

Progressive Universe of NLP (PUNLP)

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NLP - An Overview





Why NLP?

- Why should I even be here considering NLP?

Why NLP?



- **NLP** is the **Art** & **Science** of personal excellence, delivered from studying how to top people in different fields obtain their outstanding results.
- The first and only all encompassing science that studies the link between the human brain and performance.
- The most advance science which has evolved contemporary basic theory, tools and techniques for unprecedented personal and professional growth.



Why NLP?

- NLP shows you how to understand and model your own success, so that you can have many more of those moments.
- It is a way to discovering and unfolding your personal genius, and bring out the best in yourself and others.

Why NLP?



- **Strengthen**
 - Goal Setting, Self Esteem, Relationships, Winning Strategies, Financial Position, Communication, Personal Rapport & Persuasion Skill.
- **Manage**
 - Anger, Anxiety, Stress, Habits, Behavior, Conflicts, Problems, Teams & their Performance.
- **Eliminate**
 - Limiting Beliefs, Phobia, Chronic Pain, Procastination, Trauma

Why NLP?



- NLP is widely used in marketing and communication, sales, leadership, coaching, negotiation & Team Building
- It's a powerful way to enabling you to reach your full potential as a leader
- You can expect to increase productivity and revenues and create greater satisfaction from your employees and customers

Why NLP?



- Power over self and others, control over your life and outcomes, the strength to create your own destiny
- Affiliation with people, great teams, amazing relationships, and being in demand from one and all
- Achievements that defy imagination, certificates, laurels and prizes to fill your walls, bookshelves and lives



So, WHAT is NLP?

- Tell me more about NLP...

■ **WHAT IS NLP?** ■

“ATTITUDE + METHODOLOGY + QUESTIONS = DESIRED RESULTS”



What is NLP

Neuro- Linguistic Programming

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- **NEURO**- acknowledges the fact that behavior stems from our neurological process is sight, hearing, smell, taste, touch and feeling.
- We experience the world through our five senses. We make sense of the information and then we act on it.



- **Linguistic**- indicates that we use language to order thoughts and behaviors and communicate with others.



- **Programming**- refers to the way we can choose to organize our ideas and actions to produce results

NLP for Self-Development



- Where is the ***user manual for the Human Brain?*** How do you turn off bad feelings and turn on good ones? How can you set your goals on auto-pilot?
- NLP can be considered the 'User Manual' that should come with your brain.
- The brain has amazing power much beyond what most of us use at any point in time. The sub-conscious part of the brain is like a powerful machine that is always running. And most times makes its own decisions. There are times however, when the conscious mind needs to intervene, to set directions.





- **According to Wikipedia:** “Neuro-linguistic programming (NLP) is an approach to communication, personal development, and psychotherapy created in the 1970s. The title refers to a stated connection between the neurological processes (“neuro”), language (“linguistic”), and behavioral patterns that have been learned through experience (“programming”) and can be organized to achieve specific goals in life”.



- NLP is now expanded into many fields, it is used in ***Education, Therapy, Training, Coaching, Personal Change courses, Business Training*** and much-much more.
- NLP never claims or claimed to be scientific. NLP only claims ***if something works, Do it more.*** And if something does not work, do something else. In alignment with this epistemology, NLP makes the claim that ***“if any human being can do anything, so can you”***.
- Well known celebrities like Bill Clinton, Bill Gates, Oprah Winfrey, Tony Robbins and many more celebrities speak well of NLP and its application benefits.



- NLP is the study of what works in thinking, language, and behavior. It provides a systematic framework for directing our brain and body. It defines the way how we code and produce excellence which enables us to achieve the results that we want in each area of life. With NLP, you can create a set of strategies that can work for you as to how you will make decisions, build lasting relationships, create excellence in your personal and professional life, communicate to motivate your fellow men, and create balance in your life.

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What the media has to say about NLP



"NLP has untapped potential for treating individual problems and is becoming an all-purpose self-improvement program and technology."

TIME

"NLP cannot be dismissed as just another hustle. It's theoretical underpinnings represent an ambitious attempt to codify and synthesise the insights of linguistics, body language, and the study of communication systems."

Psychology Today

"NLP could be the most important synthesis of knowledge about human communication to emerge since the 1960s."



"(NLP) does offer the potential for making changes without the usual agony that accompanies these phenomena...thus it affords the opportunity to gain flexibility, creativity, and greater freedom of action than most of us now know..."

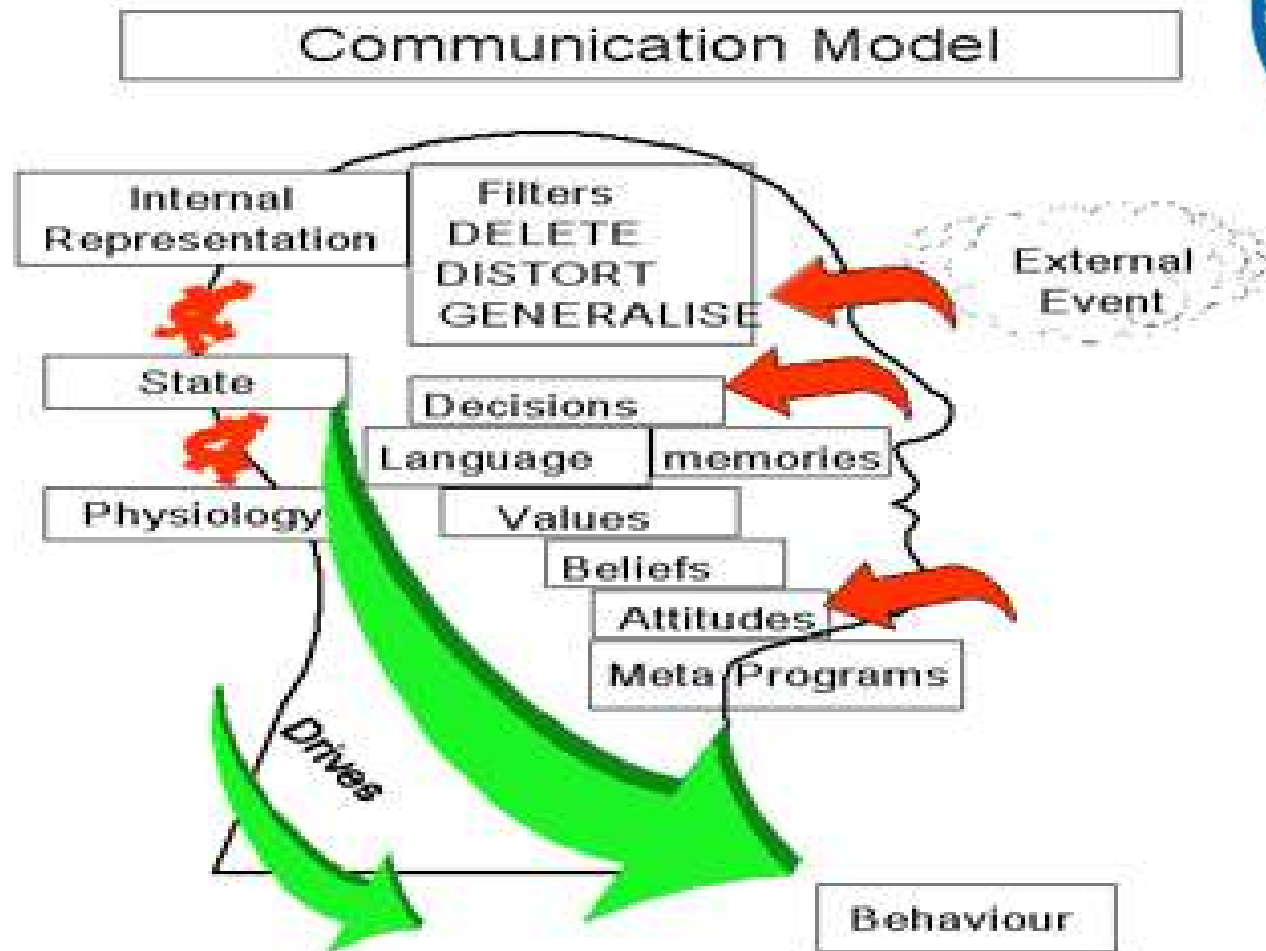
the journal
Training and Development

"...real estate brokers and salespeople use Neuro-Linguistics to enhance their communication skills and provide them with more choices when working in a difficult situation. It shows how we make sense of the world around us and communicate."



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Human Communication Model



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The differences that can make a difference.....
are all inside our heads..... unlock the potential in yours



NLP Presuppositions

- The Attitudinal Shift...



**IF IT IS POSSIBLE FOR THE WORLD, IT IS
POSSIBLE FOR ME**





THE MAP IS NOT
THE TERRITORY
IT DESCRIBES.
WE HAVE ONLY
OUR OWN
REALITY.

ENERGY FLOWS WHERE ATTENTION GOES.





**PEOPLE
MAKE THE
BEST CHOICE
THEY
PERCEIVE
AVAILABLE
(At the time)**

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**THERE IS NO FAILURE,
ONLY**

feedback



WE ALL HAVE, OR CAN CREATE,
THE INNER RESOURCES WE NEED
TO ACHIEVE OUR GOALS



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BEHAVIOURAL FRAMES

- **Outcome vs. Problems Orientation**
- **Feedback vs. Failure**
- **Possibilities** rather than **Necessities**
- **Curiosity & Fascination** rather than making **Assumptions**



THE MEANING OF THE
COMMUNICATIONS IS THE
RESPONSE THEY GET



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COMMUNICATION

- INTERNAL
- EXTERNAL

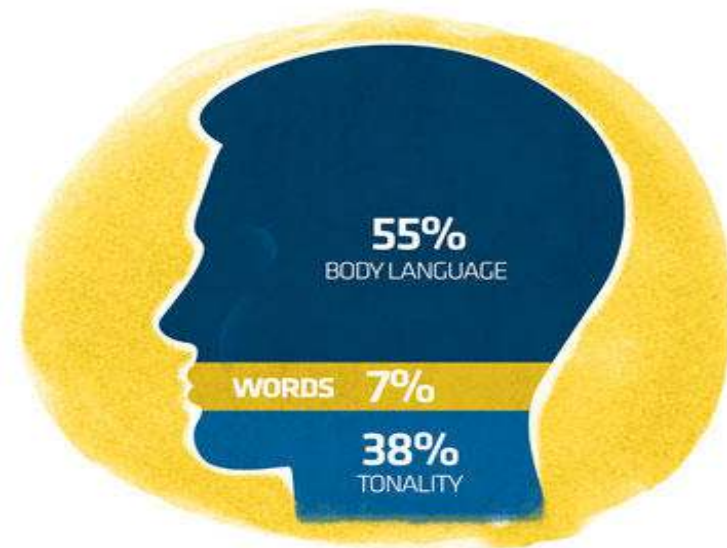


- **Communication** is a loop, what you do influences the others, and what they do influences you.
- **NLP** is the ability to respond effectively to others and understand and respect their model of the world.



COMMUNICATION

- **55% Body Language;** (gestures, postures, eye contact)
- **38% Voice Tonality**
- **7% Words**



SENSES - THE DOORS OF PERCEPTION

- The ability to notice more, and make finer distinctions in all the senses can significantly enrich the quality of life.



Visual



Auditory



Kinesthetic

How to influence Others...





RAPPORT

- Rapport or empathy is essential to establish atmosphere of trust, confidence and participation, within which people can respond freely.
- People in rapport tend to mirror and match in postures, gestures and eye contact. The deeper the rapport, the closer the match



PACING AND LEADING

- **Pacing** is establishing the bridge, through rapport and respect.
- **Leading** is changing your behaviors so the other person follows.



OUTCOME FRAME

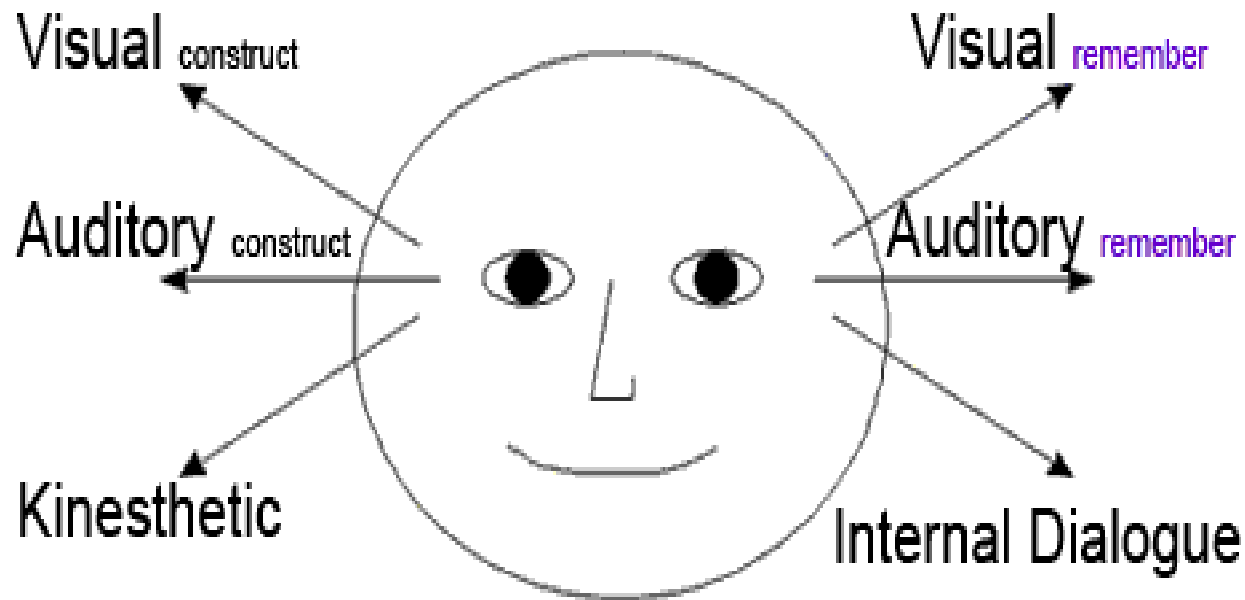
- WELL-FORMED OUTCOMES - POSERS
 1. **POSITIVE**
 2. **OWN PART**
 3. **SPECIFIC**
 4. **EVIDENCE**
 5. **RESOURCES**
 6. **SIZE**



MODALITIES & REPRESENTATIONAL SYSTEM

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EYE ACCESSING CUES



- Normally organized person as you look at them



SUB-MODALITIES

- **The brain's filing system...**



- ANCHORS
- REFRAMING
- NEGOTIATION BETWEEN PARTS
- PHOBIA CURE

**IT & Project
Management
Professionals**

**Trainers
& HR
Professionals**



Lawyers

Doctors

Who Learns NLP

**Performing
Artists**

**Entrepreneurs,
Consultants &
Business Heads**

Students

Therapists

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So HOW can I learn all this?

- **Tell me more about NLP programs...**

What other details do we need to know?

Contact Us:



Progressive Universe of NLP

Empower People To Empower The Nation

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