



EDUCATIONAL THERAPEUTICS ONLINE

SESSION 4

The Intellect

Neuro-Linguistic
Programming (NLP)





AIMS:

1. To explore the functioning of the intellect from an NLP perspective
2. To gain an understanding of the relative importance of verbal and non-verbal processes in communication
3. To gain a working knowledge of methods and techniques of NLP
4. To gain awareness of personal patterns

By the end of this session, you will...

- Have an understanding of the principles of Neuro-Linguistic Programming (NLP)
- Have an awareness of personal patterns and preferences
- Appreciate the underlying dynamic at work in thinking and communication patterns
- Have gained some skills in the application of Neuro-Linguistic Programming (NLP) techniques

Communication Skills

"Albert Mehrabian found that the total impact of a message is about 7% verbal (words only) and 38% vocal (including tone of voice, inflection and other sounds) and 55% non-verbal.

Professor Birdwhistle estimated that the average person speaks words for a total of about ten or eleven minutes a day and that the average sentence takes only about 2.5 seconds.

Most researchers generally agree that the verbal channel is used primarily for conveying information, while the non-verbal channel is used for negotiating interpersonal attitudes, and in some cases is used as a substitute for verbal messages"

- Pease, Allan, Body Language, Sheldon Press: London, 1981, p 9

NLP sayings:

- The map is not the territory
- All behaviour equals communications and vice versa
- All generalisations are lies when applied to the individual
- Process not content
- There is no such thing as failure only feedback

What is the intellect?

The word 'intellect' is rooted in the Latin words for intelligence and to understand.

We use the word in terms of a person's ability to reason objectively with regards to abstract matters, in other words a person's mental power.

What is the Mind

It is the part of a person enabling them to be aware of the world and their own experience and relationship within their reality in other words their consciousness and thought processes.

What is NLP?

NLP is a model of communication:

NEURO - NEUROLOGY

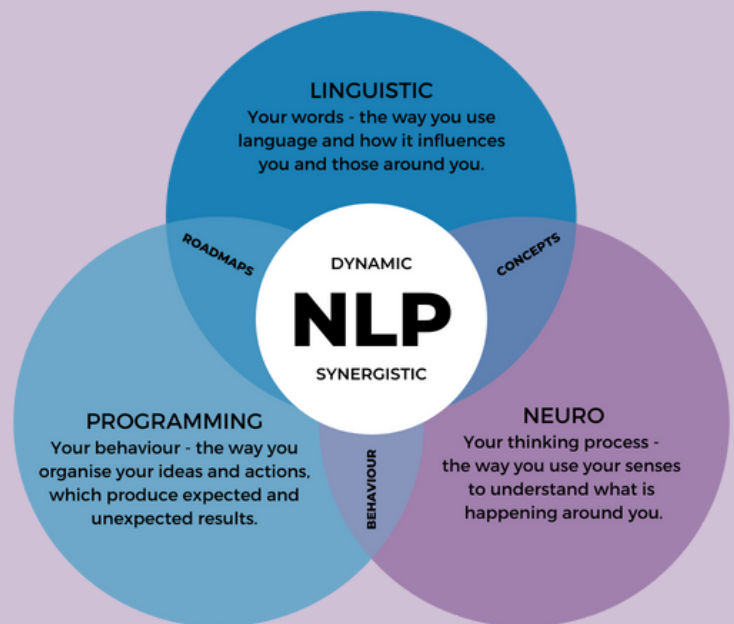
The physical components as well as the mental and emotional components of our neurology.

LINGUISTIC - LANGUAGE

Linguistics pertains to the language that you use, and more specifically, how you communicate with others and more importantly, how you communicate with yourself.

PROGRAMMING - FUNCTION

Perceiving your mind as your internal operating system, Programming is the way our past experiences, thoughts and emotions affect all areas of our lives.



It was set up in America in the 70's by Bateson and Chomsky to find an effective therapeutic approach. They asked Michael Grinder and Richard Bandler to observe a number of therapists who were excellent in their field to see how they became so successful. They spent a number of months observing how they communicated both verbally and non-verbally. They then developed tools to share with others and called them NLP.

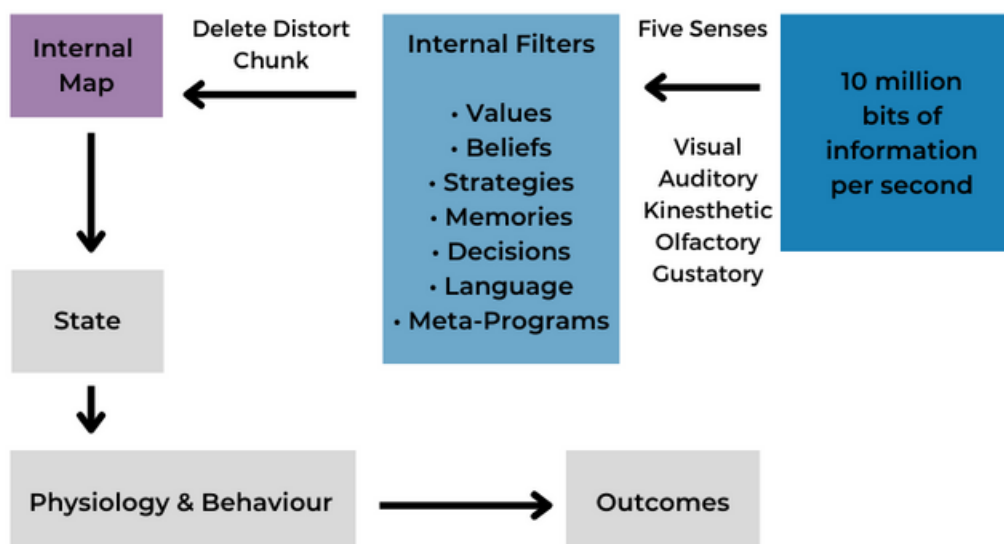
Since then, the programmes have been developed and used for a variety of situations. We use them because they work and are fun. We always explain what we are doing and educating individuals on how to self-educate in these matters.

What is the value of models?

A 'model' has value only if we remember that:

- A model is a map rather than '*the territory*'.
- We are not here to diagnose, judge, label, assess, even so it is not possible. Whilst it is not humanly possible to be making judgements and shifts based on your training, knowledge and experience. (as a surfer is making measurements of the wave – listening with the soles of his feet in order to make shifts to balance herself the brain has little to do with it and the less the better.)
- We maintain the respect for the individual and their reality.
- We remember than our 'opinion' is a reflection of the model we favour.
- The client's model (belief system) is more important than ours.
- Every behaviour has a positive intent for the individual.
- The individual is telling their truth, i.e., the layer that they are prepared to share with you at this time.
- There are many layers to the truth and whatever the client is saying comes from their creative imagination and is information. It's up to your acute observational skills to develop a rapport and allow the client space to reveal the deeper parts of their psychic map.

NLP Behavioural Model



Maps of Reality

We start with Maps of Reality how we see the world and filter experiences through our senses, our nature and nurture.

How millions of 'bits of information impact on our senses every second are filtered in order to make an internal representation of the world which effects our state of mind and our physiology.



Inner States

A resourceful state is a state which is appropriate to the current situation.

If a state does not serve, it can be changed. To change we need:

Awareness

Choice

Energy

Change involves:

Present State →

RESOURCES

← Desired State

It is desirable to always maintain a state of inner resourcefulness. In order to do this, we need to know what our inner state is (awareness), to know how to change it should it be necessary (choice), and the energy to make that change.

It is also possible and useful to develop the capacity to identify the internal state of others.

Achieving a Resourceful State

How can you achieve a resourceful state?

ANCHORING

CHANGE BREATHING

CHANGE POSTURE

MOVE

CHANGE INTERNAL DIALOGUE

SWITCH FOCUS OF ATTENTION

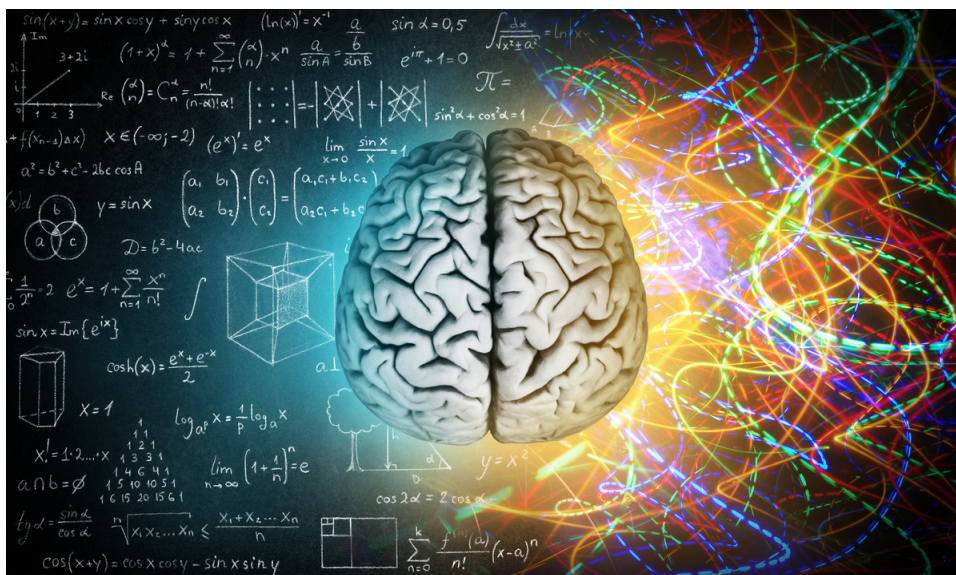
KNOW YOUR DESIRED OUTCOME

Modalities:

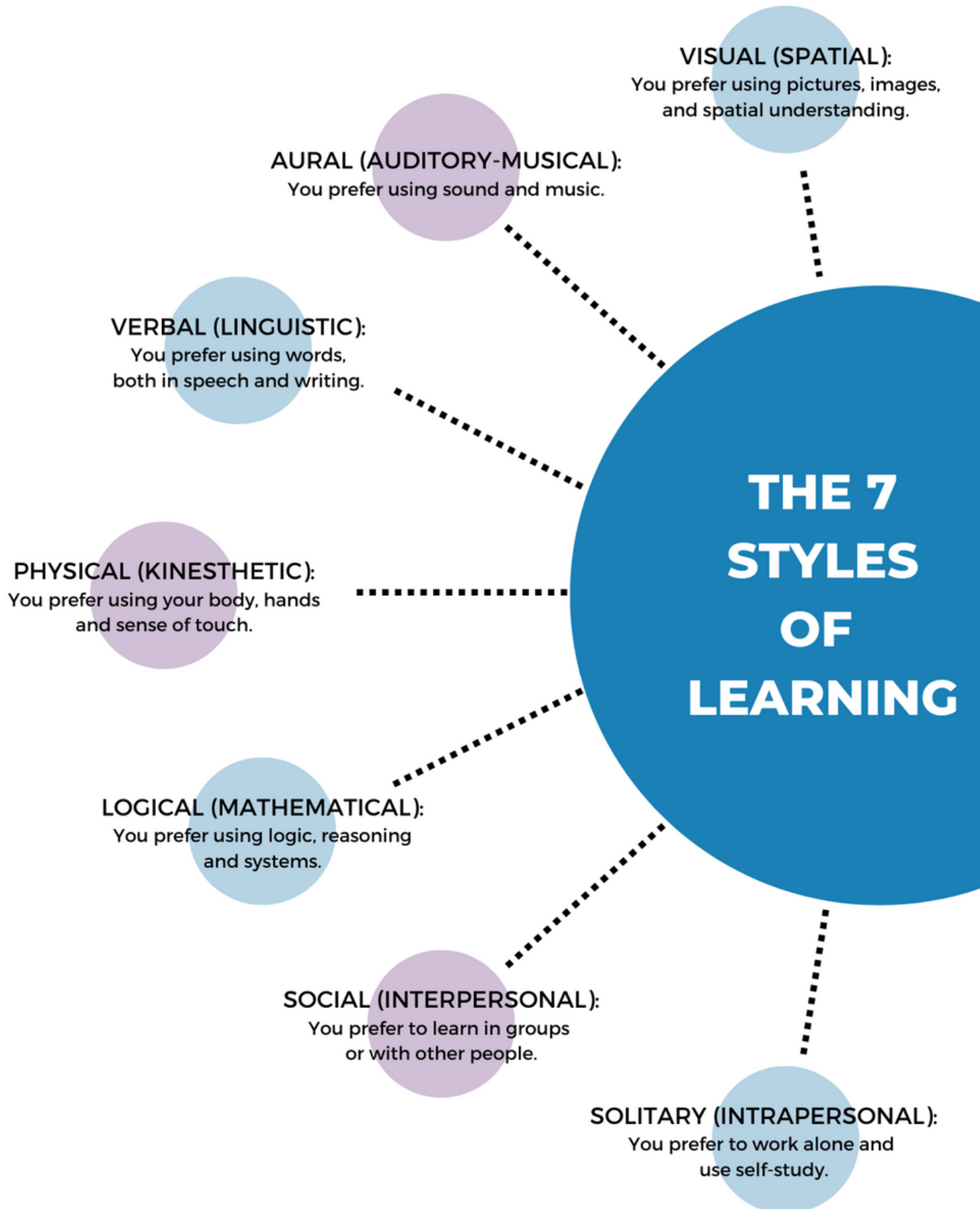
The brain experiences the world through a main modality with a back up and weaker. A modality is a 'sense'. Most people are either Visual or Kinaesthetic with a smaller percentage being Auditory.

It is crucial to successful rapport that you know which one you are:

- **Visual**
- **Auditory**
- **Kinaesthetic**
- **Gustatory and Olfactory tend to be attached to kinaesthetic.**



The 7 Styles of Learning



Visual Auditory Kinaesthetic Test (V A K)

Translates and applies to Learning Styles

Follow each instruction in your mind and give yourself a mark in the space:

0 = impossible 1 = difficult 2 = OK 3 = easy

	V	A	K
HEAR a fire alarm	☐	☐	☐
SEE a kangaroo	☐	☐	☐
HEAR a friend's voice	☐	☐	☐
FEEL yourself swimming	☐	☐	☐
SEE your front door	☐	☐	☐
HEAR a song	☐	☐	☐
FEEL grass under your feet	☐	☐	☐
HEAR birds singing	☐	☐	☐
FEEL your fingers playing a few notes	☐	☐	☐
HEAR your own voice	☐	☐	☐

	V	A	K
FEEL a cat on your lap			
SEE your toothbrush			
HEAR birdsong change to a call of alarm			
SEE a friend's face			
FEEL excited			
SEE a plate of food			
FEEL hot			
WATCH the scene change on TV			
HEAR rain			
FEEL your fingers on a piano keyboard			
SEE a TV show			
TOTALS:			

Internal Experience:

We all experience life in a unique way. By changing our perception, we can change the way we feel.

Think of a photo-editor programme – a few adjustments can alter the whole picture.

Each of the sensory categories has several changes that can be applied to change the quality of the experience. Consider the following:

VISUAL:

Location: *Where is it?*
Distance: *Far or near?*
Size: *Big or small?*
Movement: *Like a photo? Or like a video*
Dimension: *2D? 3D?*
Definition: *Clear or hazy?*
Shape: *Square, rectangular, round etc.*
Association: *In the picture or looking at it?*
Edging: *Is there a frame?*
Quantity: *One or more pictures?*

AUDITORY:

Nature: *Sounds, voice/s mix?*
Quantity: *One or many?*
Location: *Where are they coming from?*
Mono/Stereo: *One or both ears?*
Distance: *Close or far?*
Volume: *Loud or quiet?*
Tempo/Speed: *Fast or slow?*
Rhythm: *Gentle, vigorous, what?*
Tone: *Variety or monotone?*
Timbre: *Tiny, mellow, screeching?*
Duration: *How long?*
Quality: *Clear / distorted / muffled / echo?*
Pitch: *High or low?*
Ownership: *Your voice or someone else's?*

KINAESTHETIC:

Quantity: *One or more feelings / sensations?*
Location: *Where is the feeling?*
Size: *How big or small?*
Shape: *Definite – if so, what? Indefinite?*
Temperature: *Hot or cold?*
Movement: *Direction (of movement)*
Constancy: *Change or stay the same / All the time or intermittent*
Rhythm: *Pulsate*
Breath: *Does it affect your breathing in any way?*
Tactile: *Can you touch or feel it with any part of your body?*
Texture: *Rough / smooth / other?*

Predicate Words

The words and phrases we choose or even habitually unconsciously use will affirm your preferred modality and your back up to define your experience and make a sense of your world.

Here are some examples below. Listen to yourself talking or thinking about an emotionally charged experience. (not too strong one for the purpose of this exercise please!)

NEUTRAL

Nouns

Thing, experience, thought, knowledge, understanding, description, representation, memory, belief.

Verbs

Think, believe, understand, remember, know experience, describe, represent, explain, agree, disagree, concentrate, comprehend, consider.

Adjectives

Great, wonderful, excellent, OK, easy.

VISUAL

Nouns

Picture, image, point of view, viewpoint, perspective, focus, insight, horizon, scene, sight, glimpse.

Verbs

See, look at, show, picture, focus, illustrate, visualise, reflect, dazzle, glance at, perceive, gaze.

Adjectives

Blinded, blank, hazy, blurred, revealing, bright, graphic, short-sighted, brilliant, clear, lucid, opaque.

Expressions/idioms

My mind's gone blank. The future looks dim. Let's look closely at this. To shed some light on something. My view is a bit coloured. It appears that...

AUDITORY

Nouns

Sound, tune, tone, voice, volume, discord, harmony, echo, accent.

Verbs

Hear, listen to, tell, say, speak, talk, shout, stress, harmonise, tune in, amplify, ring, accentuate.

Adjectives

Deaf, dumbfounded, out of tune, off key, flat, sharp, speechless, loud, clear, smashing.

Expressions/idioms

That rings a bell. To sing the same tune. That's music to my ears. I hear you loud and clear. What a lot of mumbo-jumbo. That strikes a chord. Give/get an earful. I'm all ears.

KINAESTHETIC

Nouns

Feeling, sensation, stress, pressure, temperature, gut reactions, emotion, weight, attitude, posture.

Verbs

Feel, touch, connect, move, bear, support, grab, hold, sting, grasp, fit, catch.

Adjectives

Closed, stunned, heavy, hard, tangible, cold, hot, cool, knocked out, smashing, sensational, comfortable, uncomfortable.

Expressions/idioms

Give someone the cold shoulder. To get cold feet about something. To push someone's buttons. To wind someone round your little finger. He's a pain in the neck/arse. I'm going/falling to pieces. I feel it in my bones. I'm getting cold feet about this. I'm stuck/bogged down. That fits with my experience. I can't get a grip/handle on that. Give someone a rough ride. I can't put my finger on it. You cramp my style. Carpe diem (Latin) = seize the day/moment. Stick your neck out. Go over the same ground. Tread carefully. Blow hot and cold. Have an axe to grind. Meet me halfway.

OLFACTORY / GUSTATORY

Nouns

Smell, aroma, perfume, odour, whiff, flavour, taste.

Verbs

Sniff, breathe in, stink, savour.

Adjectives

Fishy, stale, pungent, sour, sweet, bitter, acid, smelly, tasty, delicious.

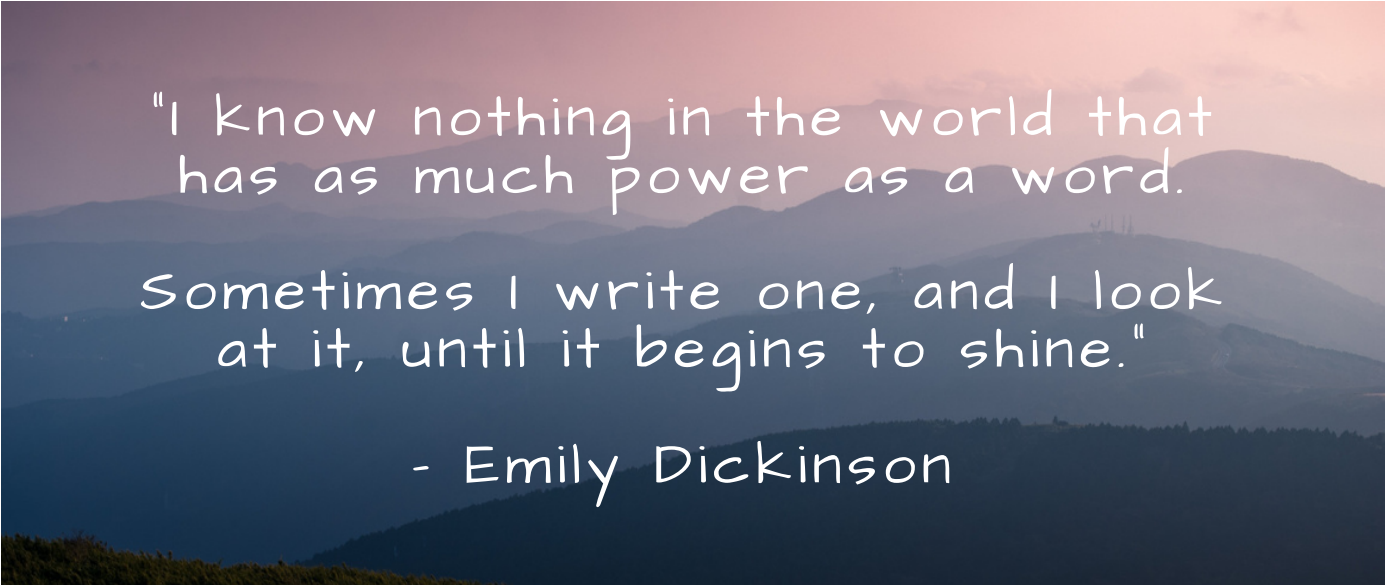
Expressions/idioms

It's a piece of cake! To have a good nose for something. To sniff out.

Listen to other people and notice the surprisingly limited choices of language we choose. Always a fun exercise to add one word a week to replace or add poetry to our language.

Insults from the past take away the sting and make it playful e.g.

- Scurvy knave
- Poltroon
- Cad
- Bounder
- Coxcomb
- Doxy



"I know nothing in the world that
has as much power as a word.

Sometimes I write one, and I look
at it, until it begins to shine."

- Emily Dickinson

Modalities & Sub-modalities

Describe the inner experience of the identified memory in acute detail through the senses.

Having identified the finer detail you may fine-tune the experience by altering each part, item by item to improve the memory of the particular situation.

POSITIVE

NEGATIVE

VISUAL

- Colour or black & white
- Moving or still
- Clear or blurred
- Close or far
- Bright or dull
- Associated or disassociated
(as if on a photograph)

AUDITORY

- Content
- Person
- Background
- Direction
- Inner or Outer

KINAESTHETIC

- Hot or cold
- Heavy or light
- Rough or smooth
- Tension in body – where?

BREATHING

- Fast or slow
- Deep or shallow
- Regular or irregular

GUSTATORY

- Salivation
- Sweet or sour
- Texture
- Hot or cold
- Mouth or Stomach
(elsewhere?)

OLFACTORY

- First or past experience
- Sensation in body (kin)
- Emotional impact

Non-Verbal Communication

Observing People

If you have sufficient sensory acuity, you can observe moment to moment changes in others:

SKIN COLOUR

- light / dark



SKIN TONE

- (small muscle tone, esp. corners of mouth & eyes)
- shiny / not shiny
- pore size



BREATHING

- Rate – fast / slow
- Location – high / low



LOWER LIP SIZE

- lines / no lines



EYES

- Focus - focused / defocused
- Pupil dilation – dilated / undilated
- Direction of movement
- Eye blink rate



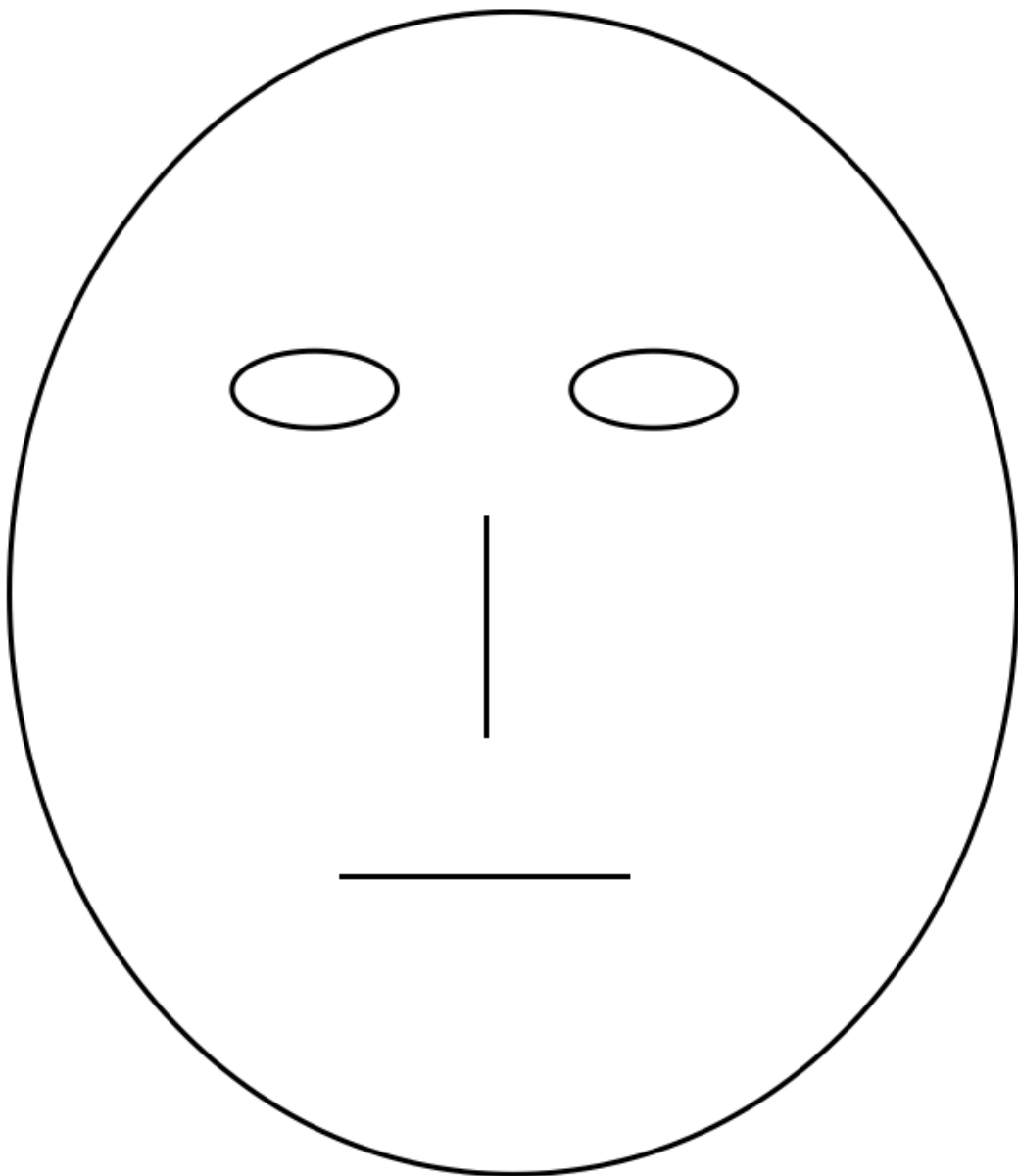
OTHER

- Pulse rate
- Voice tempo
- Small gestures
- Body temperature
- Voice tone
- Body position
- Head tilt



Exercise:

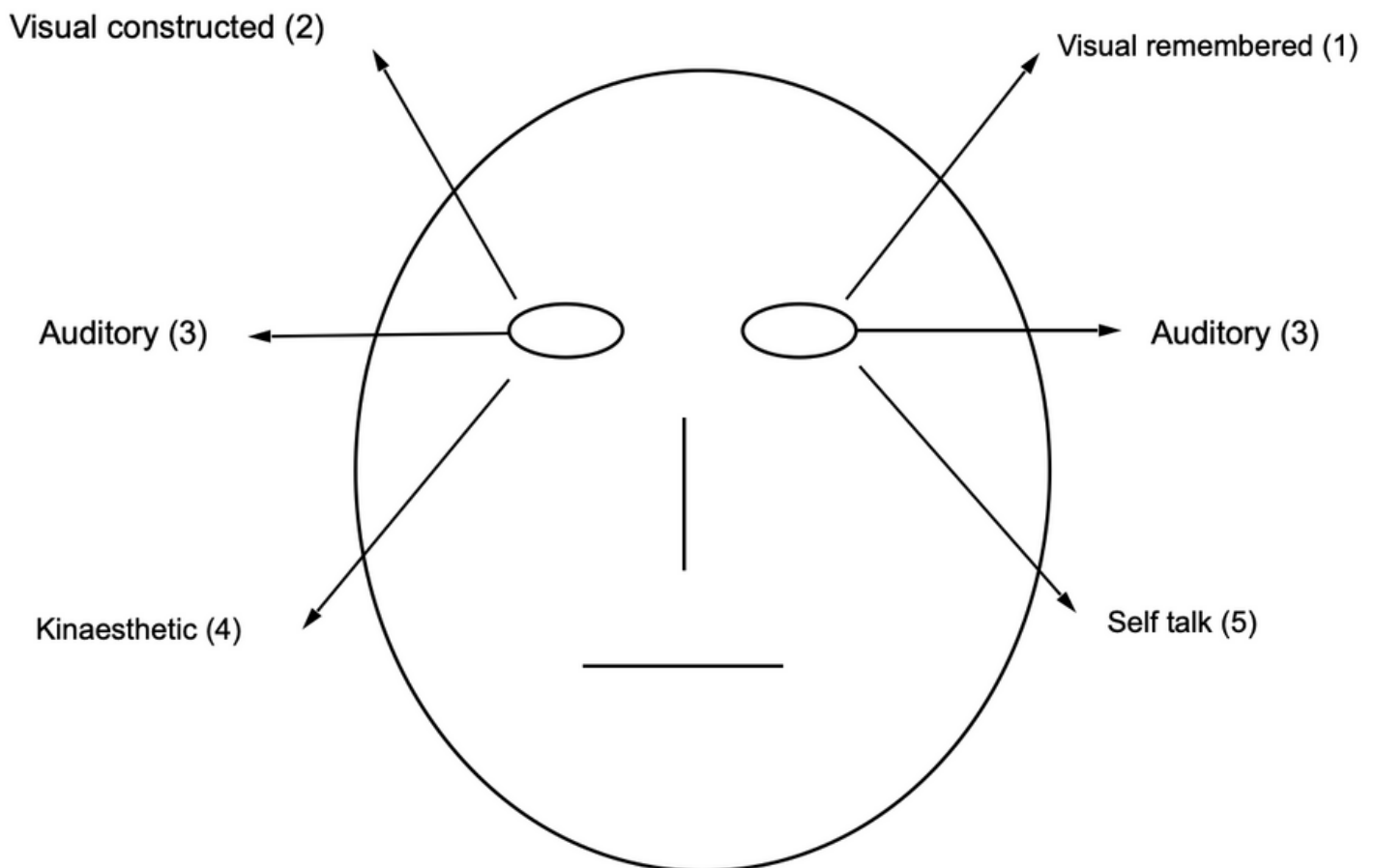
Eye Accessing Movements



Presupposed Internal Processes associated with Eye Accessing Movements

The diagram below shows directional eye movements of a person as you face them. The patterns have been found relatively typical of someone who is right-handed. They are usually reversed for someone who is left-handed.

These are generalised presuppositions and should only be used as possible indicators. It is possible to develop attention to minimal cues to the extent that eye accessing cues can be determined for an individual client. It can have value as part of rapport building and maintenance.



How The Brain Changes With Age

The brain is the processing centre of the body. Your brain is the part of the body that regulates all functions, both voluntary and involuntary. It seems simple to say, but you can't do anything without a functioning brain.

But as you age, your brain ages also. New studies report that mental decline can start around age 45 - earlier than ever stated before. While most of your brain changes are not bad news, there are some warning signs of brain trouble to come...

ADOLESCENCE

At adolescence, the brain is fully grown, but the 'wiring' is still in process. The brain is approaching its full weight. The emotional centres of the brain are fully developed, but the processing centres are still under development. This explains the young mind's ability to learn and adapt, but its stubbornness and desire to act impulsively.

EARLY ADULTHOOD

In the early 20s, your brain is considered at its adulthood. The human brain is at the maximum of its ability and power. The peak of your brain power comes around 22 and lasts for only 5 years. The brain is able to access situations and information and has developed the proper neural pathways for emotional response.

ADULTS 45+

According to new research, the human brain starts to hit its first major decline at 45. It is estimated that between ages 45 and 49, men and women suffer a 3.6% loss, and the brain's capacity for memory, reasoning and comprehension begin to wane. Also, your level of forgetfulness increases significantly.

OLD AGE

As you surpass 60 years old, you are steadily losing brain cells. The ends of the brain cell receptors start decaying at a high rate. By age 65-70, men will suffer a loss of 9.6% and women will suffer a 7.4% loss. The shrinkage of the brain usually leads to worsened reasoning, spatial orientation, and verbal memory.

Latest research on the brain is that it would seem to be able to develop connections even as we age and the more we learn about it the less we seem to know- some say we only understand approximately point 0001% of the potential of the brain.

THE MIRACLE THAT IS YOU!

All of this and yet still remaining:

The boy with 2% of his brain who
functioned surprisingly well.

The younger you are of course always
helps but despite the fact that brains do
decline with age we can still function
very well.

**What an amazing and mysterious
creature you are!**