*NLP PRESUPPOSITIONS*

*THE MAP IS NOT THE TERRITORY*

People represent the world internally to create their own personal and subjective realities. We respond mainly to our internal experience (map of reality), not to the external reality itself.

*PEOPLE MAKE THE BEST CHOICE THEY CAN AT THE TIME*

A person always make the best choice they can, given their map of reality at the time. The choice may be self-defeating, but it seems the best way forward. Create a better alternative.

*PEOPLE WORK PERFECTLY*

No one is wrong or broken. They are carrying out their strategies perfectly, but the strategies may be poorly designed and ineffective. Find out what they do and give them something more useful.

*ALL ACTIONS HAVE A PURPOSE*

Our actions are not random, we are always trying to achieve something, although sometimes we may not be aware of what that purpose is.

*EVERY BEHAVOUR HAS A POSIIVE INTENTION*.

All our actions have a purpose; that is to achieve something that we value and benefits us. NLP separates that intention or purpose behind the action form the action itself.

*IF WHAT YOU ARE DOING ISN’T WORKING, DO SOMETHING ELSE*

If you always do what you always do, you always get what you always get. Flexibility is the key to success.

*THERE IS NO FAILURE ONLY FEEDBACK*

What often seems like failure can be thought of as success that stopped too soon. Stop blaming ourselves and others, find solutions and improve the quality of what we do.

*MIND AND BODY FORM A LIKED SYSTEM*

Your mental attitude affects your body and your health and, in turn how you behave. Stop being negative and reframe all you’re thinking to positive thoughts.

*PEOPLE HAVE ALL THE RESOURCES THEY NEED.*

Resources are the internal responses and external behaviours needed to get a desired outcome. Often people have resources they haven’t considered or are available in other contexts.

*THE MEANING OF COMMUNICATION IS THE RESPONSE YOU GET*

We think that if someone misunderstands us there is something wrong with them. The point of communication is to get an outcome, an effective communicator gets the desired result.

*POSSIBLE IN THE WORLD, POSSILBE FOR ME*

Any skill, talent or ability that an individual has can be broken down into its components and be taught to anyone who does not have severe physiological or neurological damage.

*YOU CANNOT NOT COMMUNICATE*

We are always communicating either verbally or non-verbally. Even the absence of a response is information. For instance when someone stops talking or suddenly becomes quiet.

*THE PERSON WITH THE MOST FLEXIBILITY IN A SYSTEM WILL HAVE THE MOST INFLUENCE*

Any time you limit your behavioural choices you give others the competitive edge. If you are able to respond to any situation in a variety of ways, you are more likely to control the outcome.