

## **NEURO LINGUISTIC PROGRAMMING (NLP)**

NLP is one of these very popular courses which are always high in demand.

**NLP is about experience – your experience!!** NLP is also the psychology of excellence. NLP is about connection, for our thoughts, speech and actions are what connect us to others, the world and to the spiritual dimension. NLP explores how we think and feel and studies or 'models' excellence in every walk of life. The answers can be taught to others. The goal is excellence for all.

Our body and mind seem constant, however changes all the time - moment by moment. Thoughts and physiology are intimately connected; What and how we think affect our physiology, and our physical health and well-being in turn affects our thoughts.

There are four main principles in NLP. The first and foremost is relationships, specifically **rapport**. Rapport at the spiritual level can manifest as a sense of belonging to a larger whole. Whatever you do, your successes will involve influencing and relating to others.

The second pillar is "**to know what you want.**" Without knowing what you want, you cannot even define what success is. Setting specific goals with specific and anticipated outcomes – for yourself and others!

The third pillar is known as **sensory acuity** – meaning using your senses. It is important to look at, listen to and feeling what is happening to you and around you.

The fourth and last NLP pillar is **behavioral flexibility**. Don't only have one option; have many choices of action. The more choices you have, the greater your chance of success. Keep changing what you do until you get what you want. This sounds simple, even obvious, yet how many times do we do just the opposite?

**NLP**, which has wisdom, choice and ecology built in at a deep level, is the ability to respond effectively to others and to understand and respect both your own as other's perception of reality. The foundations of **NLP** may best be summed up in the presuppositions of **NLP** statements that are taken for granted or assumed, and that are applied antecedents to other information.

NLP ensures that you communicate in a way that is compelling and enriching, understanding VAK and predicates, calibration, pacing, mirroring and leading, persuasion skills, and many more.

Lack of proper communication skills, poor time management and the absence of motivation is an ongoing feature in business today. This is partly because the leadership and workers do not understand one another clearly. NLP skills can be applied in any situation with astonishing outcomes and results.

Leaders in Business especially can benefit from these skills as focus is placed on how to channel their Emotions, positive and / or negative in order to reach a workable and accepted outcome. It is fact that a high EQ rather than an extremely high IQ is more likely to land you the position you strive for.

The emphasis in **NLP** is on the process of experience rather than the content – on **HOW** rather than **WHY**.

How we define an event is more important than the event itself. **NLP** is a practical set of models, skills and techniques for thinking and acting effectively in the world, whilst creating value for others in the process. Its purpose is to be useful, to increase choice and to enhance the quality of life and is being use increasingly in education, communication, business, personal development and therapy, coaching and Executive Coaching, etc.

For assistance with implementation of the above, please contact Lydia at [lydia@tmsgauteng.co.za](mailto:lydia@tmsgauteng.co.za)

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