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Benvenuti welcome

NLP & NLPT Case Studies

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CONGRESSO
EUROPEO di
PSICOTERAPIA INTEGRATA & NLPT
Palazzo di Provincia, Città Metropolitana di Bari, Lungomare N. Saura, 7

ITALIA • BARI
27 ottobre 2018

Struttura della formazione
contenuti - filosofia - ricerca
*Training structure
content - philosophy - research*

Apertura dei lavori
Prof. Antonio Felice Uricchio
Magnifico Rettore dell'Università degli studi di Bari
Dott. Michele Emiliano
Presidente della Regione Puglia
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Political Context

NLP as a concept is great!

Tragically - for personal reasons, lack of competence and greed most NLP centers worldwide have ignored external competence feedback and research.

There is NLP research!

- www.nlpt.at/r1
- www.eanlpt.org/research

Consequence One

This has led lots of NLP to get a
low level or sectoid image →

www.icpnlp.org



Consequence Two

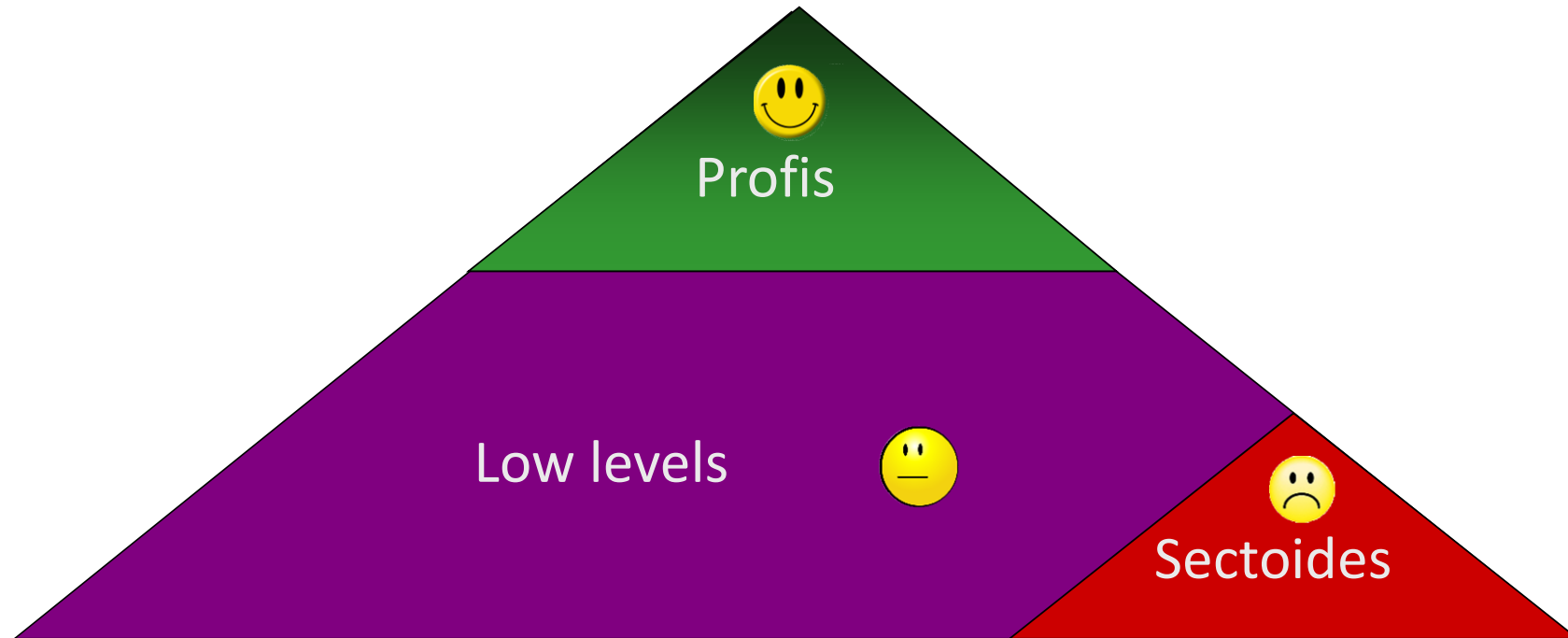
So most Practitioner Certificates are vanity
or sunny weather participation papers,
at best, rather than competency diplomas.

NLP – Market & Quality

- Phantasy
- Background:
 - NLP does promise a lot....
 - Spiritual wishes, clubbing, promises of wonders, „All New“ with hypnotic sales tricks
 - Established as a magic brand



NLP Levels



NLP Landscape



The 12 Elements: I - IV

1. Rapport
2. Goal, Metagoal
3. Present behaviour/state – internap map
4. Prognosis of present

The 12 Elements: V - VIII

5. Meta goal – chunk up
6. VAKOG evidenc goal
7. Prices
8. Systemic ecology

The 12 Elements: IX - XII

9. Ressources

10. Obstacles

11. Beliefs – values

12. Future pace - actions

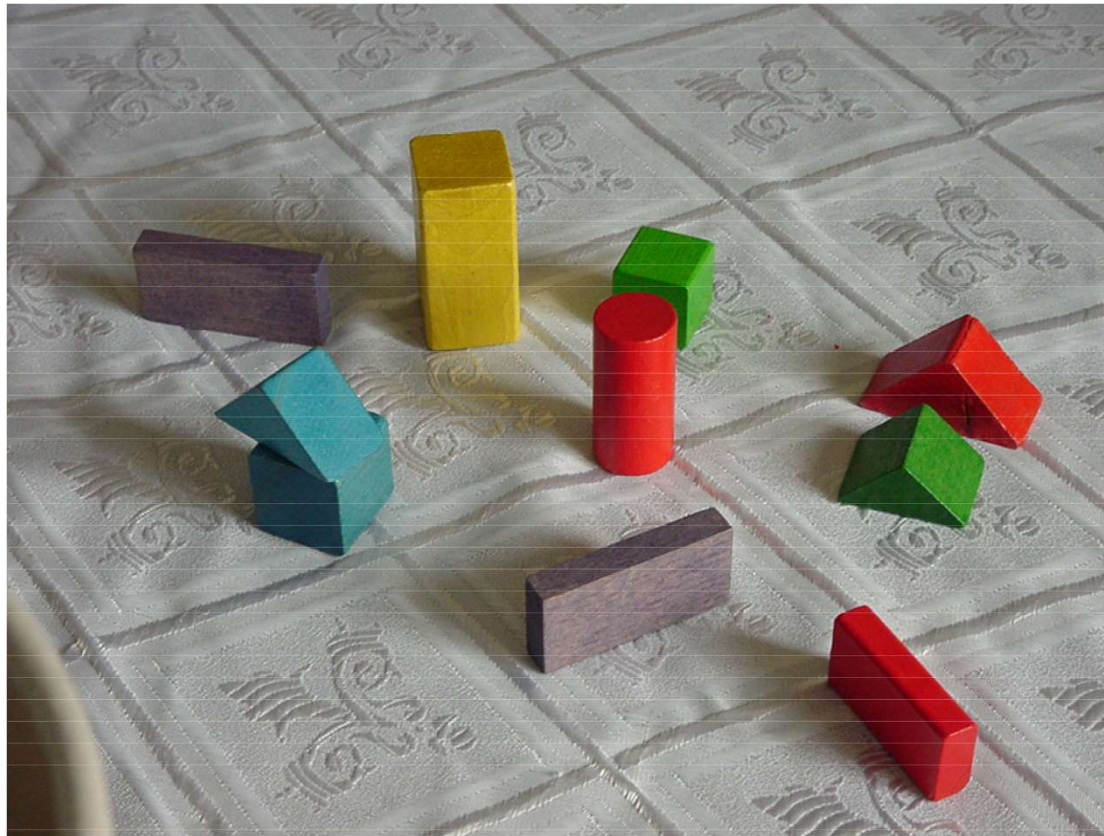
Element I: Rapport

- To be established by language, voice sound & analogies, physically, structurally – and within that with all your heart and humour
- Keep in mind, we always use **neuro and lingo** words in NLP/NLPt
- Remember.. a good therapist amuses the client while the client heals himself..! 😊
- What kind of fantasies are activated and/or triggered in yourself by your client?
- How do you react - verbally and nonverbally?

Element II: The Goal criterias for wellformedness

- **Positively** phrased
- **Specific** & as precise as possible! Emphasize on clients perception: relevant inward (thinking) and outward (action) behaviour. Meta-model
- **In context:** When, where, with whom, how often, until when, under what conditions? Which rhythm? When not..?
- **Own influence: How far/much influence do you have to achieve** your goal
- **Doing!** the advantage of questions regarding the "doing" is that you get goals that are more under clients influence

Recommendation: use building blocks!



Element III: The present state and present behaviour

- **How exactly do you (*still*) behave contrary to** what you want to do /your goals (USE CLIENT LANGUAGE) ? **When and when not?**
- **What is the advantage/ good intentions/benefit of your present behaviour/ state ?**
- **Which/ of your current advantages/benefit (USE CLIENTS LANGUAGE) can you conserve/transform into your goal?**
- **How much are you ready to give up on your benefits/?**

Element IV: Prognosis – The cruel love question!

- **Where will it lead you to if you go on like that?**
(USE CLIENT LANGUAGE !!)
- **How will you manage/live well, if you don't change the present situation?** For a short period... in the medium-term and on the long run?

Element V: Meta Goal – Your leverage!

- What will be better, if you have achieved your goal?
- Or What is the aim and object behind your goal? How will it help you?
- The meta-goal triggers/supports a positive state which can be used to support the client and "apply the lever" (trigger) if he gets into a stuck-state
- MG helps you to chunk for alternatives , gives you a view over the "inner landscape" and let you check "solution-shortcuts"

Elements VI: VAKOG

- **How do you know that you have achieved (goal-state)?**
- **How will you act when having achieved (goal-state)?**
- *Lead the client to a physical demonstration!!*

Element VII: Prices

- What is the price that you would have to pay to carry out your goal ? How far/much are you ready to change?
- What do you need to let go your habit/pay the prize?
- If answer = complete: O.K.,
- if the answer = no: **rephrase/rearrange your goal?**

Element VIII: Effects Systemic Ecology

- If you carry out your GGG, what will be the effects on your daily life? According to this, how will your life change/develop?
- How will your family react? Your partner, children, parents?
- other areas of your day to day life ? (Health, job, leisure time, friends, finances,...)
- other consequences? Agree- what if not?
- Keep
- ?

Element IX: Ressources 😊

- **What kind of inner & outer resources**
- **(support) are already available for you? (A !)**
- Information, organisation, learning, conceiving and listening, inner beliefs, cognitions, wordings, time, quality time, friends, good state in context, money, loans
- **What resources do you need additionally ?**
- Resources or their activation may be phrased as a separate aim. NLP change work may come handy
- **What would you have to experience (how) to make your behaviour change ?**

Element X: Handicaps, obstacles, hurdles

- **What has prevented you up to now from doing ??**
- **What stood in your way?**
- mind /content tense!
- memories, imaginations, convictions, decisions, loyalties
- **How are you going to deal with these "previous handicaps"?**
- Check congruency.... You may have to pace both parts in a verbal and nonverbal way

Element XI: Beliefs

- watch out for the corresponding physiologies !!!
- **How much do you believe in ...?**
- **Use analog scale**
- **What kind of experience would make you believe in this?**
- Let people tell short stories, metaphors, body, metaphors (where do you believe this...)

Element XII: Actions future pace

- Usually future pacing is an automated process... helped by
- short visualization of the steps
- a picture of the person created by herself
- drawings or a short check-list a short try-out of an action
- a short experience in trance of what's yet to come.

Element XII: Actions future pace

- **What would be a good first step to bring you closer to your goal?**

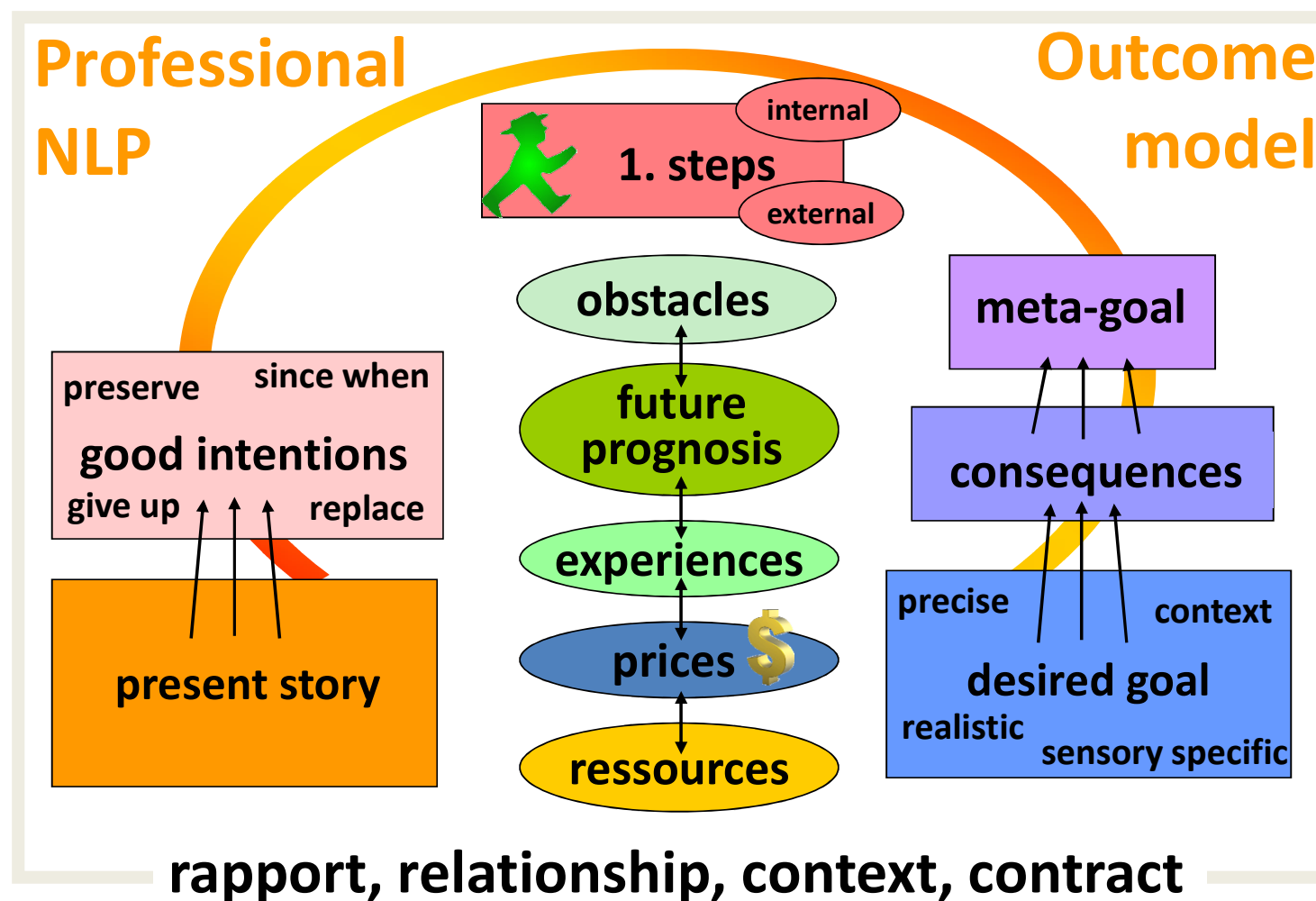
Pilot phase...

your tradition in change management

- **What would be a good second step?**
- **Other/ next steps?**

Element XII: Actions future pace

- What kind of inner and outer signals/ triggers/ anchors make you recognize/feedback that you are on the way to a better future
- What kind of agreements(internally-parts?) do you have to reach to receive/recognize these signals?
- What would make it easy/very easy/desirable for you to take the first step/action? (CL)



What is our evidence for outcome students?



A peer group and trainer based video check

A lot of what was presented and trained in the 37 day professional practitioner

- Pacing
- Leading
- Rapport
- Nonverbal intervention
- Strategies
- Parts work
- Association
- Dissociation
- Simple
- submodalities

Content

- Metaphor construction
- Precision model
- Use of language
- State and self management
- Externalisation tools (TOTE etc.)

Can be observed in the video in a nutshell, if properly done.

Context

The following methodical criteria
have to be shown to submit a competence
video outcome work on a „ATC professional
practitioner level“ for evaluation.

Video

A video of course should be shown to the client, who also has to give his/her ok that it will be used for supervision of your working quality (data protection ethics).

Peergroup Check

Then the video is seen and evaluated
by your peergroup (3 – 6 colleagues).

Check by supervisor

The signed document and video gets
mailed to the supervisor.

The supervisor will give a written opinion.

**NLP credible certification
is partly based on this evidence**

Checklist for the practitioner video

The outcome of the client is verbally / emotionally precisely defined, following the clear criteria of the outcome frame (positive, sensoryspecific, realistic in context, under the clients own influence and defined as action.)

Criteria

- Typically it is to be externalised with adequate materials (building stones) and states.
- The present state and behaviour plus the good intention are clearly lined out.

Checklist 1

- The price that has to be payed is clearly defined, plus the readiness to pay the price and the resulting consequences are determined.
- The systemic consequences are checked in relevant detail.

Checklist 2

- The resources are defined exactly and added as potentially additional goals.
- As far as possible within the outcome coaching, simple interventions are done to reinforce resources.

Checklist 3

- An adequately relevant physically demonstrated future pace is performed.
- During the whole process rapport is well established, both through tonality, body posture.

Checklist 4

- movement analogies, repetition of words of the client and pacing of B's language to the nonverbal accessing cues.

Checklist 5

- With pacing/leading, potentially verbal/nonverbal anchoring the NLP Coachg keeps the client in useful or desired states and leads quickly away from dysfunctional or repetitive states.

Checklist 6

- The NLP coach primarily uses open questions to gain informations limiting deletions. Distortions and generalisations in the statements of the clients are productively challenged and dissolved with the meta model.

Checklist 7

- The NLP Coach stays in a good state throughout the whole process.

Checklist 8

- The handling of the client by the NLP coach is adequate to the relationship and content of the clients topic – structural coherence relationship and content.

Checklist 9

- Potential changes of the outcome resulting from the process again are precisely reviewed and worked through with the outcome model.

Checklist 10

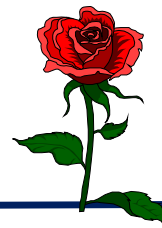
- The suggestion for intervention is ecological, adequate and compatible with the world of the client.

Checklist 11

- Signature of peergroup members

Confirmation

- 1-3 pages written report of the trainer



Thank you!

grazie!

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