

Exercise 2: Identify your preferred representation system (वर्णन करना)

4 means: मई ऐसा / ऐसी ही हूँ

3 means: कभी कभी में ऐसा / ऐसी हूँ

2 means: ज्यादातर में ऐसा / ऐसी नहीं हूँ

1 means: में ऐसा / ऐसी बिलकुल नहीं हूँ

1. मेरे लिए:

..... "महत्वपूर्ण निर्णय वो है जो मेरे दृश्टिकोण से ठीक दीखता है."

..... "महत्वपूर्ण निर्णय वो है जिसमें लोगों की बाटे मुझे ठीक लगती है"

..... "महत्वपूर्ण निर्णय वो है जिसमें एक अचि फाइलिंग आती है"

..... "महत्वपूर्ण निर्णय सिर्फ आकड़ों और प्लान समझ कर होता है"

2. मुझे वह लोग बहुत अच्छे लगते हैं जो...

..... अच्छे, स्वल्प कपडे पहनते हैं और जिनके चहेरे में सच्चाई दिखती है.

..... जिनकी आवाज सुनने में सच्ची और अच्छी लगती है.

..... जिनके साथ हाथ मिलाने में नरमी और कॉन्फिडेंस महसूस होता है

..... जिनकी बातों से तथ्य और तर्क हो। सोच सच्ची और अच्छी हो

3. मैं किसी को आसानी से पहचान ने के लिए...

..... उनको ठीक से देखता हूँ

..... उनके बोलने का अंदाज सुनता हूँ

..... उनके पास जाकर आपने अंदर की फाइलिंग समझता हूँ

..... उनकी बातों की परख करता हूँ। हर शब्द उनके बारे में कुछ कहता है

4. मेरे लिए यह बहुत आसान है

..... रंगों का कॉम्बिनेशन और कपड़ों का कॉम्बिनेशन पसंद करना

..... गाने में छोटी से छोटी बारीकी पकड़ना

..... कोनसा सोफे ज्यादा मुलायम और नरम है। कोनसी गाड़ी का AC ज्यादा ठंडा है

..... किसी के साथ बहस करना और पॉलिटिक्स का विश्लेषण करना

5. अगर किसी को जानना है की मई कौन हूँ :

-उनको सिर्फ मेरे कपडे और मेकउप देखना जरुरी है
-उनको सिर्फ मेरी बातों को सुन्ना जरुरी है
-उनको सिर्फ मेरा हाथ मिलाना या मुझे चुना जरुरी है
-उनको सिर्फ मेरी बातों और दिमाग की होशियारी समझना जरुरी है

6. किसी बात को सिखने और समझने के लिए :

-मेरी लिए देखना जरुरी है की वह कैसे होता है
-मेरी लिए सुनना जरुरी है की टीचर क्या कहते हैं
-मेरी लिए खुद प्रैक्टिस करना जरुरी है
-पहले उस विषय की थियोरी और परिकल्पना समझना जरुरी है

7. मैं बात करते वक्त अक्षर अक्सर

-तेज और ऊँचे सुर में बोतल हूँ
-सौम्य और मधुर सूर, मध्यम गति से बोलता हूँ
-धीरे धीरे महसूर करते हुआ बोलता हूँ
-सोच समझकर, संतुलित स्वर में, हर शब्द को तोलकर बोलता हूँ,

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85

In each case, the answer are listed in the following order:

- 1....Visual (विसुअल)
- 2....Auditory (ऑडियो)
- 3....kinesthetic (किनेस्थेटिक)
- 4....auditory digital (मन में बात करना, विश्लेषण करना)

This is a questionnaire that you could use in a variety of settings. Remember that it is only a questionnaire, and your sensory acuity gives you the best information about people. Teachers have given this to their classes to asses the best teaching method to use to pce their students. Couple could use it to chech each others preferences. Business could use it to create a more effective team which utilizes all the member's preferences more successfully.

Scoring the Questionnaire: simply copy your score against each questions on the horizontal below

	V	A	K	Ad
1.				
2.				
3.				
4.				
5.				
6.				
7.				
8.				
9.				
10.				
11.				
12.				
13.				
14.				
Totals				

Exercise 6a: From confusion to clarity

Two person from a team person A & person B

Sit in a comfortable facing each other

Person A identifying something and something they are confused about.

Note: you must distinguish between confusion and ignorance. When you do not have any information or very little information about a subject that is ignorance. When you have enough information about the subject but not sure how or when to use it, that's confusion.

For now, do not pick anything related to NLP.

Person B needs to find out the following:

When person A speaks about the subject they have complete clarity what are the submodalities?

When person A speaks about they have confusion, what are the submodalities?

Next, person B notes down critical submodalities that are different between both these experience of Person B.

Break State.

Next person B picks each submodalities of the 'confusion' experience and asks person A to alter it to match with corresponding submodality of the 'clarity' experience.

Note down those precise submodalities that make a distinct switch from confusion to clarity.
That is the 'driver' submodality.

Change role and repeat.

Exercise 6b: From Procrastination to action

Two person from a team Person A and Person B

Person A identifies an activity that they really, totally, enjoy doing an activity that spurs them into action anytime.

Person B elicits the submodalities that person A experiences as he / she imagines performing that activity.

Break State.

Person A identifies an activity which he/she is putting off for quite some time although they know that its important and necessary.

Person B then elicits the submodalities that Person A experiences as he / she thinks about performing this activity is important and necessary.

Person B then:

Identifies the critical submodalities that differ between both these experiences of person A.

Systematically changes the critical submodalities for this experience one by one, until person A notices a change in their behavior towards this activity they were procrastinating.

Exercise 6c: From like to dislike

Exercise 6d: From Unwanted to belief to positive belief

Exercise 6e: From nervousness to Confidence

Submodality Reference Chart

Modality	Experience 1	Experience 2
Visual		
Movie / still image		
Color / B & W		
Bright / medium / dim		
Focused / unfocused		
Bordered / borderless		
'in' it / 'outside' it		
Size		
3D / flat		
close / distance		
location in space / panoramic		

Auditory		
No. of sounds		
Volume		
Tone		
Tempo or speed		
Pitch		
Continues / intermittent		
Direction		
Rhythmic		
More in one ear than other		

KINESTHETIC		
Location in body		
Breathing rate		
Rhythmic sensation?		
Pulse rate		
Pressure		
Skin temperature		
weight		

You can play with olfactory and gustatory submodalities too...

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89

Personal Details

Name: _____

Date of Birth: _____

Address: _____

Email: _____

Phone No: _____

Emergency Contact No: _____

Declaration;

I hereby declare that I am completely healthy and not undergoing any medical treatment of any mental disease like epilepsy. I will inform/reveal to the workshop director about any such medical issue and its treatment as well. Also, I am aware of the visualization techniques practiced during the workshop.

Date:

Place

Signature

Notes : Topic 9

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Notes : Topic 9

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Notes : Topic 9

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