

Essential NLP - Practical Tools for a Great Life

Podcast 7 - NLP Presuppositions 2

Hi, and welcome to Essential NLP podcast number 7. I'm Phil Parker and the first thing I'll say is welcome to this podcast. It's only been up for a week or so and we've already had 3000 (and more) visitors downloading these podcasts, so thanks so much for listening that's so fantastic - people all around the world it seems to be in every continent and that's amazing!

I'd like to thank a few people who have put reviews on iTunes; Brenda, Adam and especially Andy, who's one of my competitors, left a lovely review, and Tracy and Pegg in America, thanks for that. If anyone wants to leave a review, you get a name mention in the podcast, check that out! I know I missed out the names of a couple of people who left reviews because it's really difficult to work out what your names are from your iTunes ID, so if you'd like to email me and tell me who you are I'll add you to the thanks in the next podcast!

Today we're looking at the continuing story of NLP Presuppositions. For those of you who didn't tune into podcast number 6, very briefly they are the foundation of NLP, they're how you decide to see the world. Remember they're not true, they're an approximation to truth, they're a model of how the world works but they're a pretty good model because they tend to give us the chance to see the world in a different, more productive way.

So without further ado, let me introduce you to the second Presupposition of NLP. As you remember from the last podcast, I said they're a little bit wordy so you might find it useful to send me an email in, so you can get a transcript of this, to the usual email address phil@philparker.org. So Presupposition number 2: *'People already have all the resources they need'*. So what does this mean?

Again let's have a look at the opposite. Most people go around the world feeling like there's something more they need to learn, there's something they need to get from somebody else, and somebody else has the skill set they need to do this, they're lacking in some way.

This Presupposition starts from the opposite prospective, that you already have everything on board that you would ever need to achieve what you want to achieve, that you've already come, like we said with the last Presupposition, with the full set of the pieces of the jigsaw to do what it is you need to do. It's a really empowering position to come from. You could potentially use it to beat yourself up and say 'well if I have all these brilliant resources and qualities, how come I'm not achieving things?' but that would be a misuse of it. The purpose of this is to say let's start from the position you are completely capable of doing the things you want to do. You may need to develop those resources, but you have them within you. This gives us a position where we can look at 'Ok we've already got everything, how do we utilise that? How do we amplify that ability?' Rather than searching for somebody else to fix us, somebody else to do the thing for us, someone else to take responsibility for this area of our life. This empowering position allows you to start to see yourself as a major player in your life and whatever you want to do, and it's so uncommon. Most people have the opposite belief, most people have that sense that 'Oh I'm not really good at these things and I'm not as good as other people doing this'; 'I'm not very skilled up at this'; 'I don't do

computers'; 'I'm not very good at mobile phone technology'; 'I need somebody to help me'.

So this is a Presupposition of responsibility – this is saying 'Hey, I have the responsibility to deal with this, I don't need a sensible adult to help me, I can do this myself' and a recognition you may need to do some work to grow those skills in you but you have everything you need to move forwards in your life.

An interesting things starts to happen if you decide to manage people from this prospective. If instead of seeing them as lacking or incapable, you start from the perspective of they have everything they need, maybe all I need to do is encourage and develop those qualities within them.

If you work in a therapeutic context instead of seeing it as your job to carry your client to wellness, recovery, mental good health or whatever it may be, to recognise that they already have all those qualities within them.

So a good example would be to imagine if someone was stressed at presentation time, coming back to our idea of states, I would say it's not that they don't have the experience and the qualities of being relaxed or being confident, or having presence at a presentation – they do have all those things. All they need to do is find a way to access them and NLP has a whole bunch of skills to make that happen. Let's look at the idea of presence – again some people would say you either have it or you don't have it. What if we started from the position of everybody could have or more precisely everyone could dû generate/get in touch with that state of presence. What's your thought about that? Do you think that's true? I do, my experience is that, and I'll tell you one of the reasons why I think that's the case. When I was a kid, I was the shyest, most 'hide-behind everybody' kid you could meet and I'm completely not like that anymore. The idea of me standing on stage in front of thousands of people dealing with unexpected questions people are asking and answering them with a confidence and a competence would have been absolutely unimaginable for me.

Certainly, if you look around your office you may see some people and think 'they haven't got any charisma'. Maybe you should think the other way, maybe you should think they probably have, they may not believe it and if they don't believe it they certainly won't be able to access it, but my experience is you can help people to be more confident, to be charismatic, to have presence, because these are just behaviours they're not in-built talents.

One of the questions I'd like you to ask yourself is 'where do you feel that you don't have all the resources you need?' Where do you feel that 'this isn't for me', 'I just don't do that', 'I don't have that quality', 'I'm not good at presentations', 'I'm not good at this'. Where do you feel that? Apply this Presupposition to that and go 'what if I already have all the resources I need? It's only a small step I need to recover and re-ignite those qualities.

An example is people say, 'I've never had very good self-esteem, I guess I was just born that way'. Well you know what – you go to any 3 or 4 month olds' nursery, or you find that child in the middle of the night wakes up and wants something, they don't look at their wrist watch and go 'it's a bit early, I don't want to upset anyone because my needs aren't as important as everybody else and it would be a bit embarrassing' they just don't have that conversation, they just scream because they know they deserve to be looked after. Somebody should be taking care of them, they're not quite sure what

they want, but they do know they want something and somebody should deliver it. When a child is excited about something they've done, maybe they've drawn a picture, they rush in to the room and show it to everybody wanting to know what everyone thinks about it. 'Look at me, I've done this' this is a sign of people having presence, people wanting to show people and share with people their stuff, people not being embarrassed about what they've done and standing up and saying 'look at this' and at some point again we lose that. But we did start with it, because that is a pretty universal experience of children. So they come with a completely full set of buying into the idea that they are deserving, that their opinions are important and that the world should take some kind of notice of them. Anything else comes later – stuff that we learn later. Although, because we learn it so well we start to buy it and we start to believe it to be true about ourselves. Maybe we need to consider and challenge those hard held perceptions we have about ourselves where we kind of feel maybe I don't have the qualities or skills to do that.

Now, is it true that everybody has equal amount of talent? I don't think that's true. But I do believe that we all have incredible untapped talents, incredible abilities. If we sell ourselves short, we'll never get them, and never recognise them. So maybe start with this Presupposition today and ask yourself when I'm not feeling like I'm capable, I don't have the qualities or the skills, just check inside and maybe I have everything on board and all the resources I need to achieve what I want to achieve.

So that is the second Presupposition. In the next podcasts, I'll be introducing some more of the Presuppositions and some other really interesting and funky stuff as well.

I'm also setting up a new podcast which I think will compliment this one brilliantly. It's going to be interviews with some inspirational people, that's going to be some people who are at the top of their field in NLP, personal development and coaching, but it's also going to be people who were junkies and are not anymore, people who got themselves out of those kinds of holes; people that do extraordinary things like peak athletes, journalists, people that have changed their lives and decided to jack their job in and start on something completely new; someone who decides to get rid of the career he has and do what he loves to do. We're going to be looking at these interesting and inspiring tales and seeing what we can learn from those. They're not going to be on this podcast, it'll be in a new place. It's not going to be launched quite yet, but you can get a preview of it by going to the website: www.lifyoulovenow.com. There you can register interest and we'll send you the details as soon as it comes online.

So until then, send me an email phil@philparker.org or drop me a message through the website. And I look forward to seeing you on the next podcast, thanks for listening!

Phil



Phil Parker
phil@philparker.org
0044 (0)20 7374 0233

<http://www.twitter.com/philparkerLP>
<http://www.facebook.com/philparker.LP>
<http://www.youtube.com/user/thephilparker>
<http://philparkerblog.blogspot.com>