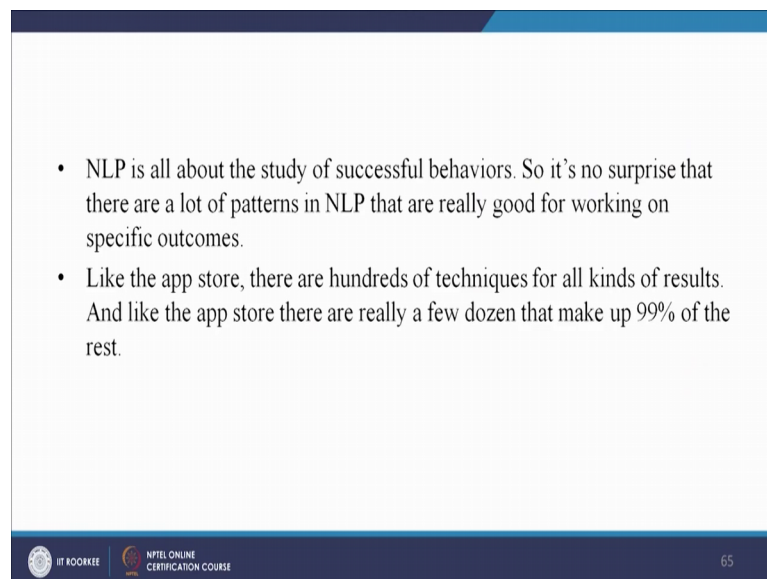


**Neurolinguistic Programming**  
**Dr. Smita Jha**  
**Department of Humanities & Social Sciences**  
**Indian Institute of Technology, Roorkee**

**Lecture – 10**  
**Useful NLP Techniques**

Hi friends, as we are discussing neurolinguistic programming, so this is the high time to discuss useful NLP techniques. We all know that there are various techniques to apply as per the situation or the context while applying neurolinguistic programming. So, what are those techniques, and what do we mean by useful NLP techniques because it is not like something that there is one technique, and which is appropriate for a certain situation. There are a number of techniques, which you can apply as per the situation and as per the context. So, let us discuss these useful NLP techniques.

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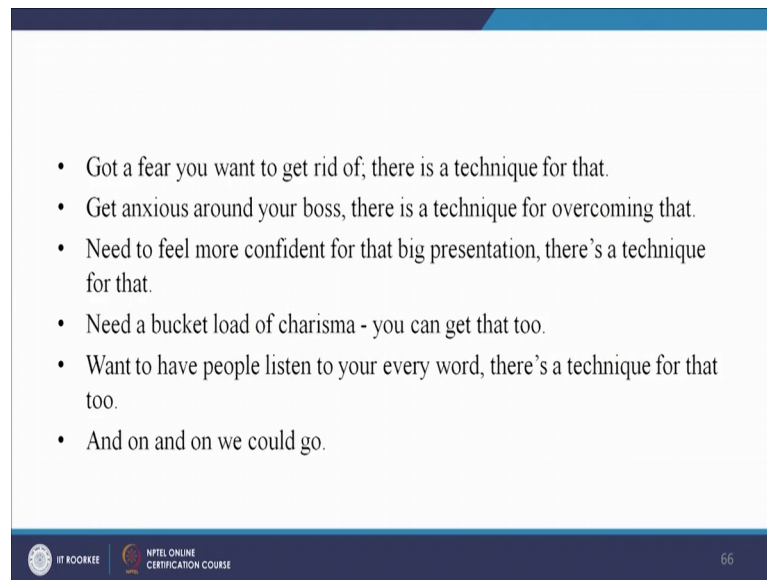


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- NLP is all about the study of successful behaviors. So it's no surprise that there are a lot of patterns in NLP that are really good for working on specific outcomes.
- Like the app store, there are hundreds of techniques for all kinds of results. And like the app store there are really a few dozen that make up 99% of the rest.

So, neurolinguistic programming is all about the study of successful behaviours. So, it is no surprise that there a lot of patterns in NLP that are really good for working on a specific outcomes. Outcome is very important. Like the app store, we have number of app in our mobile and as per our need we download the app. Similarly, like the app store there are 100 of techniques for all kinds of results. And like the app store, there are really a few dozen that make app 99 percent of the rest. So, we apply these techniques just to improve the situation whether it is applicable to one's own self or to other self.

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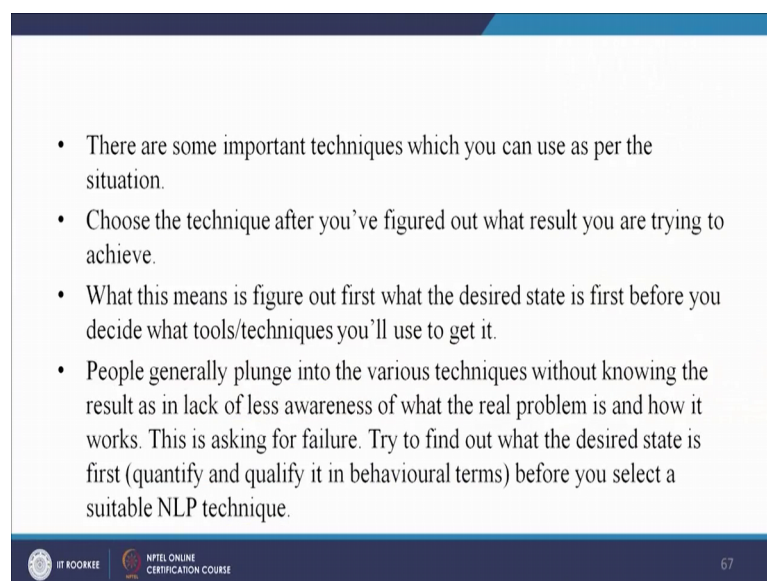


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- Got a fear you want to get rid of; there is a technique for that.
- Get anxious around your boss, there is a technique for overcoming that.
- Need to feel more confident for that big presentation, there's a technique for that.
- Need a bucket load of charisma - you can get that too.
- Want to have people listen to your every word, there's a technique for that too.
- And on and on we could go.

So, got a fear you want to get rid of, there is a technique for that. Get anxious around your boss, there is a technique for overcoming that. Need to feel more confident for that big presentation, there is a technique for that. Need a bucket load of a charisma - you can get that too. Want to have people listen to your every word, there is a technique for that too. And on and on we could go. So, as I said that as we have apps in mobile, similarly there are n number of techniques for useful technique and in applying, when we are going to get a work done successfully.

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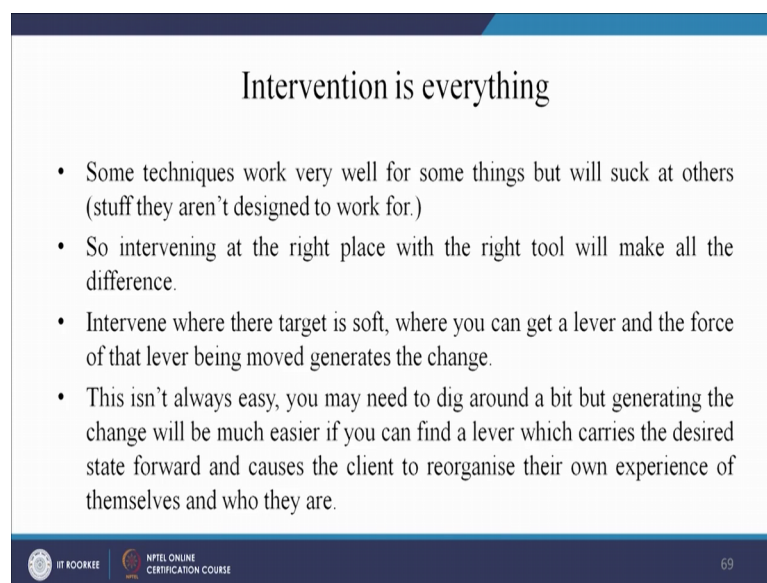
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- There are some important techniques which you can use as per the situation.
- Choose the technique after you've figured out what result you are trying to achieve.
- What this means is figure out first what the desired state is first before you decide what tools/techniques you'll use to get it.
- People generally plunge into the various techniques without knowing the result as in lack of less awareness of what the real problem is and how it works. This is asking for failure. Try to find out what the desired state is first (quantify and qualify it in behavioural terms) before you select a suitable NLP technique.

There are some important techniques which you can use as per the situation. Now choose the technique after you have figured out what result you are trying to achieve. This is very important. Now, what is the destination that is there in your mind, you have to be very specific clear about that, and select NLP technique as per your desired destination. So, what this mean is figure out first what the desired state is first before you decide what tools or techniques you will use to get it. Now, people generally plunge into the various techniques without knowing the result as in lack of less awareness of what the real problem is and how it works. Now, this is asking for failure. This indicates complete failure. Try to find out what the desired state is first quantify and qualify it in behavioural terms before you select a suitable NLP technique. And there also you have to apply your common sense.

Actually, do the techniques because we have a number of the techniques. So, let us describe certain categories while selecting techniques for getting success in neurolinguistic programming as per neurolinguistic programming. NLP is a precision technology, so to get the most from it use it with precision. Now, what is precision that in a very selected limited a specific way one needs to achieve success. Now, for this a specific and a very limited, we have to apply a good technique to get the work done. So, follow techniques fully and as cleanly as possible meaning no adding in your own matter or going off piste. If you are working with someone else make sure they actually follow along and do what you are saying. If you are using that technology on yourself, it will be helpful to someone trained guide you through the process so you can focus fully on experiencing it.

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### Intervention is everything

- Some techniques work very well for some things but will suck at others (stuff they aren't designed to work for.)
- So intervening at the right place with the right tool will make all the difference.
- Intervene where their target is soft, where you can get a lever and the force of that lever being moved generates the change.
- This isn't always easy, you may need to dig around a bit but generating the change will be much easier if you can find a lever which carries the desired state forward and causes the client to reorganise their own experience of themselves and who they are.

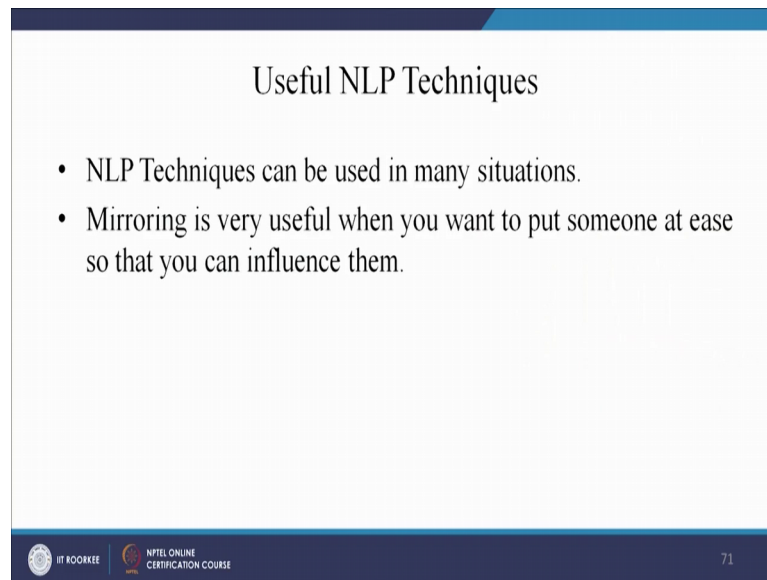
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Now, the next category is intervention is everything. Some techniques work very well for some things but will suck at others that is a stuff they are not designed to work for. We are discussing the categories under which we should select technology under NLP program. So, intervening at the right place with the right tool will make all the difference. Intervene where their target is soft, where you can get a lever and the force of that lever being moved generates the change. This is not all this easy, you may need to dig around a bit but generating the change will be much easier if you can find a lever which carries the desired state forward and causes the client to reorganise their own experience of themselves and who they are.

Now, you will need to combine multiple tools and techniques. As I said that it is like app store, now you should not be very selective in the sense that suppose you select one techniques to get success in the work, and that I mean failed, you could not get success, then you need to apply the another tool. So, you have to ready with other resources and here there comes the very aspect of flexibility. Any work, rigidity the attitude of rigid I mean it is not going to help you. So, there should be always a space to select other technique as well.



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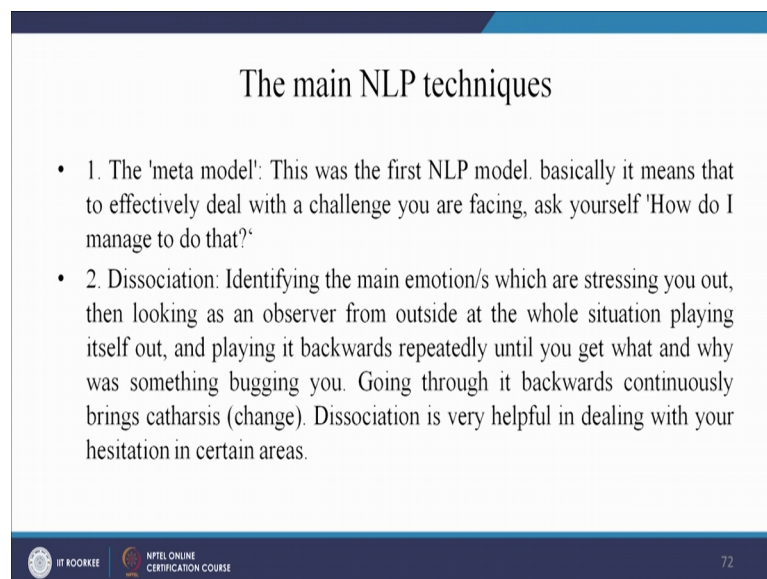
### Useful NLP Techniques

- NLP Techniques can be used in many situations.
- Mirroring is very useful when you want to put someone at ease so that you can influence them.

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So, NLP techniques can be used in many situations. And if we talk about NLP technique well mirroring is very useful when you want to put someone at ease so that you can influence them.

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### The main NLP techniques

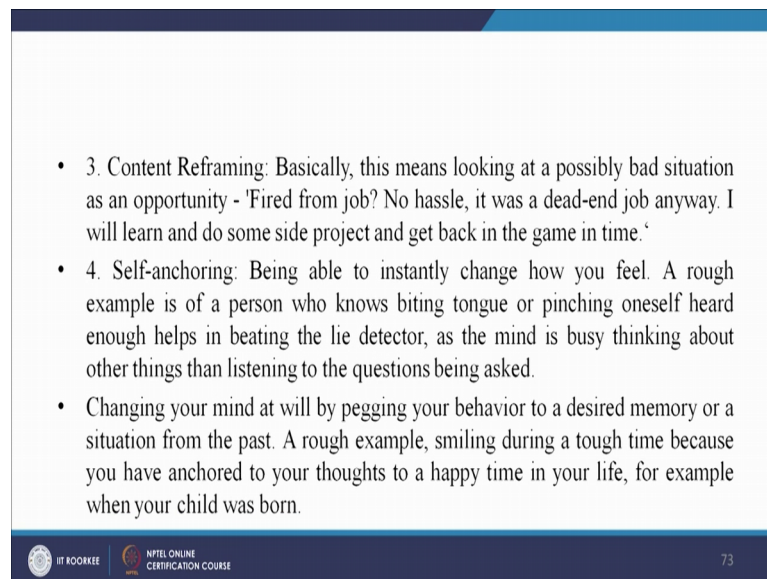
1. The 'meta model': This was the first NLP model. basically it means that to effectively deal with a challenge you are facing, ask yourself 'How do I manage to do that?'
2. Dissociation: Identifying the main emotion/s which are stressing you out, then looking as an observer from outside at the whole situation playing itself out, and playing it backwards repeatedly until you get what and why was something bugging you. Going through it backwards continuously brings catharsis (change). Dissociation is very helpful in dealing with your hesitation in certain areas.

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The main NLP techniques, the meta model. This was the first NLP model. Basically it means that to effectively deal with a challenge you are facing, ask yourself, how do I manage to do that? That is the meta model I mean yourself you are struggling and you apply the technique to get out of it. The second one is dissociation. Identifying the main

emotions which are stressing you out, then looking as an observer from outside at the whole situation playing itself out, and playing it backwards repeatedly until you get what and why was something bugging you. Now, going through it backwards continuously brings catharsis that is change. Dissociation is very helpful in dealing with your hesitation in certain areas.

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- 3. Content Reframing: Basically, this means looking at a possibly bad situation as an opportunity - 'Fired from job? No hassle, it was a dead-end job anyway. I will learn and do some side project and get back in the game in time.'
- 4. Self-anchoring: Being able to instantly change how you feel. A rough example is of a person who knows biting tongue or pinching oneself heard enough helps in beating the lie detector, as the mind is busy thinking about other things than listening to the questions being asked.
- Changing your mind at will by pegging your behavior to a desired memory or a situation from the past. A rough example, smiling during a tough time because you have anchored to your thoughts to a happy time in your life, for example when your child was born.

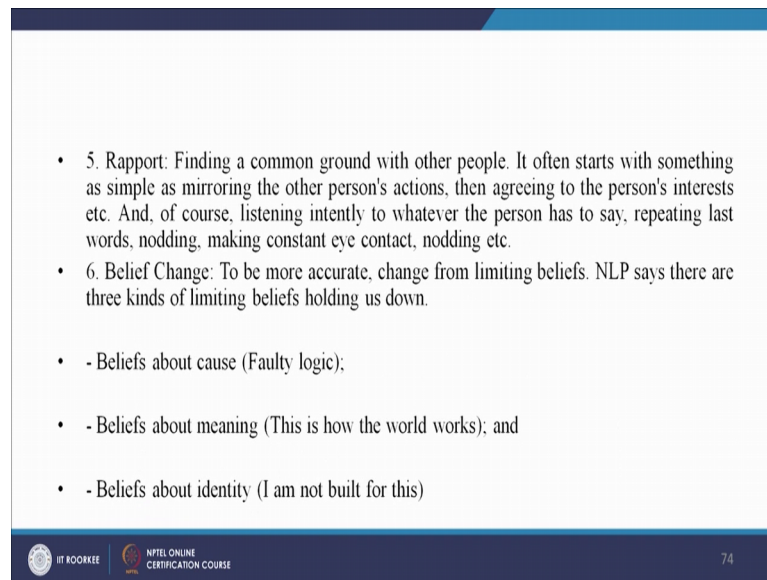
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Content reframing, basically this means looking at a possibly bad situation as an opportunity - Fired from job? No hassle, it was a dead-end job anyway. I will learn and do some side project and get back in the game in time that is content reframing. Self-anchoring, being able to instantly change how you feel. A rough example is of a person who knows biting tongue or pinching oneself heard enough helps in beating the lie detector, as the mind is busy thinking about other things than listening to the question being asked. Next changing your mind at will by pegging your behaviour to a desired memory or a situation from the past a rough example that is smiling during a tough time because you have anchored to your thoughts to a happy time in your life, for example, when your child was born rapport, finding a common ground with other people.

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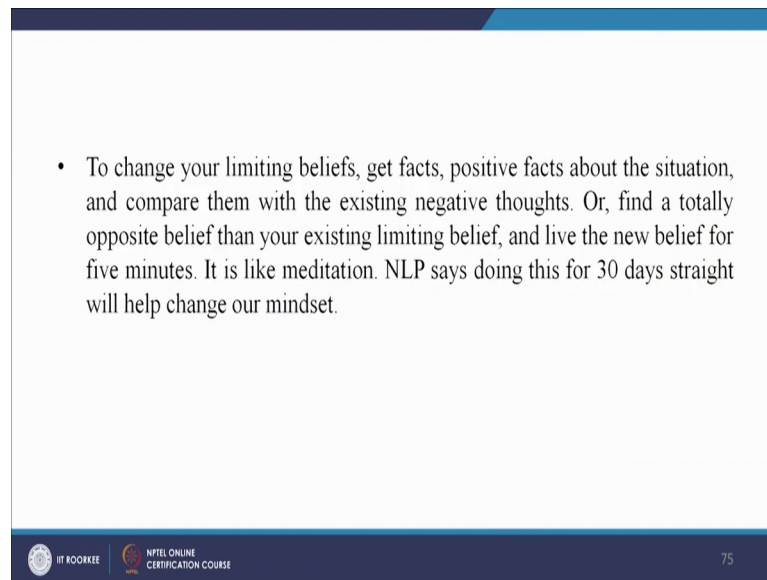
The slide contains the following bullet points:

- 5. Rapport: Finding a common ground with other people. It often starts with something as simple as mirroring the other person's actions, then agreeing to the person's interests etc. And, of course, listening intently to whatever the person has to say, repeating last words, nodding, making constant eye contact, nodding etc.
- 6. Belief Change: To be more accurate, change from limiting beliefs. NLP says there are three kinds of limiting beliefs holding us down.
  - - Beliefs about cause (Faulty logic);
  - - Beliefs about meaning (This is how the world works); and
  - - Beliefs about identity (I am not built for this)

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It often starts with something as simple as mirroring the other person's action, then agreeing to the person's interest etcetera. And, of course, listening intently to whatever the person has to say, repeating last words, nodding, making constant eye contact, nodding. Now, belief change to be more accurate change from limiting belief. Neurolinguistic programming says there are three kinds of limiting beliefs holding us down. The first is belief about cause that is faulty logic. Belief about meaning that is this is how the world works; and the third is beliefs about identity, I am not built for this. So, belief and value and ethic very important aspect of neurolinguistic programming; and when we use of the useful technique then rapport and belief change very important. So, belief change covers belief about cause, belief about meaning and belief about identity.

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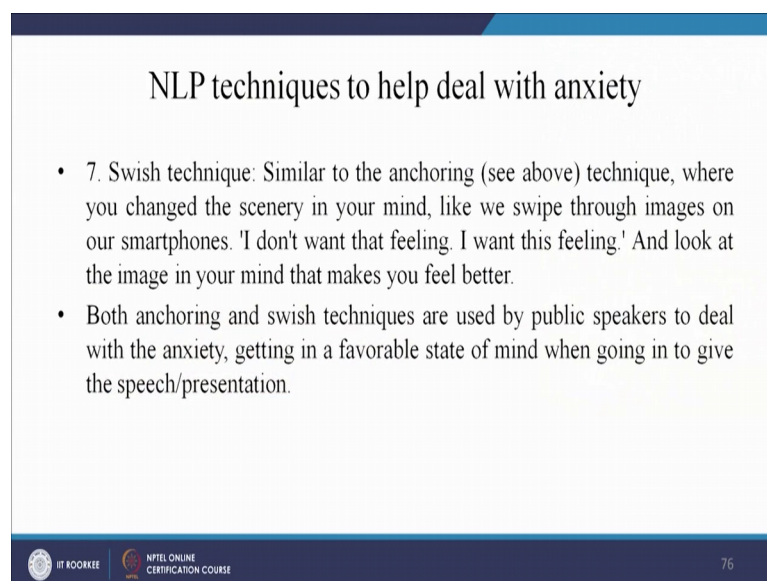


A presentation slide with a dark blue header and footer. The main content area is white. It contains a single bullet point describing an NLP technique for changing limiting beliefs. The footer includes the IIT Roorkee logo, the text 'NPTEL ONLINE CERTIFICATION COURSE', and the slide number '75'.

- To change your limiting beliefs, get facts, positive facts about the situation, and compare them with the existing negative thoughts. Or, find a totally opposite belief than your existing limiting belief, and live the new belief for five minutes. It is like meditation. NLP says doing this for 30 days straight will help change our mindset.

To change your limiting beliefs get facts positive facts about the situation and compare them with the existing negative thoughts. Or, find a totally opposite belief than your existing limiting belief, and live the new bellied for five minutes. It is like meditation. Neurolinguistic programming says doing this for 30 days a straight will help change our mindset. Now, NLP techniques which help; while dealing anxiety; because neurolinguistic programming is meant for this to control your nervous system; and anxiety is also the part of that nervous system.

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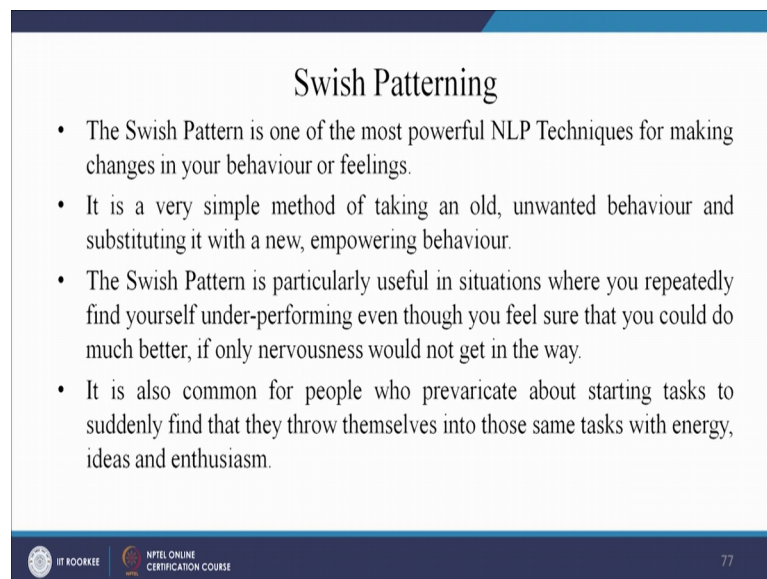
A presentation slide with a dark blue header and footer. The main content area is white. It has a title 'NLP techniques to help deal with anxiety' and two bullet points describing specific techniques. The footer includes the IIT Roorkee logo, the text 'NPTEL ONLINE CERTIFICATION COURSE', and the slide number '76'.

### NLP techniques to help deal with anxiety

- 7. Swish technique: Similar to the anchoring (see above) technique, where you changed the scenery in your mind, like we swipe through images on our smartphones. 'I don't want that feeling. I want this feeling.' And look at the image in your mind that makes you feel better.
- Both anchoring and swish techniques are used by public speakers to deal with the anxiety, getting in a favorable state of mind when going in to give the speech/presentation.

Now, swish technique similar to the anchoring technique where you changed the scenery in your mind, like we swipe through images on our smartphones. I do not want that feeling. I want this feeling. And look at the image in your mind that makes you feel better. Both anchoring and swish techniques are used by public speakers to deal with anxiety, getting in a favourable state of mind when going in to give the speech presentation.

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The slide is titled "Swish Patterning" in a bold, black font. Below the title is a bulleted list of four points. The first point states that the Swish Pattern is one of the most powerful NLP techniques for making changes in behavior or feelings. The second point describes it as a simple method of replacing an old, unwanted behavior with a new, empowering one. The third point notes its usefulness in situations where one repeatedly underperforms despite feeling confident. The fourth point mentions that it is common for people who procrastinate to suddenly engage with tasks with energy and enthusiasm. At the bottom of the slide, there are two logos: the IIT Roorkee logo on the left and the NPTEL Online Certification Course logo on the right. The slide number "77" is located in the bottom right corner.

### Swish Patterning

- The Swish Pattern is one of the most powerful NLP Techniques for making changes in your behaviour or feelings.
- It is a very simple method of taking an old, unwanted behaviour and substituting it with a new, empowering behaviour.
- The Swish Pattern is particularly useful in situations where you repeatedly find yourself under-performing even though you feel sure that you could do much better, if only nervousness would not get in the way.
- It is also common for people who prevaricate about starting tasks to suddenly find that they throw themselves into those same tasks with energy, ideas and enthusiasm.

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Now, the Swish Pattern is one of the most powerful NLP techniques for making changes in your behaviour or feelings. It is a very simple method of taking an old, unwanted behaviour and substituting with a new empowering behaviour. The Swish Pattern is particularly useful in situation where you repeatedly find yourself under-performing even though you feel sure that you could do much better, if only nervousness would not get in the way. It is also common for people who prevaricate about starting task to suddenly find that they throw themselves into those same tasks with energy, ideas and enthusiasm.

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**NLP techniques to improve performance**

- 8. Doing/seeing it before you do it: This technique is favorite with sportspersons and successful people, where they imagine they have succeeded/won the game, and then work it backwards, thinking of all the right things they must have done to get at success, and listing those things.
- Marketers use this technique to bring their prospects into a frame of mind where they can see the consequences of using/not using a solution like what you are offering.

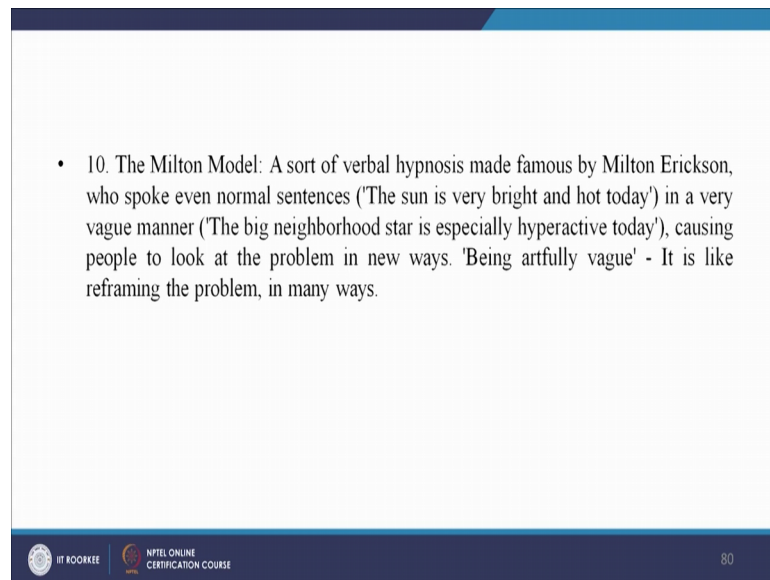
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Now, NLP techniques that can be helpful to improve your performance. Doing seeing it before you do it, this technique is favourite with sports persons and successful people, where they imagine they have succeeded won the game, I mean the imagination hypothetically, and then work it backwards, thinking of all the right things they must have done to get at success, and listing those things. Now, markets use this technique to bring their prospects into a frame of mind where they can see the consequences of using not using a solution like when you are offering.

Now, start before you start and finish before you finish. People use this NLP technique to finish their task or projects when you have had enough work working problem enough of working problem at I mean at the your work get up and say well that is it for today. I have had enough for the day. And then you get up and then get back to the work saying one more thing and this is how great works were done, one more thing. So, this is just you have to create your mind I mean mind setup that it is enough, but again adding more, so that is why it is start before you start and finish before you finish.

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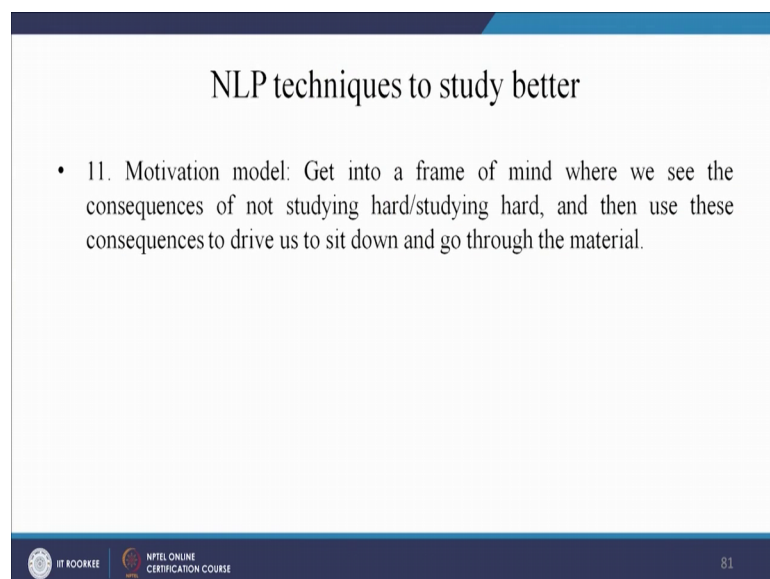
• 10. The Milton Model: A sort of verbal hypnosis made famous by Milton Erickson, who spoke even normal sentences ('The sun is very bright and hot today') in a very vague manner ('The big neighborhood star is especially hyperactive today'), causing people to look at the problem in new ways. 'Being artfully vague' - It is like reframing the problem, in many ways.

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The Milton model; it is sort of verbal synopsis made famous by Milton Erickson, who spoke even normal sentences the sun is very bright and hot today in a very vague manner that is the difficult manner. The big neighbourhood star is especially hyperactive today, causing people look at the problem in new ways. Being artfully vague means very artistically difficult it is like reframing the problem, in many ways. NLP techniques to a study better which can help you to study better.

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### NLP techniques to study better

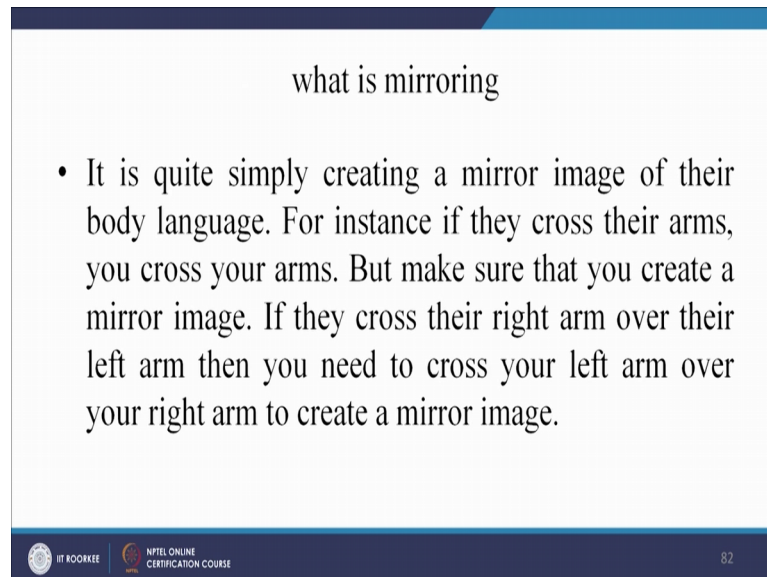
• 11. Motivation model: Get into a frame of mind where we see the consequences of not studying hard/studying hard, and then use these consequences to drive us to sit down and go through the material.

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Motivation model and under this caption we can discuss motivation model get into a frame of mind where you where we see the consequences of not studying hard studying hard, and then use these consequences to drive to sit down and go through the material.

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what is mirroring

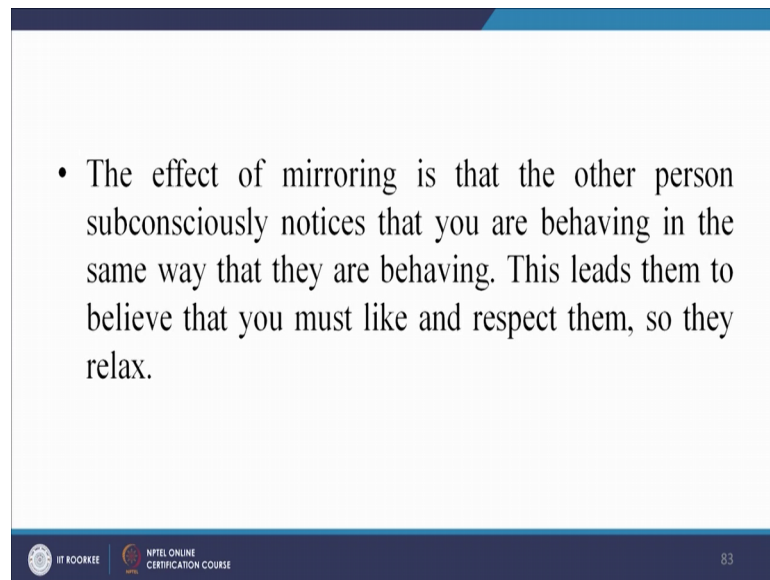
- It is quite simply creating a mirror image of their body language. For instance if they cross their arms, you cross your arms. But make sure that you create a mirror image. If they cross their right arm over their left arm then you need to cross your left arm over your right arm to create a mirror image.

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Now, coming to the mirroring because it is one of the part of rapport and very important NLP technique. It is quite simply creating a mirror image as the term is mirror image of their body language of your body language. For instance if they cross their arms means your client or the other person you cross your arms. But make sure that you create a mirror image. If they cross their right arm over their left arm and then you need to cross your left arm over your right arm to create a mirror image.



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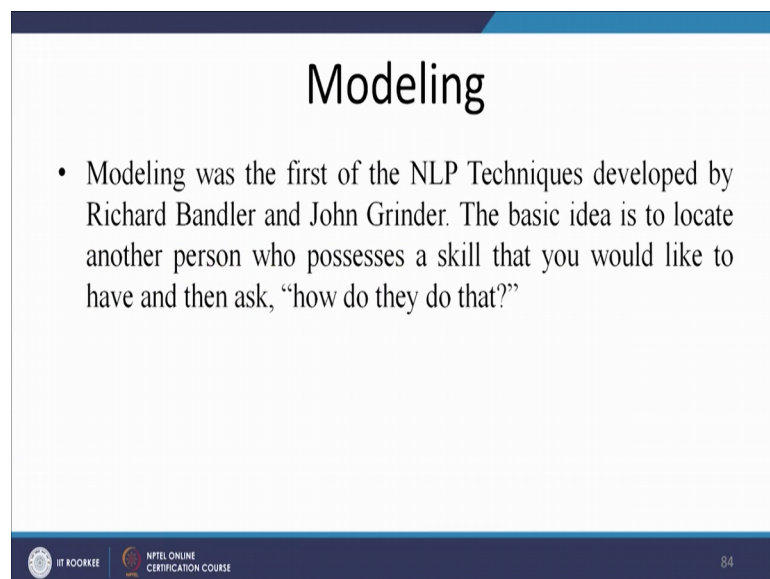


• The effect of mirroring is that the other person subconsciously notices that you are behaving in the same way that they are behaving. This leads them to believe that you must like and respect them, so they relax.

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The effect of mirroring is that the other person subconsciously notices that you are behaving in a same way that they are behaving. Now, this leads them to believe that you must like and respect them, so they relax they feel comfortable with you.

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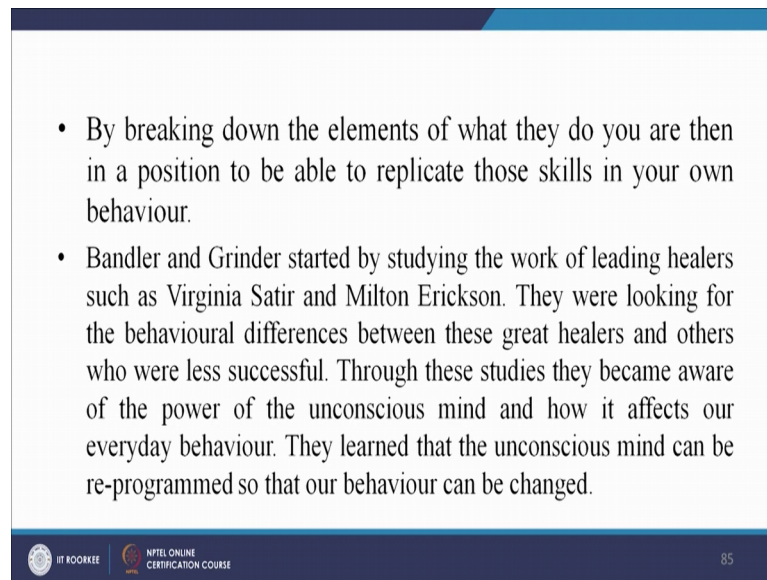
## Modeling

• Modeling was the first of the NLP Techniques developed by Richard Bandler and John Grinder. The basic idea is to locate another person who possesses a skill that you would like to have and then ask, “how do they do that?”

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Now, the other is modelling, modelling for the first technique of NLP developed by Richard Bandler and John Grinder. The basic idea is to locate another person who possesses a skill that you like to have and then ask, how do they do that?

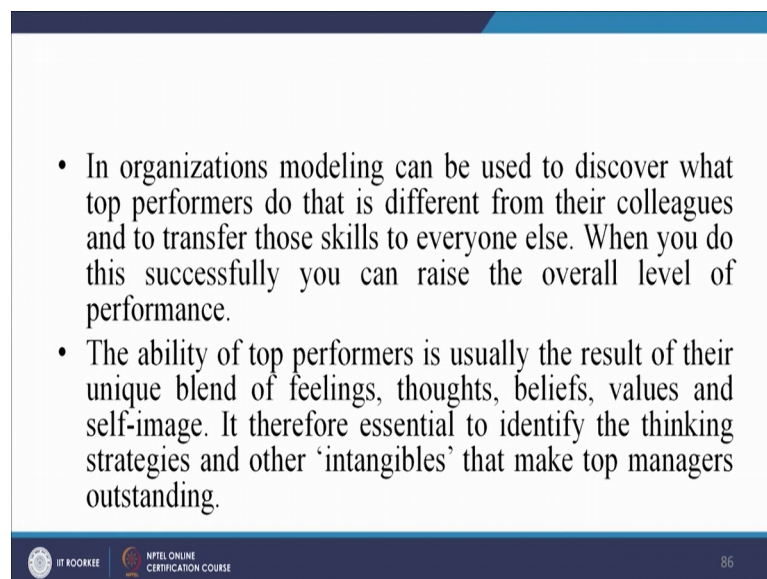
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- By breaking down the elements of what they do you are then in a position to be able to replicate those skills in your own behaviour.
- Bandler and Grinder started by studying the work of leading healers such as Virginia Satir and Milton Erickson. They were looking for the behavioural differences between these great healers and others who were less successful. Through these studies they became aware of the power of the unconscious mind and how it affects our everyday behaviour. They learned that the unconscious mind can be re-programmed so that our behaviour can be changed.

By breaking down the elements of what they do you are then in a position to be able to replicate those skills in your behaviour. Bandler and Grinder started by studying the work of leading leaders such as Virginia Satir and Milton Erickson. They were looking for the behavioural differences between these great healers and others who were less successful. Through these studies they become aware of the power of the unconsciousness mind and it affects your everyday behaviour. They learned that the unconscious mind can be reprogrammed, so that our behaviour can be changed.

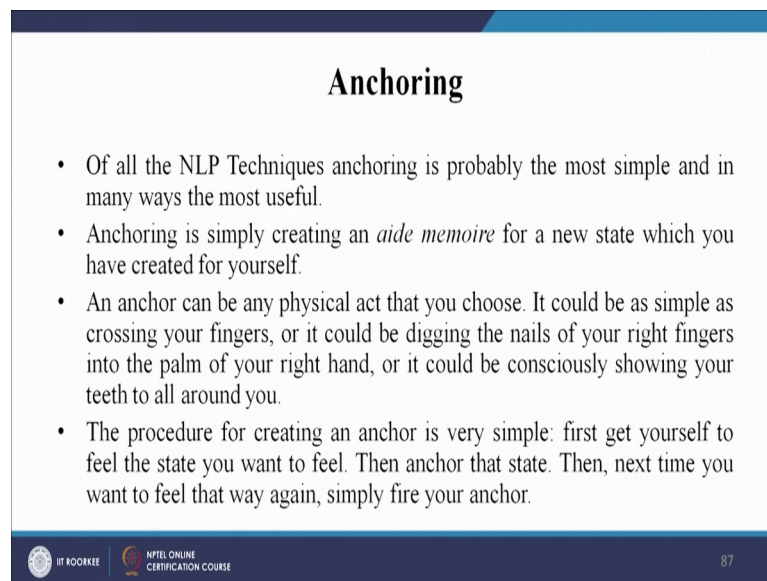
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- In organizations modeling can be used to discover what top performers do that is different from their colleagues and to transfer those skills to everyone else. When you do this successfully you can raise the overall level of performance.
- The ability of top performers is usually the result of their unique blend of feelings, thoughts, beliefs, values and self-image. It therefore essential to identify the thinking strategies and other 'intangibles' that make top managers outstanding.

Now, in organisations modelling can be used to discover what top performers do that is different from their colleagues and to transfer those skills to everyone else when you when you do this successfully you can raise the overall level of performance. So, the ability of top performers is usually the result of their unique blend of feelings, thoughts, beliefs, values and self-image. It is therefore, essential to identify the thinking strategies and other intangibles that make top managers outstanding.

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**Anchoring**

- Of all the NLP Techniques anchoring is probably the most simple and in many ways the most useful.
- Anchoring is simply creating an *aide memoire* for a new state which you have created for yourself.
- An anchor can be any physical act that you choose. It could be as simple as crossing your fingers, or it could be digging the nails of your right fingers into the palm of your right hand, or it could be consciously showing your teeth to all around you.
- The procedure for creating an anchor is very simple: first get yourself to feel the state you want to feel. Then anchor that state. Then, next time you want to feel that way again, simply fire your anchor.


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Anchoring is also one of the important NLP techniques. So, of all the NLP techniques an anchoring is probably the most simple and in many ways the most useful technique. Anchoring is simply creating an aide memoire for a net state which you have created for yourself. An anchor can be any physical act that you chose. It could be as simple as crossing your fingers or it could be digging the nails of your right fingers into the palm of your right hand, or it could be consciously showing your teeth to all around you. The procedure for creating an anchor is very simple; first get yourself to feel the state you want to feel. Then anchor that state. Then, next time you want to feel that you that way again, simply fire your anchor.

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### Collapsing Anchors

- There are actually several patterns that fall under the category of anchoring and all are worth learning. However for sheer fun and usefulness learning how to collapse an anchor is one of those patterns I've used over and over again with clients, friends and myself.
- Collapsing an anchor is where you bring together two states, typically a state-response that a person finds limiting e.g. fear when around their boss and introduce a powerful resource state(s) e.g. belly busting laughter at the exact moment they begin to experience the 'problem emotion'.
- By having the body experience the two at the same time, it forces the person's neurology to reorganise itself, to a neutral or positive state. So in this case, the laughter washes over the fear and the person just laughs at their old self being 'scared' of the boss.

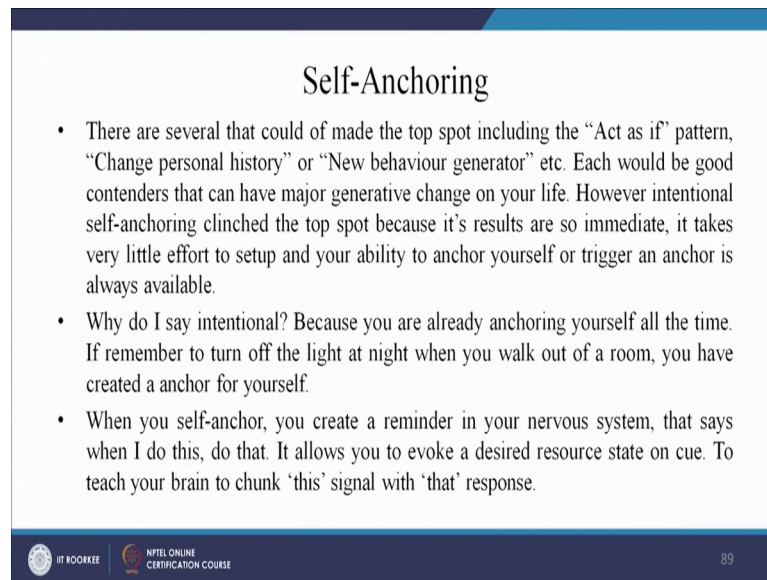
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Then collapsing anchors; so, there are actually several patterns that fall under the category of anchoring and all are worth learning. However for sheer fun and useful learning how to collapse an anchor is one of those patterns I have used over and over again with I mean my friends, my students and with myself also. So, collapsing an anchor is where you bring together two states, typically a state-response that a person finds limiting like fear when around I mean your boss and introduce a powerful resource state belly busting laughter at the exact moment they begin to experience the problem emotion. By having the body experience, the two at the same time, it forces the person's neurology to reorganise itself, to a neutral or positive state. So, in this case, the laughter washes over the fear and the person just laughs at their old self being scared of the boss.

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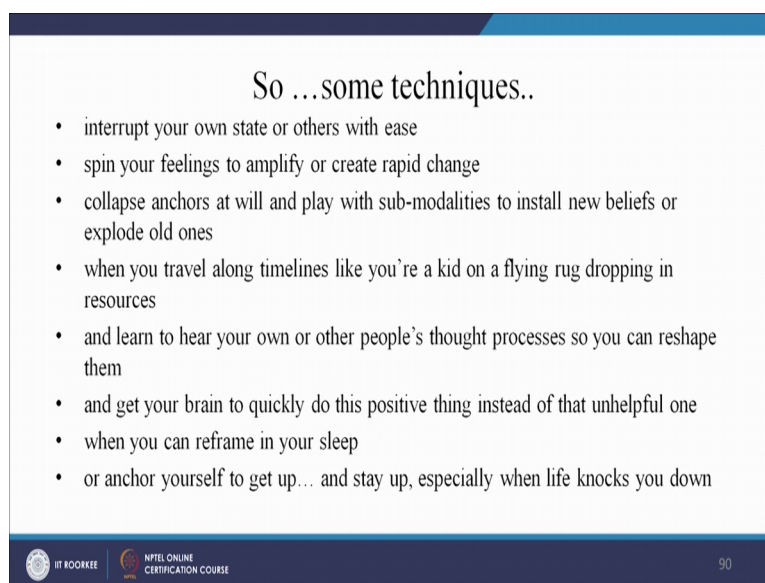
### Self-Anchoring

- There are several that could of made the top spot including the “Act as if” pattern, “Change personal history” or “New behaviour generator” etc. Each would be good contenders that can have major generative change on your life. However intentional self-anchoring clinched the top spot because it’s results are so immediate, it takes very little effort to setup and your ability to anchor yourself or trigger an anchor is always available.
- Why do I say intentional? Because you are already anchoring yourself all the time. If remember to turn off the light at night when you walk out of a room, you have created a anchor for yourself.
- When you self-anchor, you create a reminder in your nervous system, that says when I do this, do that. It allows you to evoke a desired resource state on cue. To teach your brain to chunk ‘this’ signal with ‘that’ response.

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Then there is self-anchoring there are several that could of made the top spot including as the act as if pattern, change personal history or new behaviour generator. Now, each would be good contenders that can have major generative change on your life. However, intentional self-anchoring clinched the top spot because it is result are so immediate, it takes very little effort to setup and your ability to anchor yourself or trigger an anchor is always available. Now, very important question; why do I say intentionally because you are already anchoring yourself all the time; if remember to turn off the light at night when you walk out of the room, you have created an anchor for yourself. When you self-anchor, you create a reminder in your nervous system, that says when I do this, do that. It allows you to evoke a desired resource a state on cue to teach your brain to chunk this signal and that response.

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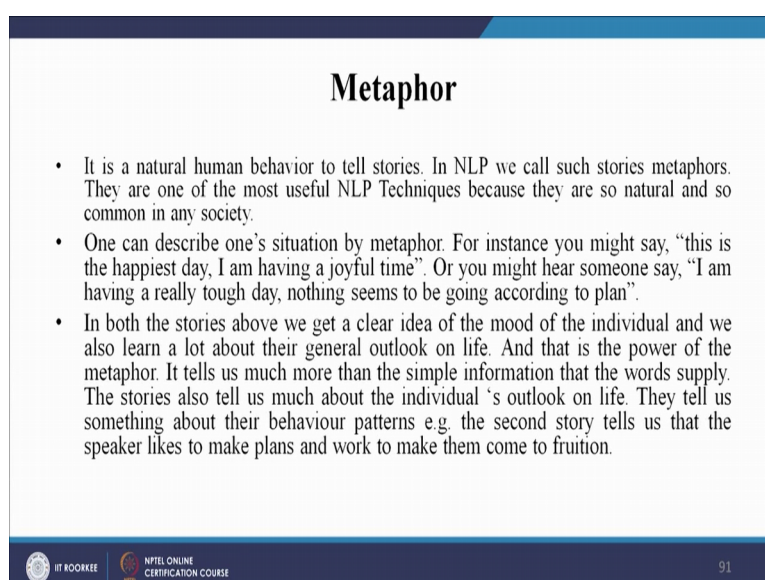
**So ...some techniques..**

- interrupt your own state or others with ease
- spin your feelings to amplify or create rapid change
- collapse anchors at will and play with sub-modalities to install new beliefs or explode old ones
- when you travel along timelines like you're a kid on a flying rug dropping in resources
- and learn to hear your own or other people's thought processes so you can reshape them
- and get your brain to quickly do this positive thing instead of that unhelpful one
- when you can reframe in your sleep
- or anchor yourself to get up... and stay up, especially when life knocks you down

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So, some technique which is very important for useful neurolinguistic technique interrupt on your state or others with ease. Spin your feelings to amplify to create rapid change. Collapse anchors at will and play with sub-modalities to install new beliefs or explode old ones. When you travel a long timelines like you are a kid on a flying rug dropping in resources and learn to hear your own or other people's thought processes so you can reshape them. And get your brain to quickly do this positive thing instead of that unhelpful one when you can reframe in your sleep; or anchor yourself to get up and stay up, especially when life knocks you down.

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**Metaphor**

- It is a natural human behavior to tell stories. In NLP we call such stories metaphors. They are one of the most useful NLP Techniques because they are so natural and so common in any society.
- One can describe one's situation by metaphor. For instance you might say, "this is the happiest day, I am having a joyful time". Or you might hear someone say, "I am having a really tough day, nothing seems to be going according to plan".
- In both the stories above we get a clear idea of the mood of the individual and we also learn a lot about their general outlook on life. And that is the power of the metaphor. It tells us much more than the simple information that the words supply. The stories also tell us much about the individual's outlook on life. They tell us something about their behaviour patterns e.g. the second story tells us that the speaker likes to make plans and work to make them come to fruition.

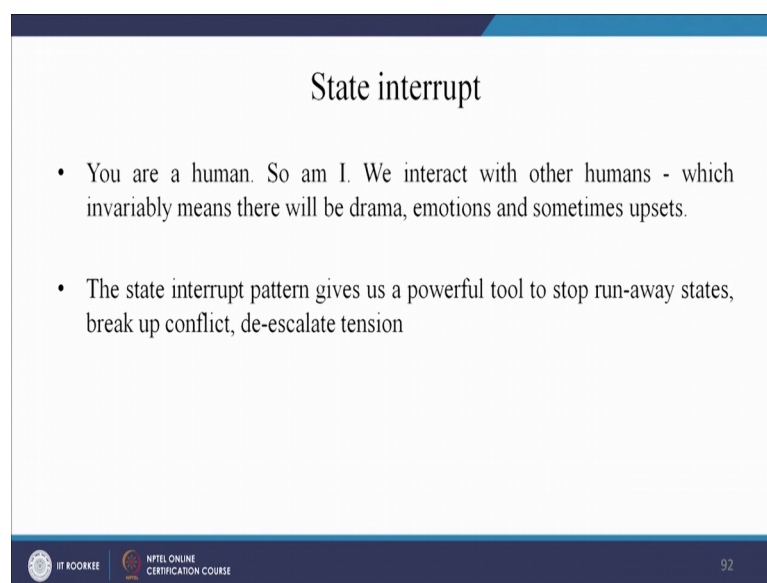
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Now, metaphor which is also one of the NLP technique. It is a natural human behaviour to tell stories. And in neurolinguistic programming, we call such stories metaphors. They are one of the most useful NLP techniques because they are so natural and so common in society, because a story telling is a very common casual activity and comfortable to and give relaxation to other. Now, one can describe one's situation by metaphor that is to say by citing stories. For instance, you might say this is the happiest day, I am having a joyful time. Or you might hear someone say that, I am having a really tough day, nothing seems to be going according to plan. Now, in both the stories, we get a clear idea of the mood of the individual, and we also learn a lot about their general outlook on life and that is the power of the metaphor.



Power of metaphor means how would you express their story your situation. It tells us much more then the simple information that the words supply. The stories also tell us much about the individual's outlook on life. They tell us something about their behaviour pattern that is the second's story tells I mean the second's story that today is a very tough life tells us that the speaker likes to make plans and work to make them come to fruition. Because the second's story is that I am having a really tough day, nothing seems to be going according to plan. So, making new plan again in a new way to achieve something. Now, a state interrupt is also one of the technology that helps a neurolinguistic program to achieve target.

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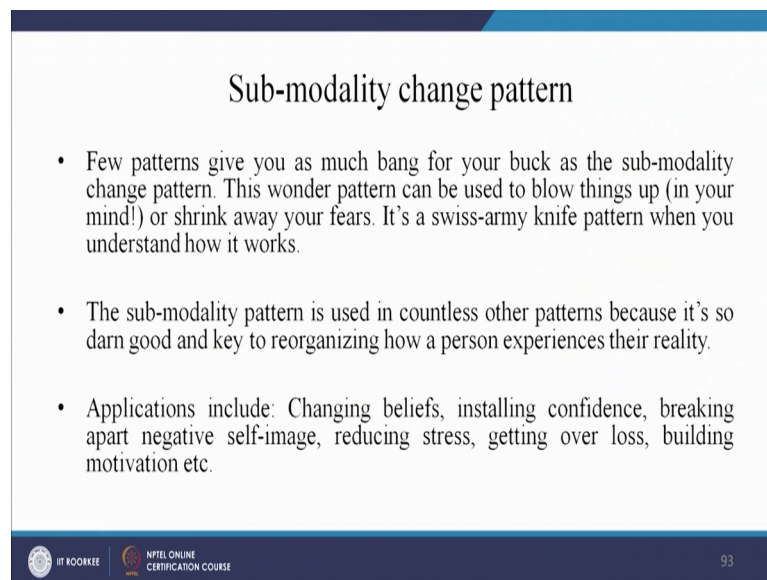
### State interrupt

- You are a human. So am I. We interact with other humans - which invariably means there will be drama, emotions and sometimes upsets.
- The state interrupt pattern gives us a powerful tool to stop run-away states, break up conflict, de-escalate tension

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You are a human. So am I. We interact with other human - which invariably means there will be drama, emotions and sometimes upsets. So, the state interrupt pattern gives us a powerful tool to stop run-away states means facing the situation break up conflict, de-escalate tension.

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The slide is titled "Sub-modality change pattern" in a bold, black font. Below the title, there are three bullet points. The first bullet point states: "Few patterns give you as much bang for your buck as the sub-modality change pattern. This wonder pattern can be used to blow things up (in your mind!) or shrink away your fears. It's a swiss-army knife pattern when you understand how it works." The second bullet point states: "The sub-modality pattern is used in countless other patterns because it's so darn good and key to reorganizing how a person experiences their reality." The third bullet point states: "Applications include: Changing beliefs, installing confidence, breaking apart negative self-image, reducing stress, getting over loss, building motivation etc." At the bottom of the slide, there are two logos: the IIT ROORKEE logo on the left and the NPTEL ONLINE CERTIFICATION COURSE logo on the right. The number 93 is displayed in the bottom right corner.

**Sub-modality change pattern**

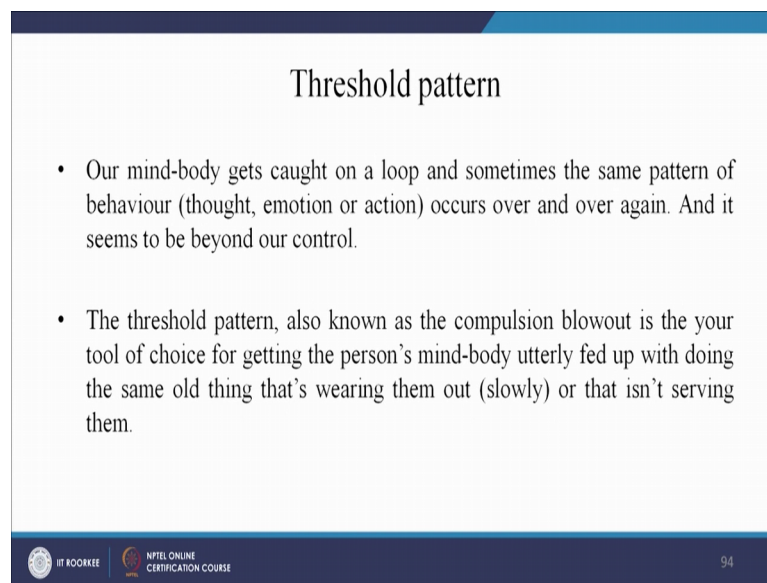
- Few patterns give you as much bang for your buck as the sub-modality change pattern. This wonder pattern can be used to blow things up (in your mind!) or shrink away your fears. It's a swiss-army knife pattern when you understand how it works.
- The sub-modality pattern is used in countless other patterns because it's so darn good and key to reorganizing how a person experiences their reality.
- Applications include: Changing beliefs, installing confidence, breaking apart negative self-image, reducing stress, getting over loss, building motivation etc.

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Some modality change patterns few patterns give you as much bang for your buck as the sub-modality. Change pattern, this wonder pattern can be used to blow things up in your mind or shrink away your fears. It is a swish-army knife pattern when you understand how it works. So, the sub-modality pattern is used in countless other patterns because it is so darn good and key to reorganising how a person experiences their reality. Applications include, changing beliefs, installing confidence, breaking apart negative self-image, reducing a stress, getting over loss, building motivation etcetera.



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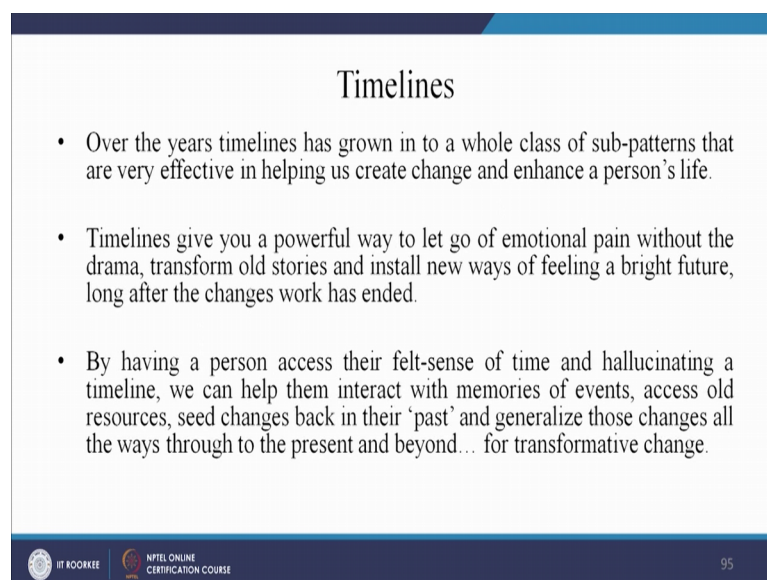
### Threshold pattern

- Our mind-body gets caught on a loop and sometimes the same pattern of behaviour (thought, emotion or action) occurs over and over again. And it seems to be beyond our control.
- The threshold pattern, also known as the compulsion blowout is the your tool of choice for getting the person's mind-body utterly fed up with doing the same old thing that's wearing them out (slowly) or that isn't serving them.

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Now, threshold pattern our mind-body gets caught on a loop and sometimes the pattern of behaviour thought emotion or action occurs over and over again. And it seems to be beyond our control. So, the threshold pattern, also known as the compulsion blowout is the your tool of choice for getting the person's mind-body utterly fed up with doing the same old thing that is wearing them out slowly or that is not serving them.

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### Timelines

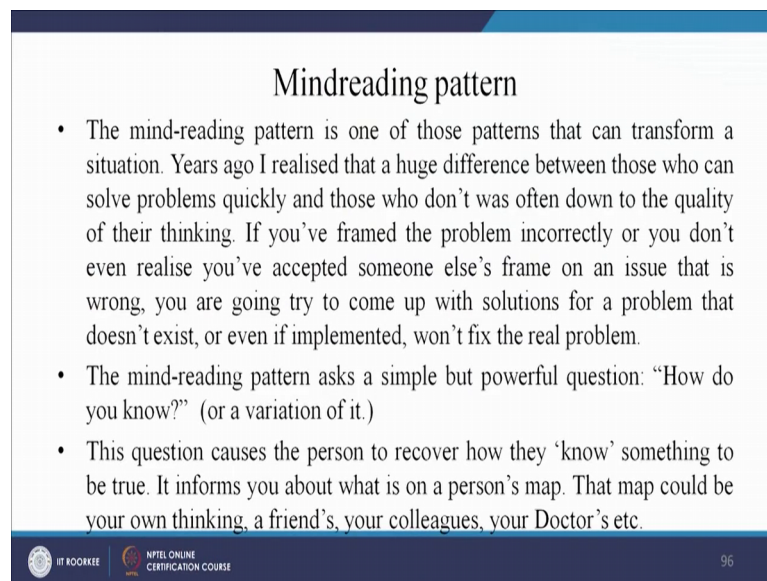
- Over the years timelines has grown in to a whole class of sub-patterns that are very effective in helping us create change and enhance a person's life.
- Timelines give you a powerful way to let go of emotional pain without the drama, transform old stories and install new ways of feeling a bright future, long after the changes work has ended.
- By having a person access their felt-sense of time and hallucinating a timeline, we can help them interact with memories of events, access old resources, seed changes back in their 'past' and generalize those changes all the ways through to the present and beyond... for transformative change.

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Timelines, over the years timelines has grown into a whole class of sub-patterns that are very effective in helping us to create change and to enhance a person's life. Timelines

give you a powerful way to let go of emotional pain without the drama, transform old stories and install new ways of feeling a bright future, long after the changes work has ended. By having a person access their felt-sense or time and hallucinating a timeline, we can help them interact with memories of events, access old resources, seed changes back in their past and generalise those changes all the ways through the present and beyond for transformative change.

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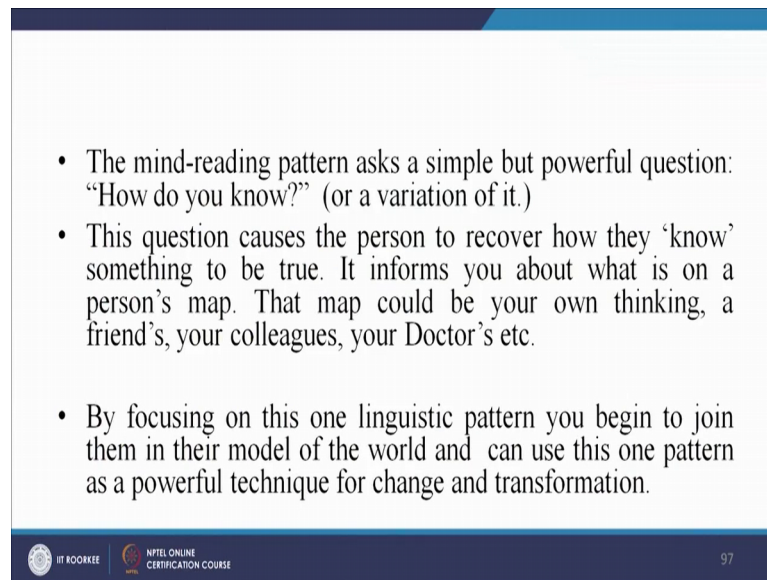
### Mindreading pattern

- The mind-reading pattern is one of those patterns that can transform a situation. Years ago I realised that a huge difference between those who can solve problems quickly and those who don't was often down to the quality of their thinking. If you've framed the problem incorrectly or you don't even realise you've accepted someone else's frame on an issue that is wrong, you are going try to come up with solutions for a problem that doesn't exist, or even if implemented, won't fix the real problem.
- The mind-reading pattern asks a simple but powerful question: "How do you know?" (or a variation of it.)
- This question causes the person to recover how they 'know' something to be true. It informs you about what is on a person's map. That map could be your own thinking, a friend's, your colleagues, your Doctor's etc.

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Mind reading pattern the mind reading pattern is one of those pattern. We are discussing NLP technique useful technique and mind reading pattern is one of those that can transform a situation. Now, years ago I realised that a huge difference between those who can solve problems quickly and those who do not was often down to the quality of their thinking. If you have framed the problem incorrectly or you do not even realise you have accepted some else's frame on an issue that is wrong, you are going to try to come up with solutions for a problem that does not exist, or even if implemented would not fix the real problem. The mind-reading pattern asks a simple but powerful question. How do you know or a variation of it? So, this question causes the person to recover how they know something to be true. It informs you about what is on a person's map. That map could be your own thinking, a friend's, your colleagues, your doctor's and several other.

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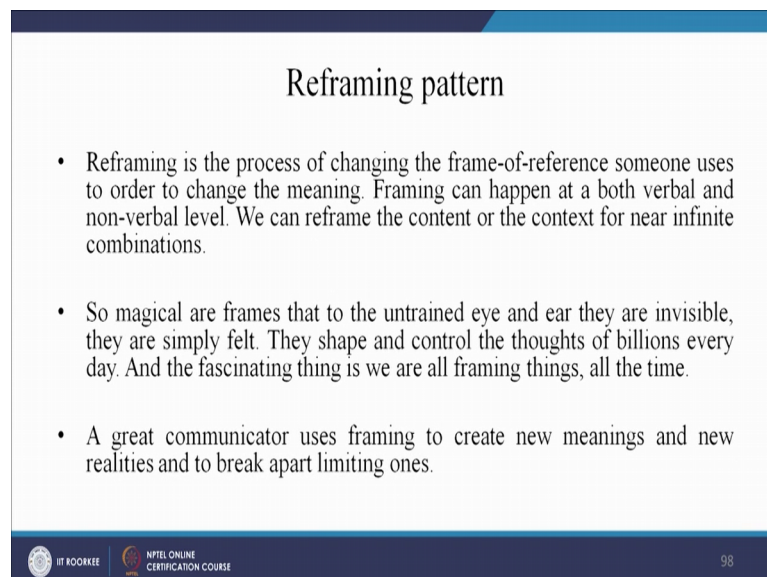


This slide, titled 'Mind-reading pattern', contains three bullet points. The first bullet point states that the mind-reading pattern asks a simple but powerful question: 'How do you know?' (or a variation of it). The second bullet point explains that this question causes the person to recover how they 'know' something to be true, informing you about what is on a person's map, which could be your own thinking, a friend's, your colleagues, or your Doctor's etc. The third bullet point states that by focusing on this one linguistic pattern, you begin to join them in their model of the world and can use this one pattern as a powerful technique for change and transformation. The slide footer includes the IIT ROORKEE logo, the text 'IIT ROORKEE', 'NPTEL ONLINE CERTIFICATION COURSE', and the slide number '97'.

- The mind-reading pattern asks a simple but powerful question: "How do you know?" (or a variation of it.)
- This question causes the person to recover how they 'know' something to be true. It informs you about what is on a person's map. That map could be your own thinking, a friend's, your colleagues, your Doctor's etc.
- By focusing on this one linguistic pattern you begin to join them in their model of the world and can use this one pattern as a powerful technique for change and transformation.

So, the mind-reading pattern ask a simple but powerful question. How do you know? This question causes the person to recover how they know something to be true. By focusing on this one linguistic pattern, you begin to join them in their model of the world and can use this one pattern as a powerful technique for change and transformation.

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This slide, titled 'Reframing pattern', contains three bullet points. The first bullet point states that Reframing is the process of changing the frame-of-reference someone uses to order to change the meaning. Framing can happen at a both verbal and non-verbal level. We can reframe the content or the context for near infinite combinations. The second bullet point states that So magical are frames that to the untrained eye and ear they are invisible, they are simply felt. They shape and control the thoughts of billions every day. And the fascinating thing is we are all framing things, all the time. The third bullet point states that A great communicator uses framing to create new meanings and new realities and to break apart limiting ones. The slide footer includes the IIT ROORKEE logo, the text 'IIT ROORKEE', 'NPTEL ONLINE CERTIFICATION COURSE', and the slide number '98'.

### Reframing pattern



- Reframing is the process of changing the frame-of-reference someone uses to order to change the meaning. Framing can happen at a both verbal and non-verbal level. We can reframe the content or the context for near infinite combinations.
- So magical are frames that to the untrained eye and ear they are invisible, they are simply felt. They shape and control the thoughts of billions every day. And the fascinating thing is we are all framing things, all the time.
- A great communicator uses framing to create new meanings and new realities and to break apart limiting ones.

Now, reframing pattern which means that the process of changing the frame-of-reference someone uses to order to change the meaning. Framing can happen at a both verbal and non-verbal level. We can reframe the content or the context for near infinite combination.

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### Spinning feelings

- This is a very comfortable pattern and doesn't require a Ph.D in NLP to use effectively. For a long time people have talked about their feelings in visceral sense, "I feel dread in the pit of my stomach", "i'm so excited I could wet myself!" or "I'm so in love... I feel like I'm floating on cloud nine!"
- The spinning feelings pattern recognizes that feelings don't just stop and go dormant, they must move! So when someone says they are frustrated, angry, overjoyed - things that sound like an event, what is actually happening is the person (often outside their awareness) is doing the activity of generating frustration, angry, joy which is then felt in the body.

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A spinning feeling, now this is a very comfortable pattern and does not require a Ph. D in neurolinguistic programming or any I mean great expertise to use effectively. For a long time people have talked about their feelings in visceral sense, I feel dread in the pit of my stomach, I am so excited I could wet myself or I am so much in love I feel like I am floating on the cloud nine. Now, the spinning feeling pattern recognises that feelings do not just stop and go dormant, they must move. So, when someone says they are frustrated, angry, overjoyed - things that sound like an event, what is actually happening is the person of an outside their awareness is doing the activity of generation frustration, angry, joy which is then felt in the body.

So, dear student this is all about important NLP techniques. And I suppose and I am sure that thinking over this, because NLP is a cognitive behaviour. Neurolinguistic pattern or programming neurolinguistic programming is a cognitive behaviour, a psychological behaviour that aims towards to make out the best of a person. So, how to make your behaviour and your activity in a fruitful manner, it all depends on your technique. So, we have discussed all the important techniques you have a number of a list I mean list of a all these NLP techniques which you can apply as per the context and the desired. I mean this is advisable that suppose a particular technique gets failed while doing a particular task, it does not mean that you cannot take help of the other technique. What is needed or acquired your common sense, applying the brain. So, when you feel that a particular situation requires, this particular technique and applying that I am sure that you would be

able to achieve the best out of your desired goal while applying these neurolinguistic programming techniques. For today, it is over.

Thank you very much.