



IANLP International Association for NLP

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The Presuppositions of NLP

The principles which form the foundation of NLP have been modelled from key people who consistently produced superb results, as well as from systems theory and natural laws. We know these as "The Presuppositions of NLP"

As well as a set of powerful skills, NLP is a philosophy and an attitude that is useful when your goal is excellence in whatever you do. We invite you to discover what happens in your life if you simply 'act as if' the following statements are true...

<p>ANLP https://anlp.org/knowledge-base/presuppositions-of-nlp</p>	<p>NLP Academy Switzerland Ueli R. Frischknecht</p>	<p>NLP Finland Marja-Leena Savimäki</p>
<p>Have respect for the other person's model of the world. (We are all unique and experience the world in different ways. Everyone is individual and has their own special way of being).</p>	<p>Wir sind alle einzigartig und erleben die Welt auf unterschiedliche Weise. Jeder Mensch ist anders und hat seine eigene Art zu sein. (6)</p>	<p>Maaailma ja maailmankuva – maasto ja kartta - ovat eri asioita. The world and the model of the world - the territory and the map - are different things. (We are forced, due to our anatomy and especially our senses and neurology, to construct a representation of reality. We start this already in the womb. The essence of this process is generalization; the successive orders of our sensory experiences are reduced to a diagrammatic representation in our memory. We draw general conclusions from our many different experiences, and arrive at assumptions, permanences, logical consequences, and beliefs. We base our model of the world on these generalizations.</p>

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		<p>We need this mental model of the world in order to function, but we build it ourselves and it is not perfect. It describes reality in a way that is distorted, overgeneralized and limited. However, it is the image of the world that a person lives to be true.)</p>
<p>The map is not the territory. (People respond to their ‘map’ of reality, not to reality itself. How people make sense of the world around them is through their senses and from their own personal experience; this means that each individual’s perception of an event is different).</p>	<p>Die Landkarte ist nicht die Landschaft. (1)</p>	<p>Maailma ja maailmankuva – maasto ja kartta - ovat eri asioita. The world and the model of the world - the territory and the map - are different things.</p>
<p>We have all the resources we need (Or we can create them. These resources can be internal or external, which is a useful reminder that sometimes, believing this enables us to be better empowered in any situation).</p>	<p>Menschen besitzen genügend Ressourcen, um mit (positiven/negativen) Veränderungen adäquat umgehen zu können. (2) Comment: The emphasis is slightly different.</p>	<p>Ihmisillä on jo kaikki ne resurssit, joita he tarvitsevat itselleen tärkeiden muutosten tekemiseen. People already have all the resources they need to make the changes that are important to them.</p>
<p>Mind and body form a linked system. (Your mental attitude affects your body and your health and, in turn, how you behave).</p>	<p>Geist, Körper und Umwelt bilden ein einheitliches System. Unsere geistige Einstellung beeinflusst unser psychisches und physisches Wohlbefinden. Ebenso kann das, was wir tun, auch unser Denken verändern. (4)</p>	<p>Kaikki vaikuttaa kaikkeen. Everything affects everything. (Perceptible events and series of events of the mind, language, body and interaction are also studied in NLP from a systemic perspective. Changes in one part of the system affects the other parts of the entire system; the person himself accepts whether change in all respects is for his own good. This means that no "internal part" resists the change in any way. This is called psychological ecology and is always checked.</p>

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		<p>Systems thinking relies on delay. We don't know which changes will take place immediately and which in the shorter and which in the longer term, but we assume that change will happen.)</p>
<p>If what you are doing isn't working, do something else. (Flexibility is the key to success).</p>	<p>Wenn das was du tust, nicht funktioniert, tue etwas anderes. (17)</p>	<p>Jos se, mitä teet ei toimi, tee jotain muuta. If what you are doing isn't working, do something else. (A person often acts in the same way in similar situations, without observing the feedback he receives from his way of action about the functionality of his actions and behavior. By adding alternative ways of acting, flexibility and success in interaction situations increases. In NLP, we think that it is good to have at least three alternative ways of acting/behaving. A person's only way to act is one way. When he/she finds another way, he/she has two ways, and it is an either-or situation, but yet no options. Only when there are at least three ways to act in the same situation of action, he/she has alternative ways to act or behave. The options start with the number three. You don't have to "delete" any behavior. Every behavior is useful in a particular context.)</p>
<p>Choice is better than no choice. (Having options can provide more opportunities for achieving results).</p>	<p>Wahlmöglichkeiten sind besser als keine Wahlmöglichkeiten. (14)</p>	
<p>We are always communicating. (Even when we remain silent, we are communicating. Non-verbal communication can account for a large proportion of a message).</p>	<p>Jedes Verhalten ist Kommunikation. Auch Schweigen. Nonverbales Verhalten beeinflusst die Wirkung einer Botschaft. (10)</p>	

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<p>The meaning of your communication is the response you get. (While your intention may be clear to you, it is the other person's interpretation and response that reflects your effectiveness. NLP teaches you the skills and flexibility to ensure that the message you send equals the message they receive).</p>	<p>Die Bedeutung der Kommunikation ergibt sich aus der Reaktion, die sie hervorruft - nicht aus der Absicht des Senders. (3)</p>	<p>Viestin merkitys on sen herättämä reaktio. The meaning of the message is the response you get. (In this basic assumption, it is thought that the recipient defines the meanings of the message. Interaction should not be thought of as success or failure. Instead, it is interesting to observe what kind of feedback the message evokes. If the message elicits an unwanted reaction, the message can be changed by observation until it elicits the desired response. This is about one important skill of interaction = flexibility.)</p>
<p>There is no failure, only feedback. (What seemed like failure can be thought of as success that just stopped too soon. With this understanding, we can stop blaming ourselves and others, find solutions and improve the quality of what we do).</p>	<p>Es gibt kein Versagen, es gibt nur Feedback. (5)</p>	
<p>Behind every behaviour there is a positive intention. (When we understand that other people have some positive intention in what they say and do (however annoying and negative it may seem to us), it can be easier to stop getting angry and start to move forward).</p>	<p>Hinter jedem Verhalten steht eine positive Absicht. (8)</p>	<p>Kaiken käyttäytymisen takana on positiivinen tarkoitus. Behind every behaviour there is a positive intention. (There is a positive purpose, no matter how strange and negative the behavior may be on the outside. With this assumption, a distinction is made between a person's positive purpose that is important to him or herself, and the negative, dysfunctional means by which a person wants to achieve his purpose. The idea of a positive purpose gives you the opportunity to positively approach both your own and other people's strange behaviors.)</p>

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<p>Anything can be accomplished if the task is broken down into small enough steps. (Achievement becomes easier if activities are manageable; NLP can help you learn how to analyse what needs to be done and find ways to be both efficient and effective).</p>		
	<p>Der positive Wert eines Individuums ist grundlegend, die Angemessenheit des Verhaltens kann in Frage gestellt werden. (7) The positive value of an individual is fundamental. The appropriateness of behavior can be questioned.</p>	
	<p>Menschen treffen stets die beste Wahl aus dem, was ihnen als Optionen zur Verfügung steht. Sie funktionieren in ihrem 'Modell der Welt'. (9) People always make the best choice from what is available to them as options. They function in their 'model of the world'.</p>	
	<p>Lerne neue Möglichkeiten dazu, nimm keine weg. Es geht darum, neue Wahlmöglichkeiten zu schaffen, Begrenzungen zu erweitern. (11) Learn new possibilities, don't take any away. It's about creating new choices, expanding limitations.</p>	

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	<p>Ein negatives Verhalten wird erst aufgegeben, wenn etwas Besseres gefunden ist. (12) A negative behavior is not abandoned until something has been found that seems to be a better option.</p>	
	<p>Widerstand ist die Folge der Unflexibilität des Kommunikators. (13) Resistance is the result of the communicator's inflexibility.</p>	
	<p>Individuen haben zwei Ebenen der Kommunikation: Die bewusste und die unbewusste Ebene. (15) Individuals have two levels of communication: the conscious level and the non-conscious level.</p>	<p>Vuorovaikutuksessa on tietoinen ja tiedostamaton puoli. There is a conscious level and an unconscious level in every interaction.</p>
	<p>Jedes Verhalten ist in einem bestimmten Kontext nützlich. (16) Every behavior is useful in a particular context.</p>	
		<p>Ulkoisen ja sisäinen informaatio käsitellään viiden aistin avulla. External and internal information is processed using the five senses. (Perceptions/information that comes with the help of human senses, as well as feelings, remembering and imagining that come from within a person, use the same neurology of the brain. In this way, they have a basically similar effect on human behavior.)</p>

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		<p>Huipputaitoja voidaan mallittaa ja opettaa muille. Top skills can be modeled and taught to others. (In NLP everything is thought of as skills; skill of being angry, skill of being happy, skill of being awake etc. The question is: how do you do your skill?)</p>

Grundannahmen im NLP

Excerpt page 12, NLP Academy Switzerland, Script for NLP Practitioner training

- (1) Die Landkarte ist nicht die Landschaft.
- (2) Menschen besitzen genügend Ressourcen, um mit (positiven/negativen) Veränderungen adäquat umgehen zu können.
- (3) Die Bedeutung der Kommunikation ergibt sich aus der Reaktion, die sie hervorruft - nicht aus der Absicht des Senders.
- (4) Geist, Körper und Umwelt bilden ein einheitliches System. Unsere geistige Einstellung beeinflusst unser psychisches und physisches Wohlbefinden. Ebenso kann das, was wir tun, auch unser Denken verändern.
- (5) Es gibt kein Versagen, es gibt nur Feedback.
- (6) Wir sind alle einzigartig und erleben die Welt auf unterschiedliche Weise. Jeder Mensch ist anders und hat seine eigene Art zu sein.
- (7) Der positive Wert eines Individuums ist grundlegend, die Angemessenheit des Verhaltens kann in Frage gestellt werden.
- (8) Hinter jedem Verhalten steht eine positive Absicht.
- (9) Menschen treffen stets die beste Wahl aus dem, was ihnen als Optionen zur Verfügung steht. Sie funktionieren in ihrem 'Modell der Welt'.
- (10) Jedes Verhalten ist Kommunikation. Auch Schweigen. Nonverbales Verhalten beeinflusst die Wirkung einer Botschaft.
- (11) Lerne neue Möglichkeiten dazu, nimm keine weg. Es geht darum, neue Wahlmöglichkeiten zu schaffen, Begrenzungen zu erweitern.
- (12) Ein negatives Verhalten wird erst aufgegeben, wenn etwas Besseres gefunden ist.
- (13) Widerstand ist die Folge der Unflexibilität des Kommunikators.
- (14) Wahlmöglichkeiten sind besser als keine Wahlmöglichkeiten.
- (15) Individuen haben zwei Ebenen der Kommunikation: Die bewusste und die unbewusste Ebene.
- (16) Jedes Verhalten ist in einem bestimmten Kontext nützlich.
- (17) Wenn das was du tust, nicht funktioniert, tue etwas anderes.

Baumeler M., Frischknecht U., Storms A-J., Bolliger R.; 2018; Handbuch zur Ausbildung ProzessWahrnehmung & Kommunikation (NLP Practitioner); Pfungen CH; NLP Akademie Schweiz.

NLP:n perusoletuksia / The Presuppositions of NLP

Marja-Leena Savimäki, NLP Finland

1. Maailma ja maailmankuva ovat eri asioita / The world and the model of the world - the territory and the map - are different things.
2. Ulkoinen ja sisäinen informaatio käsitellään viiden aistin avulla / External and internal information is processed using the five senses.
3. Vuorovaikutuksessa on tietoinen ja tiedostamaton puoli / There is a conscious level and an unconscious level in every interaction.
4. Huipputaitoja voidaan mallittaa ja opettaa muille / Top skills can be modeled and taught to others.
5. Viestin merkitys on sen herättämä reaktio / The meaning of the message is the response you get.
6. Jos se mitä teet ei toimi, tee jotain muuta / If what you are doing isn't working, do something else.
7. Kaiken käyttäytymisen takana on positiivinen tarkoitus / Behind every behaviour there is a positive intention.
8. Ihmisillä on jo kaikki ne resurssit, joita he tarvitsevat itselleen tärkeiden muutosten tekemiseen / People already have all the resources they need to make the changes that are important to them.
9. Systeeminäkökulma: kaikki vaikuttaa kaikkeen / Everything affects everything.