

NLP presuppositions+

At the heart of NLP are the presuppositions, which guide the whole approach and which underlie the thoughts, interpretations and suggestions made by NLP practitioners. They do not need to be accepted as the absolute truth, but acting as if they were true can make a difference in your life and in your teaching. These are some of the most important ones:

1. **The map is not the territory:** We all have different maps of the world and react to them. Our maps can be changed as can be our reactions based on our maps. This can be done with the help of NLP.
2. **All behaviour has a positive intention:** Every problem/challenge has a potential for further development. Thus, the direction in which you look for solutions, the emotional mood and probability of success can change for the better.
3. **Mind and body are interconnected:** If you change your thinking, it will change your mood, your perception, your choice of words, your behaviour and your inter-personal relationships – that makes change possible.
4. **There is no failure, only feedback ...** and a renewed opportunity for success: When things don't go the way you want them to go, the most useful way to respond is to ask yourself: What did I learn from that? How can I do it differently next time, so that something different will happen? (Thomas A. Edison)
5. **Knowing what you want helps you to get it.** (The drought) (Follow your dreams)
6. **The resources we need are within us.** (The ugly duckling) (The thief going through a wall) (They were pushed from the cliff and flew)
7. **Communication is verbal as well as non-verbal, is conscious as well as non-conscious.** (Body language 55%, voice tonality 38%, words 7%) (Do what I say, not what I do!) (If the human brain were so simple that we could understand it, we would be so simple that we couldn't. by Michael Grinder) (Sometimes you remember something exactly then when you are not trying to remember it.)
8. **The meaning of my communication is the response I get.** (I am responsible for what happens when I say or do something.) (The water melon)
9. **Modelling excellent behavior leads to excellence.** ("People seldom improve when they have no other model but themselves to copy." By Goldsmith) Role models