

Essential NLP - Practical Tools for a Great Life Podcast 10 - NLP Presuppositions 4

Hi and a very warm welcome to Essential NLP podcast number 10. I'm Phil Parker your host and thanks so much for joining me. It's been phenomenal the response to these NLP podcasts, they seem to be continually at the top 1, 2 and 3 of iTunes and we're getting downloads from tens of thousands of people from around the world, so thanks for tuning in!

So today we're going to continue our exploration of NLP Presuppositions, as you remember we had a break last time when we quickly dipped into Submodalities which will be coming again in just a few podcasts' time, but we're coming back to Presuppositions which are kind of the foundations of NLP where it begins. As we said before, they're how NLP chooses to see the world. It's not how the world actually is, it's a good approximation. It allows us to have a different perspective on what is possible.

So, the next NLP Presupposition is quite simple – *'every behaviour is useful in some context'*. What if we began with the idea that everything we did had some useful purpose? If only we had applied to appropriately in the right context.

Let's have a look at some of these things. Let's imagine someone says 'I forget things all the time, I can never remember somebody's name and that's really annoying'. We could look at it and go 'Where would it be useful to forget things?' Your initial thought will probably be never – but actually how many people are troubled with thoughts from the past, it would be really useful to forget those negative thoughts and negative memories in the same ways as they managed to brilliantly forget people's names. This brings us again to this idea of genius that we need to see behaviours in a new light. The Lightning Process, which some of you know about, one of my major works, fundamentally looks at the idea of genius and how people are really good at things but they just don't recognise that some of these things are skills.

So for instance if you have a consistent problem that you're constantly overeating, you could say when you look at it that is a brilliant example of how consistent and motivated you can be. It just so happens you are consistently motivated to over eat but you still have that skill set, and ability to do amazing things consistently. But is there a way to funnel that brilliant competence into something more life enhancing for you. And a lot of NLP, in particular the Lightning Process, is really intrigued by finding ways to re-route those incredibly amazing behaviours for you.

Then what we're saying is you have these behaviours, what we have to do is exercise more choice as to where we use them. Choice is an amazing thing and what we're looking at in NLP is not removing options, we're encouraging options and encouraging a range of behaviours so you can select when would I like to use this behaviour, when would I not like to use this one, so you can start to become focused at putting into action the very behaviours that will allow you to forward your purpose, your mission and your goals.

Coming back to all the things we said in the very first podcast when we talked about states. What state are you in? And if you're in a state, is it the best state? If it's not the best state, then change it, and there's a lot of tools we've already covered, and

will be covering, to change your state. And if it is a behaviour that might be valuable in another context remember you have that behaviour and utilise it in other contexts.

One of the first clients I ever saw was somebody who was absolutely scared of spiders. If you don't like those creatures, just ignore this section of the podcast and smoothly move on to the next bit. What was fascinating about her, when I asked her 'are you ok with other animals?' she said 'Yeah I'm fine, I went to India, I was in a bed and in the morning there was something wriggling underneath the duvet and I pulled the duvet off and there was a cobra so I kicked the cobra off the bed, because obviously I didn't want to have a cobra in my bed.' So there's a woman who's completely able to be competent around animals, particularly scary, dangerous animals in one particular context, but somehow she's not able to get access, to utilise, the neurology of confidence, bravery, courage and resilience when she's around these other animals, spiders. And actually all we needed to do was reconnect it up, that quality and ability to be powerful around other animals and put it into the context of spiders and then she was fixed. So remember, *'every behaviour you have will be useful in some context'*.

So the next Presupposition we're going to cover in this podcast is a very simple but very powerful one. It is *'the meaning of the communication that you've just delivered is the response that you get'*. Once again with NLP Presuppositions very often we need to look at the opposite of the Presupposition to see what it really means. Most people go around the world with a concept that the meaning of their communication is what they meant by it rather than what people understood by it. Classically people say 'I told them, I clearly told them, I don't know why they didn't understand'. The reason they didn't understand is the way that you said it didn't communicate. What this Presupposition does is it puts the responsibility back on us to make sure our communications are as clear as they possibly can be.

Now, of course, it's a Presupposition, some people go out of their way to misunderstand you deliberately or just chose not to listen to you, so it's an approximation to truth but if you start from this place and start to take full responsibility for making sure that message gets delivered, thinking about how creative and flexible you can be to deliver this message in multiple ways so that people do get it. Taking that on, suddenly your ability to communicate becomes much better and much more effective because instead of saying 'I said it, what is their problem?' you come from the position of 'ok, they didn't quite get it, what do I need to do and how can I tailor this to be flexible enough to get this message across?' Because coming back to another Presupposition it's not about being right 'I said how it should be and they didn't hear it' it's about communicating. How can we communicate and get this message across? If we have a message that's important enough to share with somebody then maybe take the time to make sure we get it across.

So when we have a meeting with a member of staff and we want to try and say something and it's not quite getting across, instead of thinking of them as difficult or resistant think about 'what could I say?' Possibly you could even ask them and questions are very powerful here. By saying 'What did you get by what I said, could you feed it back to me to see if we're on the same page here?' So if they say back to you something really different from what you just communicated you can go 'That's not really what I meant, this is what I meant, and does that make more sense?' And when you're in that interesting feedback loop where you're saying something, you're

checking they got it and if they haven't got it tailoring and fine-tuning your delivery until they got it, then everybody leaves with the same understanding of what's supposed to have been communicated. Because in business so many of the problems occur as a result of miscommunication, people saying one thing and thinking it's been understood, not checking and the other person walking away with a completely different version of what it is that was communicated.

So today, take on these two things. Notice any behaviours that you have, or behaviours in your members of staff or people you come across, and instead of being judgemental whether they're right or wrong just ask 'ok, was that useful in that context? Where else could it be useful and what other behaviours would have been more useful in this context, environment or situation?

When you're communicating spend a few moments checking before you communicate that you're communicating in the most effective way, that you're in the right state. How many times have you said to yourself 'I wish I didn't have that discussion when I felt that way, it all came out wrong'. Get yourself in the right state, decide what you're going to communicate and think about your audience, how are they going to receive it, what do they need and what makes it more interesting for them?

I do a lot of public speaking and presenting and the thing I always think about is if I was in the audience, what would I want to hear and what would stop me from falling asleep or zoning out? So I always make sure as much as I possibly can that my presentations are fun and engaging because I've sat in too many presentations where that's not the case and you just see endless PowerPoints coming at you and you just want to run away. So constantly think about your audience, there's no point in communicating into a void, we want to be communicating to people to move them, to inspire them, to get the stuff that's in our head somehow through words into their ears and into their head. We don't have a US port to just stick it in, communication is our method of doing it.

So really think about your communication and notice how powerfully you can change and shape how people listen to what you say by taking on these two very powerful, simple but important Presuppositions.

So again if you want a transcript of this please email me phil@philparker.org. Also go to the website www.lifyoulovenow.com where you can find out how to get hold of the extra bonus content to support you in using NLP, so that's videos, courses, webinars and all that sort of stuff. Look forward to seeing you there, email us and join the mailing list and thanks again for listening. Have a great day!

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