Review Article

Neuro-Linguistic Programming (NLP)

Jessy Abraham[1*] and Dr. A Maria Therese[2]

[1]*Associate Professor, Mercy College of Nursing, Kottayam.*
[2]*Mother Theresa Post Graduate and Research Institute, Puducherry.*

Corresponding Author: Jessy Abraham, Associate Professor, Mercy College of Nursing, Kottayam.
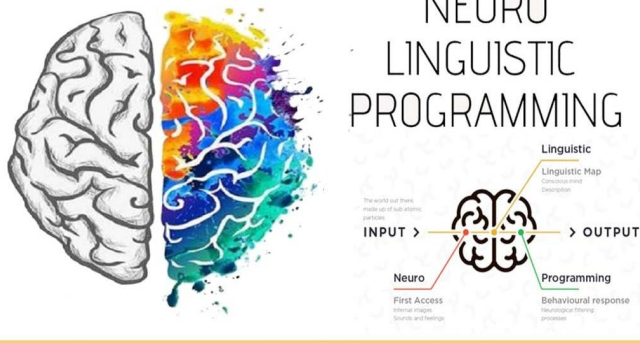
Abstract

We can mould our minds and personalities using a range of tools and methods. Here is one such method that is easier to use and more beneficial for achieving our goals. Perception, thought, and action are all combined in Neuro-Linguistic Programming, or NLP, to produce desired outcomes. It helps us understand what motivates human behaviour by looking at the various parts that make up the human mind. It focuses on the ways that our thoughts, deeds, emotions, and a variety of other unique traits interact to influence our behaviour. Numerous researchers discover that NLP is useful in many facets of life. These methods can be applied to inspire people of any age in any circumstance.

Neuro-Linguistic Programming (NLP)

"You can't always control what happens, but you can always control how you deal with it"

Richard Bandler

Introduction

In the 21st century, we are all extremely particular about the quality and excellence of the choices that we make in every area of our lives. We consider what will be best for our lives when we make decisions about the things we buy for our daily life, even our relationships. But how excellent are our lives, and how great are our personal life? A person who is incredibly particular about the quality of everything they use considers the quality of their personal lives, which are more visible to others than their belongings. We have at our finger tips an abundance of techniques and approaches if we want to elevate our standards in our private lives by developing greater virtue. We can enhance our personal lives through a variety of spiritual and psychological approaches. Such as meditation, yoga, counseling, behavioral therapy, and spir-

itual retreats. Neuro Linguistic Programming, or NLP, is a strategy that has gained greater acceptance in these fields recently. This article goes into great detail on what NLP is and how it functions.

Development of Neuro-Linguistic Programming (NLP)

The 1970s witnessed the development of neuro-linguistic programming at the University of California, Santa Cruz. Richard Bandler, an information scientist and mathematician, and linguist John Grinder are its principal founders. In addition, Judith DeLozier, Leslie Cameron-Bandler, David Gordon, and Robert Dilts made substantial contributions to the field. Structure of Magic: A Book about Language of Therapy, written by Grinder and Bandler, was published in 1975 [1-3]. It was their first book on NLP. The aim of this publication was to draw attention to specific communication patterns that distinguish exceptional communicators from others. A large portion of the book was inspired by the writings of Milton Erickson, Fritz Perls, and Virginia Satir. It also incorporated methods and theories from other well-

known researchers and practitioners in the field of mental health, including Alfred Korzybski, Noam Chomsky, Gregory Bateson, and Carlos Castaneda. The NLP emerged as a result of Grinder and Bandler's efforts [4-6].

Today, NLP is applied in a variety of fields, such as business, counseling, law, medicine, sports, the performing arts, the military, and education [7, 8].

What is NLP

Neuro-linguistic programming, or NLP, is a pseudoscientific approach to psychotherapy, personal development, and communication. It is a psychological approach that involves analysing strategies used by successful individuals and applying them to reach a personal goal. It relates thoughts, language, and patterns of behaviour learned through experience to specific outcomes.

Definition of NLP

"NLP is an attitude which is an insatiable curiosity about human beings with a methodology that leaves behind it a trail of techniques. "

Richard Bandler (co-creator of NLP)

The strategies, tools and techniques of NLP represent an opportunity unlike any other for the exploration of human functioning, or more precisely, that rare and valuable subset of human functioning known as genius [9-12].

John Grinder (co-creator of NLP)

NLP believes that language, learned behavior patterns, and brain functions are interrelated, and can all be changed to achieve specific goals in life. According to Bandler and Grinder NLP can treat a variety of issues, including phobias, depression, psychosomatic illnesses, nearsightedness, allergies, the common cold, and learning disorders, frequently in just one session

NLP is referred to as the "science and art of personal excellence." The main objective of NLP is to give us more behavioral options. Three terms are integrated to create NLP [13].

Neuro:- Represents our "Thinking process" how we make sense of the world around us through our senses.

Linguistic:- Represents "Our Language" The way we use language and how it influences ourselves as well as others around us.

Programming:- -Represents "Our behavior". The manner in which we organize ideas and activities to yield both anticipated and unexpected outcomes.
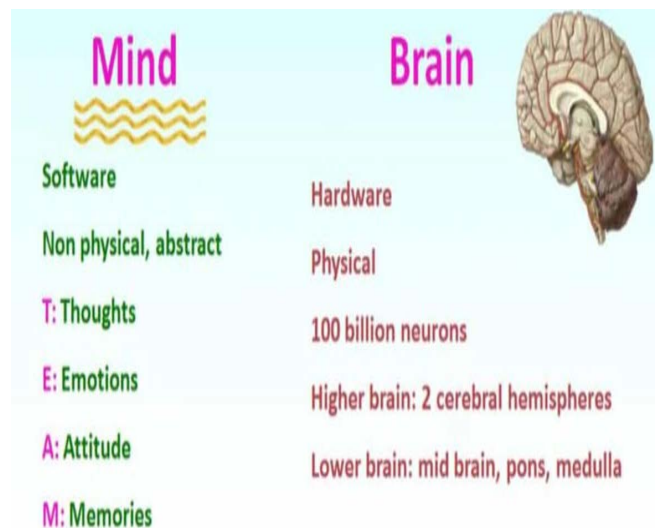
How Does NLP Work

We should take into account the composition and features of the human brain and mind when analyzing how NLP functions
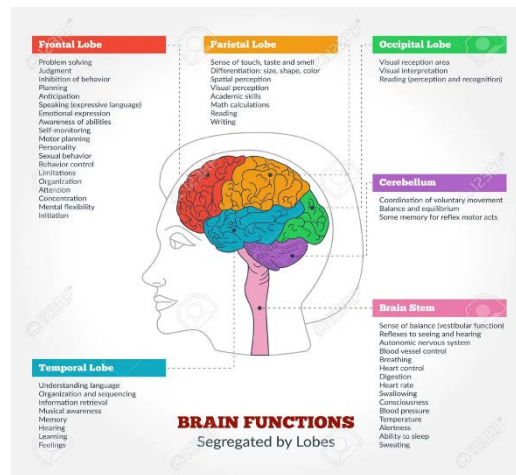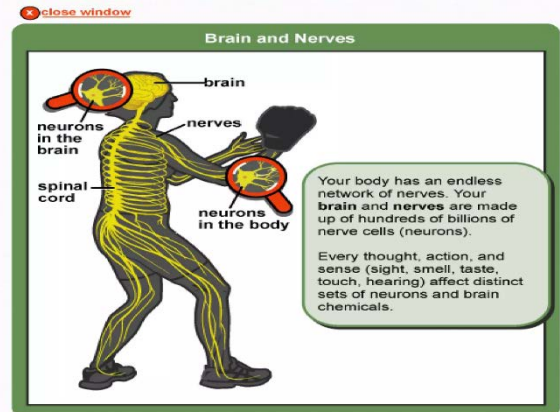

Parts of Brain

What is Mind

Levels of Mind

A significant portion of human conduct is unconscious and is shaped by information acquired during the "imprint stage" of the first seven years of life. Our personal values, beliefs, and attitudes are shaped by the information we receive through our five senses and store in our brains as language and emotional responses. Ultimately, these data serve as the basis for our individual worldview, which serves as a blueprint for our beliefs and values in life.
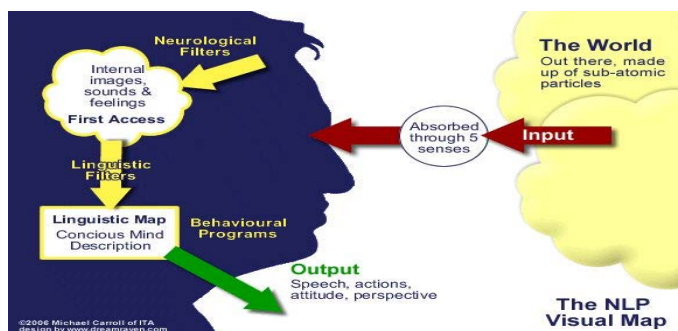
The NLP Visual Map

Neuro: - The nervous system, or nerves, are the body's electrical system and are found throughout the mind and body. Every nervous system is unique in terms of its electrical amps, chemical composition, and power capacities. Magnetic fields are found throughout the nervous system and are regulated by bodily chemicals. The Brain is the center of this magnetic field and is controlled by conscious and unconscious thought impulses. The chemicals in the system are activated by emotions. Ideas and thoughts generate the necessary chemicals, while emotions are the systems' magnetism and thoughts are the electricity. The body's physiology provides the necessary chemicals. Our neurology and neurological framework alter as we realign with desired changes, which alters our behavior and how we perceive the world [14].

Linguistic: - Our neurology and representation systems are coded internally and externally through language and non-verbal communication. It goes beyond simple communication. It is how we interpret and give meaning to our experiences. Language changes bring about changes in our physiology and neurology.

Programming: - The "imprint stage" lasts for humans from birth until they are eight years old. At this point in their lives, all humans receive information through their five senses, language, and emotions. These facts are registered and stored by our subconscious, which creates our mental schema, thought processes, and programming. The unconscious mind is a template from which our life patterns or personal programs are derived; it is unable to evaluate or discriminate among this data; instead, it merely stores and retains it within our body, brain, and neurological system. These programs reside in the body, throughout our nervous system, and in the unconscious mind. The majority of these programs are accessed by our senses and the unconscious mind. They influence our actions and are frequently regarded as spontaneous actions, convictions, or behaviors. Data from the senses is used to create a person's mental map of the world. This information may be perceived as gustatory, kinesthetic, olfactory, visual, or auditory. Practitioners of NLP hold that each person processes experiences using a primary representational system (PRS), and that the quality and significance of this information varies depending on the individual. If we want to alter something in our lives, we need to start with our subconscious minds.

NLP, which includes a variety of tools and procedures for the brain, can make this work simple. NLP is a collection of instruments, or "processes," that can be applied in two different ways to assist individuals in enacting significant life changes. First, NLP can assist in eradicating ingrained mental patterns that stand in the way of our success and happiness. These manifest in our lives as undesirable actions, convictions, and emotional and trauma triggers that obstruct our ability to reach our full potential; second, NLP offers resources to assist in developing higher emotional intelligence and useful skills that are more suited to the needs of the individual [15].
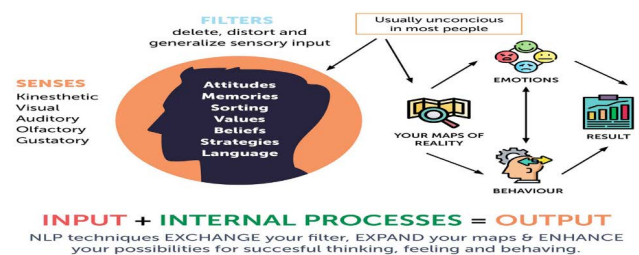
USES OF NLP

Personal Development [9]
- 1 to 1 coaching
- NLP Practitioner training
- Managing specific challenges
o Weight Loss
o Smoking cessation
o Anxieties, fears and stress
o Presentations and performance
o Parenting
o Career changes

Organisational Development
- Customer services
- Presentation and communication skills
- Raising potential and achieving results
- Management skills
- High performing teams
- Conflict resolution

Educational Development
- Managing Specific challenges

o Dyslexia

o Autism and ADHD

o Behaviour

o Exam nerves

o Interview techniques
- Presentation and communication skills
- Raising potential and achieving results
- High performing SLT teams

Clinical Therapy
- Mental health issues
- Psychotherapeutic challenges, such as
- More complex psychological issues, such as

o Depression

o Anxiety

o Panic Attacks

o Suicidal ideation

o Experiencing complex grief

o Coping with the condequences of physical, emotional or sexual abuse

o Dissociation

- Trauma and PTSD
- Addictions
- Working with

o Children and Young People

o Family Therapy

o Couples Counselling

o Sex Offenders

NLP Presuppositions [10]
1. The meaning of communication is the response you get.
2. The map is not the territory.
3. Language is a secondary representation of experience.
4. Mind and body are parts of the same cybernetic system and affect each other.
5. The law of requisite variety states that in any cybernetic system, the element or person in the system with the widest range of behaviours or variability of choice will control the system.
6. Behaviour is geared towards adaptation.
7. Present behaviour represents the very best choice available to a person.
8. Behaviour is to be evaluated and appreciated or changed as appropriate in the context presented.
9. People have all the resources they need to make the changes they want.
10. 'Possible in the world' or 'possible for me' is only a matter of how.
11. The highest quality information about other people

is behavioural.
12. It is useful to make a distinction between behaviour and self.
13. There is no such thing as failure, there is only feedback.

Pillors of NLP [11]
1. Outcome
Before allocating any resources, all goals, no matter how big or small, require well-formed language and design specificity.

2. Action
Precise application of a plan that is in perfect harmony with the establishment of any objective.

3. Sensory Acuity
Acuity, or sensitivity, to both internal and external realities, which either directly or indirectly influences the process of setting goals.

4. Flexibility
Flexibility in terms of embracing novel tactics and concepts for achieving the objective.

Reviews Related to the Effectiveness of Neuro-Linguistics Programming
Scientific research on the efficacy of NLP as a therapeutic approach has been conducted, although rarely. Researchers looked into whether language and visualization strategies used in neuro-linguistic programming could improve the readiness of kids with special education needs for learning in the classroom in a 2013 study. Researchers came to the conclusion that NLP methods assisted the kids in creating a positive mindset that was favorable to learning. Nevertheless, it was clarified that these were only "brief, tentative conclusions." Apart from additional restrictive variables, the sample comprised of merely seven children [3].

Carried out a study to determine the impact of neurolinguistic programming (NLP) on secondary traumatic stress disorder (STS) in nurses. The NLP wheel of life and the secondary traumatic stress scale were used for the pre-test. The neurolinguistic programming-visual kinaesthetic technique was administered for 21 days, and a post-test using the same instrument was carried out a week later. The study found a significant difference between the pre-test and post-test mean scores on the NLP wheel of life scale. The level of secondary traumatic stress was effectively reduced by the NLP-visual kinaesthetic technique [16].

The Application of Neuro Linguistic Programming (NLP) on Cognitive Function and Stress Reduction." The study's findings were indicated by a difference in significance level. The results of the various tests comparing the effects of applying neuro-linguistic programming (NLP) on stress reduction and cognitive function revealed that these two outcomes differed from one another. Overall, this study finds that during the COVID-19 pandemic, the use of psychological training—particularly the Neuro-Linguistic Programming (NLP) method—had a positive impact on stress levels and cognitive function [17].

2. Conclusion

We can see that the NLP has the potential to do amazing things for us as we progress through it. With the help of NLP, we can alter our perspective on the past, how we think about our self, and how we approach life. Neuro-Linguistic Programming teaches us how to take charge of our life by teaching us how to take charge of our mind. In contrast to psychoanalysis, which concentrates on the "why," NLP is extremely useful and concentrates on the "how." Our thoughts, feelings, and emotions are actions rather than things that exist or that we possess. Their causes are frequently quite complex and may include things like things our parents or teachers have said or believed, or things that have happened to us. NLP demonstrates to us how to take charge of these influences and beliefs. By employing mental strategies like visualization, we can alter our thoughts and emotions regarding past experiences, anxieties, and even phobias.

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