

# IANLP International Association for NLP

Neubuchstrasse 98, CH-8406 Winterthur, Switzerland

Tel. +41-52-3155252, Fax +41-43-4119136

info@ia-nlp.org    www.ia-nlp.org

## On the Issue of Interpersonal Manipulation

---

Training in NLP enhances perception in interpersonal encounters and provides tools that seek to improve human communication. Whether skills and tools are used responsibly depends on the intentions of the user – as is the case with all tools. The effectiveness of NLP has been demonstrated in various studies and many academic articles on the topic are available<sup>1</sup>. The usefulness of NLP models in non-therapeutic settings such as coaching, self development, education and in the work place (management, sales, human resources, advertising) are continuously confirmed by hundreds of thousands of satisfied users worldwide who use the tools and concept of NLP in their daily lives.

By now, concepts and terms of NLP have been adopted in everyday discourse. This is best exemplified by the terms, “rapport”, “anchor” and/or “resources”, that are used in everyday speech, both in print and digital media. While many people use the terms freely, the majority is unaware of their history and their theoretical foundation.

NLP studies, analyzes, describes and teaches interpersonal communication processes. In the course of any interaction humans seek to influence each other. These processes take place continuously, but are subtle in nature. NLP enhances the perception for these processes and trainees acquire communication skills for any context they may find themselves in. Human

communication pioneer Paul Watzlawik once coined the famous phrase that 'humans cannot *not* communicate' which may be adopted to the current issue to suggest that “humans cannot *not* influence each other”.

Humans are highly social beings and as such seek to influence each other constantly, whether they are consciously aware of it or not. There is no question that some individuals will seek to influence others with less than benign intent - to the detriment of another person. Obviously, IANLP and all its Fellow Member Trainers do not condone any attempt that seeks to harm, or exploit others. However, it needs to be made clear that ultimately the responsibility for any communication rest with the individual. The core of the issue relates to individual responsibility, to personal ethics and morals, and not with the NLP approach to human communication.

To the contrary, we advocate that every educated individual should be trained in basic nlp processes, thus becoming aware and being able to master natural communication processes so that they are able to detect and prevent any attempted (unwanted) manipulation. This in their own best interest, as well as to society at large, as a harmonious society ultimately depends on mutual respect and collaboration.



---

<sup>1</sup> ([https://www.ia-nlp.org/scientific\\_research](https://www.ia-nlp.org/scientific_research))