

CPHT
Advanced Hypnotherapy Diploma
NLP Uncovered

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<https://youtu.be/Q03YJVpm2J8>

Neuro Linguistic Programming

Module 08

- 8A NLP as a communication tool
- 8B Different NLP techniques
- 8C Sub-modalities of NLP

8A

History of NLP

- 1970s
- Richard Bandler – Psychology student
- (Tony Robbins)
- John Grinder – Assoc Prof Linguistics
- Virginia Satir – Family Therapist
- Milton Erickson - Hypnotherapist
- Robert Dilts – Behaviour Technology
- Fritz Perls – Gestalt Therapist

Neuro

- The nervous system (the mind) through which our experiences are processed via five senses
- Visual what we see
- Auditory what we hear
- Kinaesthetic what we sense when we move our muscles or body position
- Olfactory what we smell
- Gustatory what we taste

Linguistic

Language and non-verbal communication systems for coding, ordering and giving meaning to our neural representations

- words (self-talk)
- pictures
- sounds
- feelings
- tastes
- smells

Programming

- Being able to discover and use the programs of communication that we run in our neurological systems to achieve our goals
- Solution-focused brief therapy is a solution-building approach that focuses on an individual's strengths and resources to foster change.
- **Other similarities ? Discuss in pairs

<https://www.youtube.com/watch?v=nd8H4pkTVRA>

https://www.youtube.com/watch?v=jpVw1B69w_c

The Meal Exercise

In 2s or 3s take turns to describe

- the worst food or meal you could be given at a dinner party
- the best food or meal you could be given at a dinner party

Listen and **watch** how the speaker communicates

The Influence of Erickson & The Milton Model

- Pace and Lead
- Distract the conscious mind
- Indirect suggestion
- Speak to the unconscious mind and its resources

How and why did he do this?

Similarities NLP/SFH

- Techniques
- Basic tenets
- Rapport
- Focus
- Brain based therapy

8B

NLP techniques

1 Anchoring

<https://www.youtube.com/watch?v=HX7iBTJGmFc>

2 Swish

https://www.youtube.com/watch?v=Z_RQxt0Wcgk

3 Fast Phobia Model – what's the benefit of overcoming a phobia ?

<https://www.youtube.com/watch?v=nmq2Wdz53eE&list=PLkPCLCiXmp7JUi0VrUxw8FIdPq7uSyaNk>

<https://www.youtube.com/watch?v=LGphM-WM9yM>

Which do you use? Which do you enjoy using?

NLP techniques

- Discuss how and when to use these techniques with clients
- Discuss how you would explain these techniques to the client
- How would you incorporate these techniques within trance?
- Have you ever experienced any of these techniques yourself?

NLP techniques

8C

Learning, encoding, memory and filtering Sub-modalities of NLP

Encoding Information

- Noam Chomsky - Professor Linguistics MIT
- Universal Grammar Theory 1950/1960s
- Ivan Pavlov 1900s – Classical conditioning
- Bartlett 1932 – Mental schemas
- Hebb 1949 - Repetition “neurons that fire together wire together”
- Miller 1956 – Seven, plus or minus two - Chunking

Memory

- Memory has the ability to **encode**, store and recall information. Memories give an organism the capability to learn and adapt from previous experiences as well as build relationships. **Encoding** allows the perceived item of use or interest to be converted into a construct that can be stored within the brain^[citation needed] and recalled later from short-term or long-term memory. Working memory stores information for immediate use or manipulation which is aided through hooking onto previously archived items already present in the long-term memory of an individual.
- [https://en.wikipedia.org/wiki/Encoding_\(memory\)#Mnemonics](https://en.wikipedia.org/wiki/Encoding_(memory)#Mnemonics)

Mental maps – Filters – Behaviours

What do you see? What does your client see?

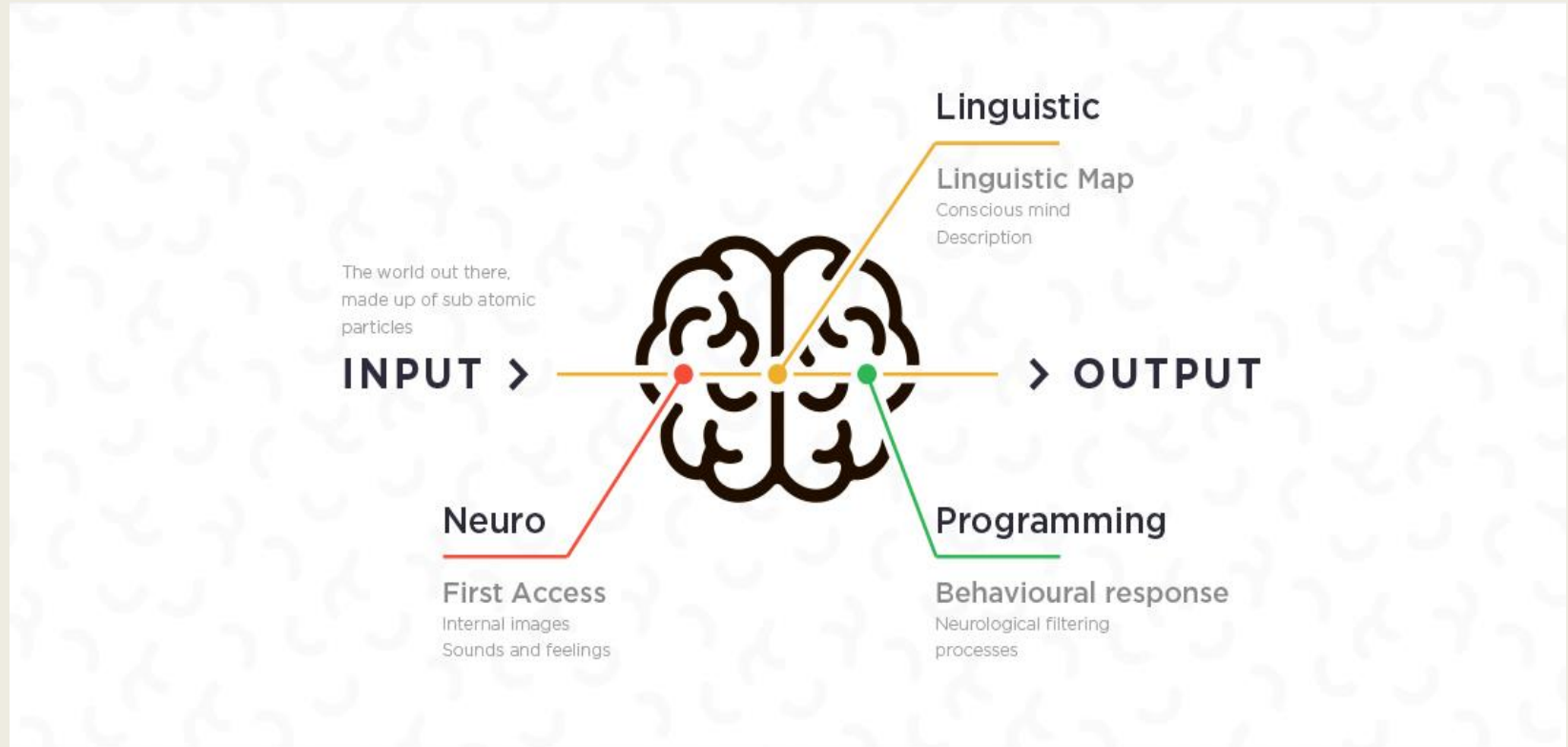


V.A.K

Internal maps created from how we filter
information from our world/environment via
our senses



Our mental maps



VAK and the client in therapy session

- How can VAK support the client in the therapy session?

Tony Robbins

Every action has a positive intention
based on the 6 human needs
your clients have them and so do you .
. . And I do too !

- <https://www.youtube.com/watch?v=HnQl7nQXxOA&t=315s>

Password to Access Handouts for NLP CPD

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www.cpht.co.uk – Student/Practitioner – CPD – CPD Handouts (*left hand panel on CPD page*)
You can also download your Attendance Certificate

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Yvonne Morgan - Additional reading

- www.mindbeingyou.co.uk/the-history-of-nlp/
- <https://subliminalscience.com/wp-content/uploads/2016/07/Language-Patterns-to-Influence-NLP-Patterns.pdf>
- <https://www.nlpworld.co.uk/nlp-training-the-milton-model-language-for-change/>
- [https://en.wikipedia.org/wiki/Encoding_\(memory\)#Mnemonics](https://en.wikipedia.org/wiki/Encoding_(memory)#Mnemonics)
- <https://study.com/academy/lesson/universal-grammar-theory-definition-examples-quiz.html>
- <https://www.nlpworld.co.uk/nlp-glossary/a/anchoring/>