

Change Your Mindset: Change How You Think Using NLP



by Cammie Reed



Move Beyond Limited Beliefs and Boundaries

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Background Information

- Trained in NLP – 2007 - 2016 by Richard P. McHugh, S.J. Ph.D. – my mentor.
- Intense summer training from mid-June to mid-September – every weekend from 9:00 a.m. – 5:00 p.m.
- Five years of intense summer training - lectures and exercises.
- Licensed Clinical Therapist, LGPC
- Trained in Gestalt (Fitz Perls), Family Systems (Virginia Satir), Gottman, Imago, Group Psychotherapy, etc...

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The Beginning of NLP

- Started in the early 1970's
- Effective communication models
 - Business – sales and negotiation
 - Law and Education
 - 5 Minute guarantee to cure phobias in psychotherapy
 - Resolution of conflict in dead-locked negotiations, settlements in business, success in teaching educationally challenged children.
 - Belief change, change history, re-imprinting, time-line, syntax, reframing.
- Founders and Contributors:
 - Gregory Bateson
 - John Grinder
 - Richard Bandler
 - Leslie Cameron Bandler
 - Judith DeLozier
 - Robert Dilts
 - Michael Hall
 - Konrad Lorenz
 - Fritz Perls – Gestalt
 - Virginia Satir – Family Systems
 - Milton Erickson – Hypnotherapist

Introduction

“Our beliefs are a very powerful force on our behavior...Our beliefs about ourselves and what is possible in the world around us greatly impact our day-to-day effectiveness. All of us have beliefs that serve as resources as well as beliefs that limit us.”

- Robert Dilts

Belief Systems

- Can directly and indirectly affect your health
- Negative beliefs can lead to health-related problems like substance abuse, constant fatigue, lowering of the body's natural defenses, and stress.
- Moving from a negative attitude to a positive attitude. Virginia Satir speaks about positive and negative congruence – the Iceberg Effect.
- Study – gifted children and slow-learners.
- Our beliefs can shape, effect or even determine our degree of intelligence, health, relationships, creativity, even our degree of happiness and personal success.
- Many of our beliefs were installed in us as children by parents, teachers, social upbringing, media – before we had an awareness or ability to make a choice.

Question


- Is it possible to restructure, unlearn or change old beliefs that may be limiting us and imprint new ones that can expand our potential beyond what we currently imagine? If so, how do we do it?

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Answer

- Yes.
- NLP provides a model of the mind and set of behavioral tools that allow us to unlock some of the hidden mechanisms of beliefs and belief systems.
- Through the processes of NLP beliefs and neurolinguistic and physical elements.

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What is NLP?

- Neuro-Linguistic Programming is a discipline and structure of subjective experience.
- It is also a simple, skillful method for studying what goes on inside a person (subjective experience) and the processes people use to build their unique, distinctive maps or models of the world.
- NLP is about how the brain works, how people think, feel, learn, motivate themselves, interact with others, make choices and achieve realistic results.
- NLP is an approach to communication that produces range of choices and ability to change in order to achieve desired results.

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Left/Right Brain Functions

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- How we take in Reality

- 1) World Reality
- 2) Input Channels
- 3) Three Universal Human Modeling Processes
- 4) Our Reality
- 5) Verbalization

Sensory Acuity - Calibrate

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1) World Reality

When we are born, our reality is what's around us.

Where we are born?

Our family

Environment

Our senses take in reality in small chunks

- – a baby can only see just what is in front
- – recognize sound, taste, touch, smell

2) Input Channels

Visual – what we see

Auditory – what we hear

Kinesthetic – what we feel

Olfactory – what we smell

Gustatory – what we experience

3) Three Universal Human Modeling Processes

Because we do not operate directly in the world in which we live, we create models or maps of the world to guide our behavior.



We use communication as our guiding tool. Some people will face life creatively and some will develop problems – Do you see the glass as half full or half empty – our perception of life.

1) Generalization

2) Distortion

3) Deletion

1) Generalization

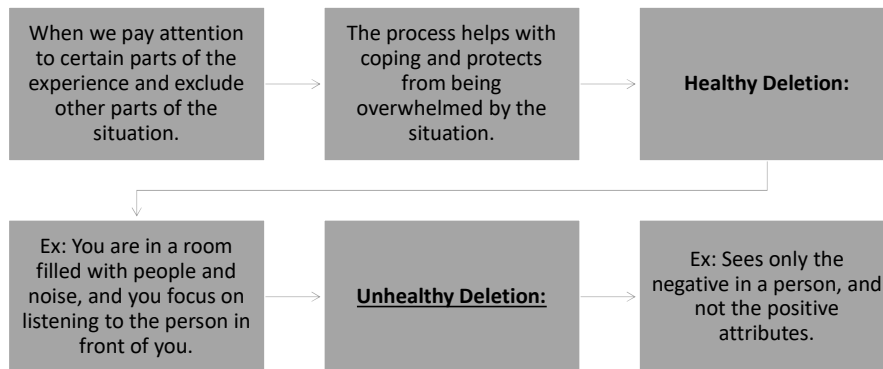
Healthy Generalization

Ex: a child goes to the door and turn the knob and the door opens or a man walks into a dark room and automatically reaches for the light switch.

Unhealthy Generalization

Ex: a child is bitten by a dog, all dogs will bite or a person makes a presentation and it didn't go well, so the person never makes another presentation.

2) Deletion



3) Distortion

- It is a shift in how we see reality. Without this process, we could not plan for the future or turn dreams into reality.

Healthy Distortion

Ex: People distort present reality when rehearsing a speech they will later present. There is no audience, so the reality is distorted.

4) Our Reality

- Map or Model of Reality

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5) Verbalization

- Words and Language
 - 7% of words
 - 38% of visual
 - 55% of body language – what we experience

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Lead System



1) Visual

People tend to see life in pictures, experience a greater sense of power by using the visual part of the brain, speak quickly because they are trying to keep up with the picture in their brain, use visual metaphors, put words to mental images.



2) Kinesthetic

People live more in the world of feelings, voice has a deep pitch and speak slowly, make comparisons to the physical world, need to get close to others.



3) Auditory

People spend more time selecting their words, speech is slower, lot of attention to words, and use certain words.

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What are Accessing Cues?

- Exercise: Close your eyes and listen to the sounds around you – what do you hear?
- Accessing cues are external behaviors that indicate what kind of internal processing a person is doing.
- The most common accessing cues are eye movements.
- Notice when a person is speaking to you, then suddenly the person looks away from you, either up or down.
- The person is processing internally what is happening externally.
- Eye movements tell what representational system is being used – visual, auditory, or kinesthetic.

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Responding to Eye-Accessing Cues

Timing

- Is the person internally thinking while missing what is happening externally?
- The eye movement will tell you where the person is.

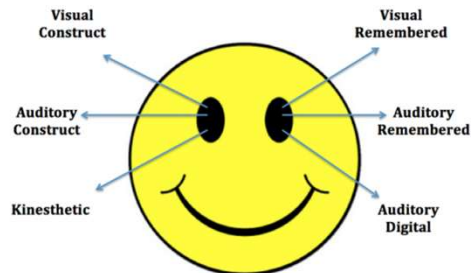
Rapport

- By paying attention to and recognizing another person's accessing cues builds rapport – seeing a person looking up and to the right – you could say, “How does that look to you.”

Leading

- People go through a succession of accessing cues – for instance, before making a decision, a friend consistently looks up and to his right (visual construct), then looks down to his left (talks to himself), and then looks down to his right (accesses his feelings). You might get your friend to do something you want him to do.

Eye Accessing Chart



Breathing

- Body movement to access internal information is breathing.



- Shallow breathing – high in the chest indicates visual accessing
- Deep breathing – low in stomach indicates kinesthetic accessing
- Diaphragm breathing – whole chest indicates auditory accessing

Voice

Tonality Changes:

- High pitch, nasal and/or strained tonality indicates – visual
- Low, deep tonality indicates – kinesthetic
- Clear, resonant tonality indicates – auditory

Tempo Changes:

- Quick bursts of words and fast tempo – visual
- Slow tempo with long pauses – kinesthetic
- Even rhythmic tempo – auditory

Resources/References

- *Mind With A Heart* – Richard P. McHugh, S.J. Ph.D.
- *Neuro-Linguistic Programming – The Study of the Structure of Subjective Experience* – Robert Dilts, John Grinder, Richard Bandler, and Judith DeLozier
- *Changing Belief Systems with NLP* – Robert Dilts

Instructor

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