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NLP means: Neurology, Language, and Programming

Neuro: Our experiences in life are stored in our nervous system and five senses.

Linguistics: Our emotional states manifest through verbal diction and nonverbal language. We give meaning to what we experience with the language.

Programming: We create our experiences through programs, automatic mind-body reflexes, and habits.

There are two definitions of NLP. John Grinder says that NLP analyzes and reproduces human excellence and its know-how. On the other hand, Richard Bandler states that NLP is a methodological method that follows a set of techniques.

It's a way of understanding people and the world better.

NLP stands for the following values:

- Respect for the individuals
- Curiosity and openness
- Achieving results by setting goals
 - Flexibility
- Spirit of experimentation

Bandler's thesis with the help of Grinder ended up becoming the first book of the NLP: "The structure of Magic". The book was edited and published under that name. It was initially aimed at therapists, and therefore Still, NLP has uses in that field, but with the years and the inclusion of Robert Dittl, NLP ended up becoming a tool with multiple applications. When John Grinder surprised Richard Bandler teaching his discoveries to the students of the first years of Psychology at the University, says

that Grinder said "Show me what you do, and I will teach you what is called you do". That famous phrase led to the writing of the mentioned book. The Structure of Magic is NOT a recommended book.

for those who are beginning the study of Neurolinguistic Programming, due to its excessive technicality, and that it deals in too much depth with a single subject of NLP: linguistic structure. It is very useful for those who have already understood better this discipline, and wish to deepen this chapter of the NLP history.

The book aims to show that human beings modify our reality according to how we use language, and therefore concludes that there is no such the reality, but a magnifying glass, lens, or map with which each of us shapes the way we see the world.

A distinction is the recognition of something different. For example, a weird noise in your vehicle. When you go to the mechanic, most of them tend to get close to the car and listen to the particular noise that it's making. They say: "Ah yes, that noise, there's an issue with the engine." But for you that's not obvious, so you ask them: "How did you recognize the issue by the noise?" So they show you and, at that moment, something that did not exist in your reality now becomes part of your world because when he makes you notice the DISTINCTION, the noise passes from your unconscious to the conscious mind. Now you can hear the issue.

When we don't have distinctions, we lose opportunities to learn new things.

Therefore, we must make three (3) basic distinctions in this

thematic, and they are: the experience, the deep structure, and the surface structure.

1 – The Experience: The experience does not have language, is exclusively information that enters by any of our five (5) senses. Not just the experiences that we live, but also those that we create in our minds. The difference between the experiences we live and the ones we create is one. The first uses the organs of perception (eye, ear, nose, taste buds, or skin), those created or remembered to use the sense (the nervous system) but not necessarily the organ. In any case, what I want to highlight is that there is no experience without the use of the senses. Language does not make the experience, but experience does make the language.

2 – The Deep Structure: We call structure depth the linguistic description of the experience. In the deep structure, we use language to describe the sensory experience.

We are not placing interpretations, judgments, beliefs, or thoughts. It is merely a description of the facts and as such, it should be the same regardless of the subject that describes it.

3 – The Surface Structure: This is one that we all know. It is the everyday use of language. we use the surface structure when we talk to our friends when we go to the doctor when we talk to ourselves daily when we complain when we celebrate, and all other times. When we experience stressful situations, we tend to generalize our vocabulary. We say phrases like for example: “Everyone is the same”, “I can’t trust no one” or “I always do this, I don’t learn from my mistakes”. The speaker lives the experience as he describes it with his language, and he cannot tell that his

experience refers to sensory information exclusively. When describing the experience, emotions emerge according to its description, and not according to what experienced. This process is unconscious.

NLP says that we take the person from a surface structure to a deeper structure.

A good analogy is to think of an onion, where the layer outside is the surface



structure, and the center of the onion is the deep structure. What we want to do is such time just remove a few layers. I think it is not possible to reach the center of the onion, because it is impossible to snatch people their judgments and beliefs. It is not possible for a person only refers to a merely sensory description. Of

fact, even if we could, we would not understand each other to others. Let's imagine a world where each person we found told us every single detail of their day, telling us that they woke up, opened their eyes, stand up, brushed their teeth, spit the water on the sink, etc. This information is not useful, and the day would be enough just to talk

with one or two people. We seek to connect our interlocutors with deeper structures, and not with THE deep structure (the center of the onion). What

Bandler and Grinder wanted was to teach future psychologists a technique for people to make distinctions about the way they describe their world, to open up possibilities to new opportunities.

This process in which we travel from the center of the onion towards the outer layers, that is, from the structure deep into the surface structure is called "derivation". As

human beings, we need to fragment higher learning into lesser learning. Because we like the shorter path. This is a base of pedagogy. We cannot learn to be happy, but we can learn to react better, focus on our hobbies, focus on our goals, etc. For this reason, we the referral process we divided it into three ways of deriving:

Generalization, Distortion, and Elimination

1 – Generalization: When some people's experiences represent the category total to which the experience belongs. For example, if we touch a hot pod and we get burnt, and we say "Touching a hot pod is dangerous" we are saying a valid generalization. But if we say that touching pods, in general, is dangerous, we are making a limited generalization.

2 – Elimination: We eliminate when we pay selective attention to some dimensions of the experience, leaving aside others. Eliminations can also be functional or dysfunctional. A person can say: "I'm not good at my job" and another can say: "I'm the best at my job". We detect deletions when we notice that the phrase it's incomplete. "In what / for what / for who are you insufficient?". "You are the best in what?"

3- Distortion: Distortion makes us allows us to make changes to the data experiences sensory we receive. For example, before the same message from honey, we could say, "She only says that because wants to get something in return." The distortion is noticeable when we listen to words whose definitions are certainly random. Words such as "confidence", "learning", "feelings", Etc. has different meaning for each of us. when the speaker introduces these types of words, we can be in front of a distortion. A limiting distortion might be "No I can trust others."

Distortions are also studied by behaviorism and cognitivism, methodologies that derive from constructivism, Piaget, and Vygotsky. This branch of Psychology holds that human beings perform "cognitive distortions" permanently. The concept matches Bandler and Grinder's grammatical syntactic study. Having to use language to define the experience, we distort.

A metamodel is a tool for change through the challenge of expressions linguistics. Challenging the surface structure of a person implies helping him to mobilize his

resources to reconnect your linguistic model with your world experiment. The characteristics of the metamodel are: It is a set of interrogative techniques, based on verbal communication, which get a quicker and better understanding of the message. It provides verbal cues with which they can initiate changes, transformations, and motivations and improve moods. It helps to access the deep structure of the person, in order to identify and eliminate the root of problems. Also, it determines and identifies distortions, deletions, and generalizations. It can highlight the limitations of the map of the person.

Some say that NLP is an art and science of personal excellence. Art is in the elegance by which we use our tools to express ourselves. The more we use our linguistic skills the more it is an art. We change our language to change how the person is processing their linguistic experience. The key to linguistic change is the ordering and sequence of the internal representations that take place inside you and your clients. Our linguistic ability is infinite and our capacity to positively influence others through our linguistic ability is infinite and it is what distinguishes us from the other mammals on earth.

Presuppositions are tacitly assumed beforehand at the beginning of a line of argument or course of action. If we can detect what is presupposed in someone's language by reason of what they are saying, we can then hear their reality as they currently experience it. As we express ourselves we use presuppositions. We use the language of what is being presupposed in our reality. As we explore the unwrappings of their experience, we can understand their model of the world better. By having a better understanding of their world, we can then explore it back to them in a different way, by wrapping our language in such a way that when they unwrap it in their heads a new way of thinking is being offered. For example: "Michela no longer plays golf"
Presupposition: Michela used to play golf. Another way of saying presuppositions are inferences.

I've been mentioning a lot of ways of communicating and understanding others, but there's one tool that most people neglect; Asking questions. Yes, everyone asks questions, but most people ask questions to benefit from it, like persuasion of some

kind or using questions in order to achieve an objective. That's what I mean by saying that's neglected. The real art of asking questions is to use them as a gift to others. the biggest free gift that you can give to someone is to ask them questions with no agenda. Questions with no agenda are questions that you ask someone where there is no preconceived objective on your part other than to discover what the other person thinks. These questions are a gift because you make this person feel important and that their opinion matters. An example of a question without agenda is to ask someone what they are doing next weekend. Now, if after asking them you start talking about what you are going to do and how awesome your next weekend is going to be, it turns into a question with an agenda. Because you wanted to tell this person what you are doing, and you don't really care about what they are going to do. It is a mild form of manipulation and the gift is undelivered. I think we should start asking more questions simply for the art of it and leave our agenda and beliefs behind. We should for example make more questions about the elderly. Nowadays they feel like their opinions and beliefs don't matter anymore. Just because "They are old". But in reality, I think their opinion matters, they have lived a lot of experiences and they are wiser. We should get more curious about other people's opinions. Ask and really listen to their answer. Quiet your mind, and block out any thoughts that you may have when they are speaking. Focus on the other person and not on your thoughts. When they finish talking ask your next question. It can be very annoying when you are talking and someone interrupts you to ask you something you were about to say. Ask yourself, 'What do I need to know in order to understand the whole picture?' Take your answer and use it as a question. What else do you need to know? Ask that question. And make sure your questions are relevant. It's better not to ask "Why?" because this could lead to the other person feeling like they should justify their actions. For example, " Why are you going to the hair salon this afternoon?" This could be misinterpreted as 'why do you feel the need to go to the hair salon this afternoon? It's better to use the word "What?". For example, "What are they going to do to your hair at the salon?".

Effective questions can help us in many ways. As professionals, we need to master the art of the questions so we make a better connection with our clients, improve our

negotiation skills, get cooperation, help our staff take responsibility for their actions and solve problems within the workplace more easily and gather better information. Effective questions don't make the other person justify their actions, they make the other person explain "How?" and "What?". When you are working with someone, you can't give them the answers without making them think first. They need to find out or understand it for themselves. You help them do this by asking them thought-provoking questions. Rather than make assumptions find out what



the person you are talking to knows about the problem. You can ask them "What do you think the problem is?".

Not only do you need to learn how to make effective questions, but also learn how to listen to people and not judge them. What is behind their words? Let go of your opinions and own beliefs. Beliefs play a role in our life that we tend to underestimate. We are determined unconsciously by our beliefs until we acknowledge them. But we cannot let our own beliefs get in the middle. When a client feels listened to, they are

more prone to trust you. Effective listening is a skill that requires nurturing and needs development.

Listening skills as part of effective communication include:

- Repeating back to our clients just what they said. We can expand on this by articulating back to them what we believe they mean. This helps a person feel heard.
- Clarifying. By asking questions our client knows we are listening and filling in the gaps. When our client is being vague, it is important for us to clarify the circumstances.
 - Being curious.

I've already talked about not letting your own belief get in the way when you are listening to your client. But what is a belief? A belief is something that you hold as an opinion. Whether is behavioral beliefs, unconscious beliefs, conscious beliefs, or rational beliefs. Unconscious beliefs are long-standing opinions that can influence behavior over a long time. Unlike behavioral beliefs, unconscious beliefs cannot be explained by behaviors. Behavioral beliefs, by contrast, will be thought of as non-conscious rather than unconscious. Behavioral beliefs are important in human action where the agent encounters no difficulty so that his beliefs do not require exploration at the consciousness level. Conscious beliefs are any beliefs a person has indubitably planned up and is aware of. Most of us have our beliefs based on our own experiences or opinions that our environment inculcated in us. The challenge for us trying not to impose our own beliefs on someone else. It's not really worth it and you can't change other people's beliefs. They have their own experiences too and that's respectable.

Most insecure people have what it's called a limiting belief. A limiting belief is when you have a bad opinion about yourself and that is stopping you from being a better version of yourself. It's important that we watch out for these and if we recognize that a client has more limiting beliefs rather than empowering beliefs, we need to

work with that and encourage them to try and say more positive affirmations about themselves. Some examples of positive affirmations are:

- The past does not equal the future.
- There is always a way if I'm committed.
- There are no failures, only outcomes—as long as I learn something I'm succeeding in.
 - If I can't, I must; if I must, I can.
- Everything happens for a reason and a purpose that serves me.
 - I give more of myself to others than anyone expects.
 - I create my own reality and am responsible for what I

create.

Also, we need to understand that these limiting beliefs are not real. They are insecurities. Most beliefs are so difficult to change because of many reasons like social media, tv, what other people say, etc. And because we identify with them, we allow ourselves to be defined by them. Like for example, when someone calls a teenage girl "Fat" even if she is not fat, she will think she is just because someone else told her so. It's easy to get caught up in allowing other people's beliefs to define us, but they don't have to. So the first step is to stop listening to negative stuff people say. A lot of the time they are just jealous and want to see other people struggle.

Let's say you do have a problem with your health, you call yourself fat, and you don't deserve love. Saying 'I am' assumes you cannot change. You can change that but if you keep repeating "I am" is going to be very difficult to make progress and accomplish your goals. Limiting beliefs are often fear-driven. There is often a strong social component to our decisions and the thought of criticism, ridicule, or rejection by others is enough to powerfully inhibit us. We also like being comfortable.

Sometimes we let ourselves be and we get comfortable in our own insecurities. Maybe you are used to being the overweight person in the group, and you think your personality revolves around that, you have nothing else to offer. But success is not comfortable either! It's comfortable having a strict diet and having to miss out on

some sweets but is also uncomfortable being unhealthy and not being able to enjoy your body at its maximum potential. Choose your uncomfortable.

The biggest problem that limiting beliefs causes is that they force you to live below your potential. If you are at the gym and one of the dumbbells weighs 10 kilograms but you believed that it weighs 100 kilograms because it looks big you might not even try to lift it because you think you are not strong enough. The limiting belief in such a case prevented you from lifting the dumbbells even though you have the ability to lift them. Not only that but you will also stay away from the “heavy” weights because you think you don’t have what it takes to lift them.

In conclusion, we’ve learned that NLP means Neuro-Linguistic Programming, It’s a new way of better understanding the way our brain (neuro) processes the words we use (linguistic) and how that can impact our past, present, and future (programming). Neuro: Our experiences in life are stored in our nervous system and five senses. Linguistics: Our emotional states manifest through verbal diction and nonverbal language. We give meaning to what we experience with the language. Programming: We create our experiences through programs, automatic mind-body reflexes, and habits. There are two definitions of NLP. John Grinder says that NLP analyzes and reproduces human excellence and its know-how. On the other hand, Richard Bandler states that NLP is a methodological method that follows a set of techniques.

It gives us strategies for observing human behavior and learning. How important it is to learn how to make effective questions. Mastering the art of the questions can open many doors. We can make a better connection with our clients, improve our negotiation skills, get cooperation, help our staff take responsibility for their actions and solve problems within the workplace more easily and gather better information. Remember effective questions don’t make the other person justify their actions, they make the other person explain “How?” and “What?”. When you are working with someone, you can’t give them the answers without making them think first. They

need to find out or understand it for themselves. You help them do this by asking them thought-provoking questions. Rather than make assumptions find out what the person you are talking to knows about the problem. Also, I've talked about learning how to listen and stay focused in a conversation. How we should start listening more in order to make our clients trust us. Ask yourself: "What is behind their words?". Let go of any prejudice and not let our own beliefs get in the middle. When a client feels listened to, they are more prone to trust you. Effective listening is a skill that requires nurturing and needs development. NLP says that we take the person from a surface structure to a deeper structure. We could say that NLP is an art and science of personal excellence. Art is how we use our tools to express ourselves. The more we use our linguistic skills the more it is an art. We change our language to change how the person is processing their linguistic experience. The key to linguistic change is the ordering and sequence of the internal representations that take place inside you and your clients. Our linguistic ability is infinite and our capacity to positively influence others through our linguistic ability is infinite and it is what distinguishes us from the other mammals on earth. I've talked about how limiting beliefs work and how they make us stop ourselves from being the best version of ourselves. Limiting beliefs can prevent you from reaching your potential, and succeeding in life and can make you miserable. One of the biggest differences between those who succeed and those who don't is the ability to locate and eliminate limiting beliefs. It's important that we watch out for these and if we recognize that a client has more limiting beliefs rather than empowering beliefs, we need to work with it.

NLP is not magic, even if it gets confused by the speed with which the results are produced. It is not a form of psychotherapy: Those who do NLP do not do psychoanalysis but understand the structure of the subject's communication, from this he obtains information and generates a strategy. It is not a science: It is an empirical method, constantly updated, and flexible, based on the observation of strategies that work and on the way in which everyone can use those identical strategies.

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