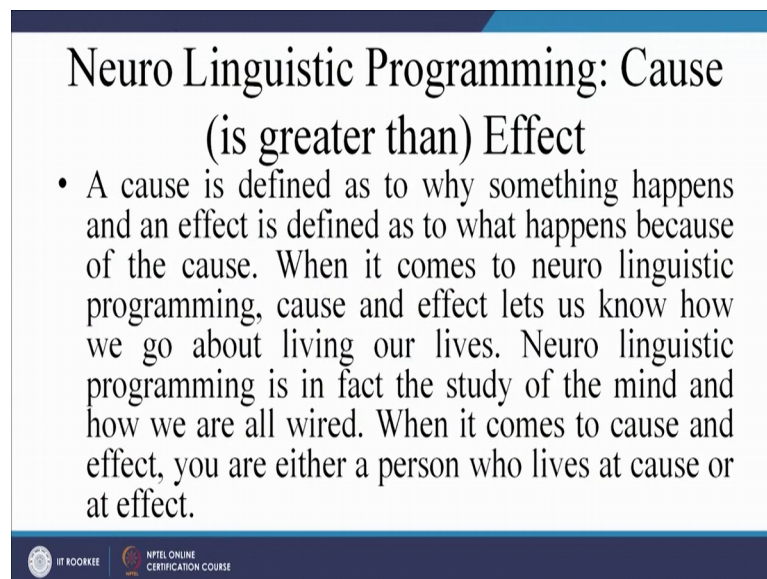


**Perspectives on Neurolinguistic  
Dr. Smita Jha  
Department of Humanities & Social Sciences  
Indian Institute of Technology, Roorkee**

**Lecture – 05  
Causes & Effect**

Hello friends, I am here once again to discuss the causes and effects of Neurolinguistic programming. Till this date we have discussed neurolinguistic programming and its introduction in detail, and also a scopes of the neurolinguistic programming what are their scopes. And then, also the modeling communicating model of neurolinguistic programming because to know about neurolinguistic programming; it is very important to know the various models that is Meta model, the Milton model to get the desired effect.

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**Neuro Linguistic Programming: Cause  
(is greater than) Effect**

- A cause is defined as to why something happens and an effect is defined as to what happens because of the cause. When it comes to neuro linguistic programming, cause and effect lets us know how we go about living our lives. Neuro linguistic programming is in fact the study of the mind and how we are all wired. When it comes to cause and effect, you are either a person who lives at cause or at effect.

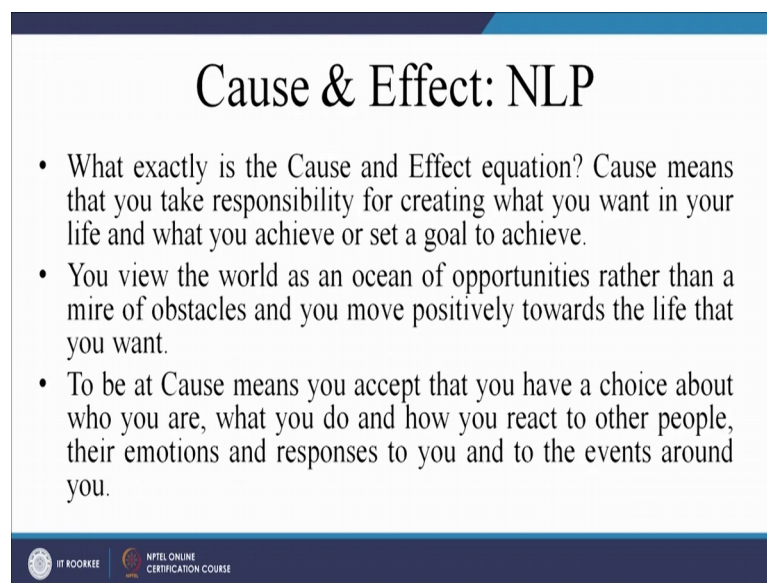
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Now, this is the time to learn about the causes and effect, what are the causes and what are the effect of neurolinguistic programming, because we all know that it is the language that is based on nervous system and then the producing processing by the brain. So, let us begin with that neurolinguistic programming cause is greater than effect what does it mean that cause is greater than effect, because the cause is defined as to why something happens and effect is defined as to what happens because of the cause. So, cause is always very important. Always try to know explore why there is a cause for it.

So, when it comes to neurolinguistic programming, cause and effect let us know how we go about living our lives.

Neurolinguistic programming is in fact, the study of the mind and how we are all wired. Wired means what, nervous system that throughout the brain do you know one thing that we have cables more than the cables that is on the earth, so that kind of cable wire we have in our mind and throughout the body. So, when it comes to cause and effect you either a person who lives at cause or at effect.

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**Cause & Effect: NLP**

- What exactly is the Cause and Effect equation? Cause means that you take responsibility for creating what you want in your life and what you achieve or set a goal to achieve.
- You view the world as an ocean of opportunities rather than a mire of obstacles and you move positively towards the life that you want.
- To be at Cause means you accept that you have a choice about who you are, what you do and how you react to other people, their emotions and responses to you and to the events around you.

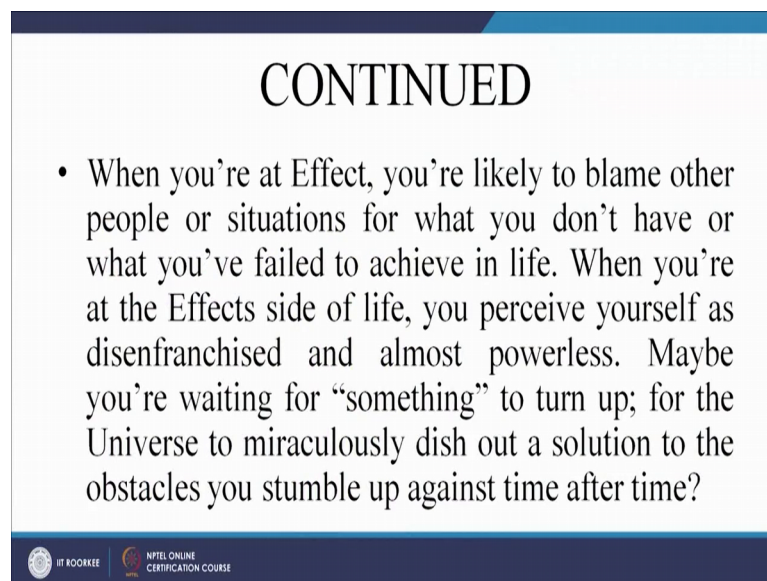
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So, generally we get alarmed to know. The effect of now causes and effect of neurolinguistic programming what exactly is the cause and effect equation, as I told you that cause is greater than the effect. So, what exactly is the cause and effect equation. Cause means that you take responsibility for creating what you want in your life and what you achieve and set a goal to achieve that is the meaning of the cause and I told you that taking the responsibility for something. Something to make success is a big thing. And if you take responsibility even of success, even of failure that is again it is your strength. So, cause means your responsibility.

You view the world as an ocean of opportunities rather than a mire of obstacles and you move positively towards the life that you want. It is true I mean what kind of world. It is a ocean of opportunity or a mire of obstacles that is your point of view that is your outlook and your success and failure everything depends on that point of view.

So, to be at cause means you accept that you have a choice about who you are what you do and how you react to other people their emotions and responses to you and to the events around you. This is the cause what are the cause suppose you are a very successful person, what are the cause a very good family, very good and supporting family member, no financial crunches, your own excellence, your own systematic movement these are the causes. So, the events around you and surroundings that is also very important when we talk of cause.

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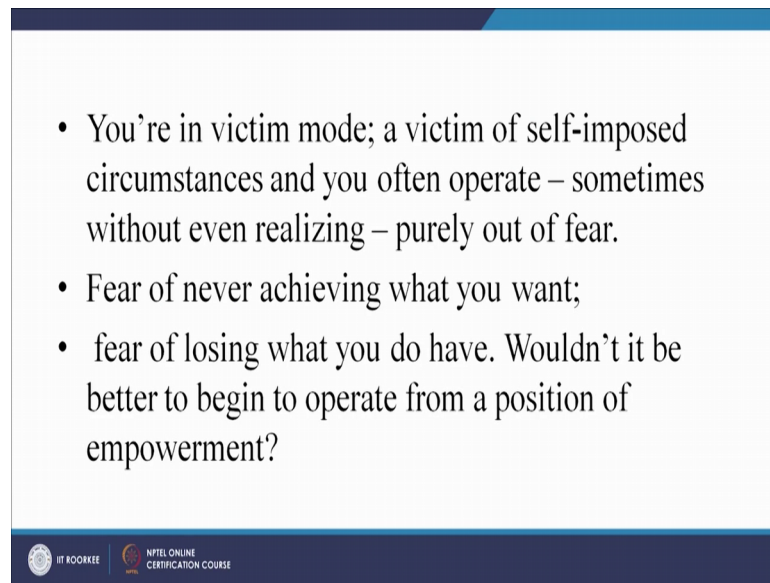
## CONTINUED

- When you're at Effect, you're likely to blame other people or situations for what you don't have or what you've failed to achieve in life. When you're at the Effects side of life, you perceive yourself as disenfranchised and almost powerless. Maybe you're waiting for "something" to turn up; for the Universe to miraculously dish out a solution to the obstacles you stumble up against time after time?

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So, when you are at effect you are lightly to blame other people or situation for what you do not have or you have failed to achieve in life, but this is done generally by week people when you are at the effect side of life. You perceive yourself as disenfranchised and almost powerless may be you are waiting for something to turn up for the Universe to miraculously dish out a solution to the obstacles you a stumble up against time after time. This is the effect. You are finding yourself the victim of circumstances. You are finding yourself or putting yourself in a coat, where you have no power. This is the effect. Well these are the questions very important that you can ask.

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- You're in victim mode; a victim of self-imposed circumstances and you often operate – sometimes without even realizing – purely out of fear.
- Fear of never achieving what you want;
- fear of losing what you do have. Wouldn't it be better to begin to operate from a position of empowerment?

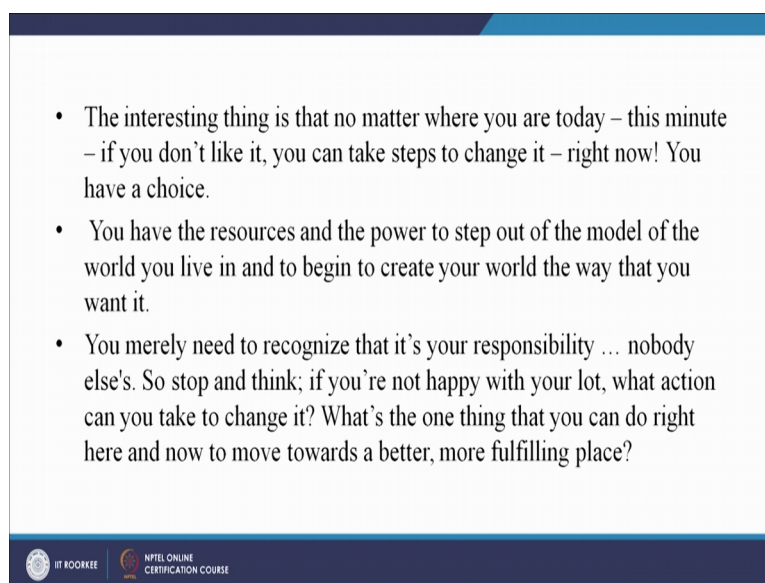
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You are in victim mode, a victim of self imposed circumstances and you often operate - sometimes without even realizing - purely out of fear. Victim mode what does it mean you are afraid, you are in fear mode, whatever the situation, whatever the reason a victim of self impose circumstances may be that cause of fear not there. But even then it is in your psyche. It is in your subconscious and that is self-imposed.

So, sometimes even without realizing I mean unconsciously, you are in fear and purely out of fear. Fear of never achieving what you want in some of my lecture I discussed that what are the cause of a stage fear, what are the cause of you know anchoring the cause is that you are self-imposed. You are obsessed with your image. So, that your image may not get I mean black or people may not laugh at you such kind of feelings that comes to your mind. Fear of losing what you do have would not it be better to begin to operate from position of empowerment would not it be better to begin to operate from a position of empowerment. Very important you ask that fear of losing what you do have and that is why you may not move ahead. So, do not you think that it is a kind of it is better to begin to operate from a position of empowerment you think if you are going to lose fine you are going to achieve something more.



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- The interesting thing is that no matter where you are today – this minute – if you don't like it, you can take steps to change it – right now! You have a choice.
- You have the resources and the power to step out of the model of the world you live in and to begin to create your world the way that you want it.
- You merely need to recognize that it's your responsibility ... nobody else's. So stop and think; if you're not happy with your lot, what action can you take to change it? What's the one thing that you can do right here and now to move towards a better, more fulfilling place?

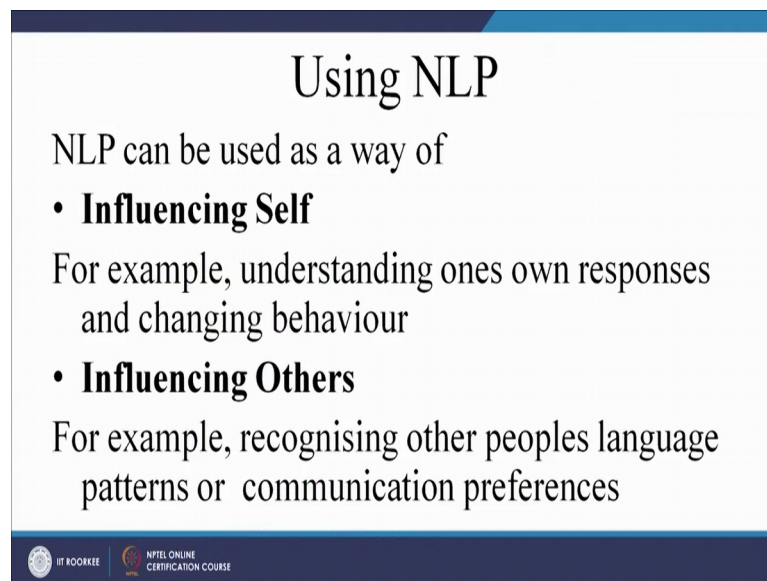
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The interesting thing is that no matter where you are today. This minute I mean this minute at present right now, you are where it hardly matters, if you do not like it, you can take steps to change it right now, you have a choice. You should not be a slave of your set up of your mental block. You have to break it and you have to move ahead. It is your choice you have the resources and the power to a step out of the Model of the world. You live in and to begin to create your world the way that you want it. There are several revolutions in the history if you turn the pages of history, you will find the very reason of revolution. The person who is revolutionary have to do so many things and turn the table, creating a number of enemies, people may be happy or unhappy it hardly matters. It is revolutionary.

So, if you want to make a revolutionary change of your personality. You have to take a step you merely need to recognize that it is your responsibility nobody else's. So, stop and think if you are not happy with your lot with your present situation with your circumstances what action can you take to change it. You think rather to be the dram that my situation is not good. Now, what are the steps through which you can minimize the bad effect, what is the one thing that you can do right now here and now to move towards a better mood full feeling place that should be your mind setup. You ask questions to yourself that right now I have to change my position right now I have to take a wow right now I have to do this right now I have to turn the table.

And with this wow you just move ahead and you can change your life. So, using NLP with causes and effect as a way influencing self. For example, understanding one own responses and changing behavior. You must have seen in the professional world some of them are very responsible, very successful, but some of them are very very irresponsible and unsuccessful, but most of the time putting blame to others. Blame to others, because they are powerless they do not have guts.

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The slide is titled "Using NLP" in a large, black, serif font. Below the title, it says "NLP can be used as a way of" in a smaller, black, serif font. There are two bullet points, each with a bolded title. The first bullet point is "• **Influencing Self**" followed by the text "For example, understanding ones own responses and changing behaviour". The second bullet point is "• **Influencing Others**" followed by the text "For example, recognising other peoples language patterns or communication preferences". 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.

Using NLP

NLP can be used as a way of

- **Influencing Self**  
For example, understanding ones own responses and changing behaviour
- **Influencing Others**  
For example, recognising other peoples language patterns or communication preferences



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So, how to influence your own self that is very important influencing self, you know yourself and you influence influencing others. For example, recognizing other people's language, patterns or communication preferences. Influencing others like recognizing other people's language patterns or communicating preferences. Be like others also as we discussed repeatedly that flexibility is one of the important key factor to get success when we discuss neurolinguistic programming. So, recognizing other people language and patterns or communicating preferences to compete with others to get success. This is also very helpful in causes and effect.

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## Building Rapport Questions and Access Cues

- **Visual**
  - How does that **look** to you?
  - Do you **see** what I mean?
- **Auditory**
  - Does that **sound** good to you?
- **Internal Dialogue**
  - What do you **say to yourself** about that?
- **Feelings**
  - How would you **feel** about that?

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Now, building rapport. Visual - How does that to you? Do you see what I mean? Means looking and seeing how does that look to you, what kind of look is that, how do you see what I mean. Auditory, what does that sound good to you? Internal dialogue, what do you say to yourself about that? Feeling, how would you feel about that? So, all such things you know that your mind and body you have to establish a rapport continuously to know the cause and effect. As I said while starting the cause and effect that causes are greater than effect. Why it is greater than effect, who is responsible for the cause? It is you perhaps, your surroundings. So, how does that look, do you see what you mean, does that sound good to you, and say to yourself about that and what kind of feeling you have.

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## S.M.A.R.T. OUTCOMES

SMART goals/outcomes are another way of setting a 'well-formed goal'.

- S** --- short, specific, simple
- M**—Measurable, meaningful to you, More than one way to achieve it
- A**—As if now, in present tense Achievable, all areas of your life
- R**—Realistic, Responsible/Ecological Right for you
- T**—Towards What You want, Positive, Times, no negation & no comparatives

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Now, SMART outcomes will smart goals outcomes are another way of setting a well formed goal. There are two types of working a smart working and hard working. Hard working does not mean very of smart working, but smart working means that the outcome is certainly there in your hand. So, SMART. S for short specific simple in a very short in a very simple manner and in a very target manner you achieve your goal. M for measurable meaningful to you more than one-way to achieve it that is flexibility. So, measurable you know that how much time you have to invest to achieve this. And more than one way to achieve it that is flexibility. If this way you cannot reach that the other way as if now in present tense achievable all areas of your life. It is rightly said that tomorrow never comes. Tomorrow never comes so why not today, you start today as if now in the present tense. And, R for realistic, responsible, ecological right for you.

In the previous lecture, I discussed I defined what is ecology; ecology means your surroundings, your society, the environment. So, responsible ecological right for you what are the rights that you have and what are the duty you have. So, be realistic and T for towards what you want. Positive time, no negation and no comparatives what you want? No negation, never no always yes, no comparatives what you are you are and it is you who has to achieve goal with successful causes and effects. So, this is the smart outcomes of the causes and effect.

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### Some of The Coolest, Most Powerful & Useful NLP Techniques

- An anchor is any representation in the human nervous system that triggers any other representation. It is conceptually similar to Pavlovian conditioning (think bells and salivating dogs.) One can anchor yourself intentionally, for example:
  - a) Think of an occasion when you had a highly pleasurable, positive or enjoyable experience.
  - b) See what you saw then (looking out through your own eyes), hear what you heard and feel what you felt.
  - c) As you feel the sensations increase in intensity, squeeze the thumb and forefinger of your left hand gently together for a few moments, then release them.
  - d) Now 'break your state' (E.g. by remembering what you had for lunch yesterday.) Wait a few moments.
  - e) Squeeze your thumb and forefinger together again. The state will return. With practice, you will be able to go into the states you desire, quickly and easily, whenever you wish. When you're in rapport with someone and you go into a certain state, they will follow

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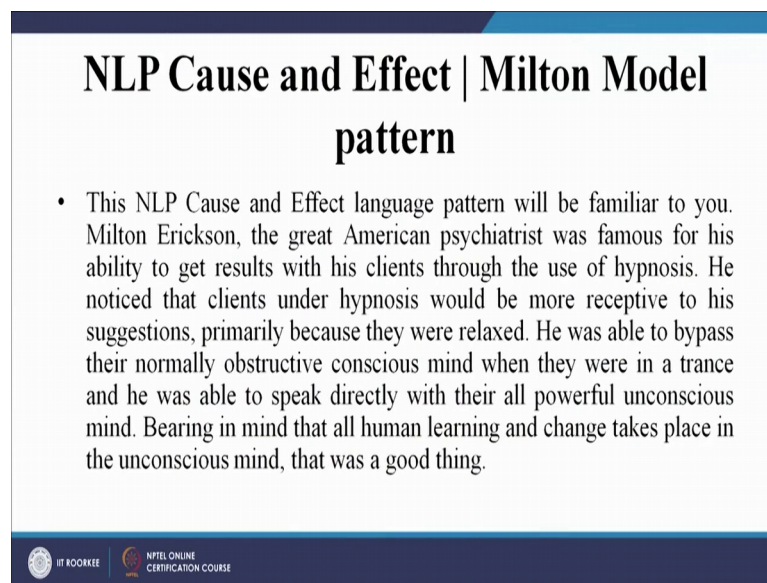
Now, some of the coolest, most powerful useful NLP techniques, when we talk of causes and effect. So, an anchor is any representation in the human nervous system that trigger any other representation. It is conceptually similar to Pavlovian conditioning think bells and salivating dogs. One can anchor yourself intentionally for example, think of an occasion when you had a highly pleasurable, positive or enjoyable experience.

Now, you see it is also a kind of psychological process. If you are an anchor, I mean with the passes of time, you will be fit into that situation so much that it takes hardly any minute to anchor and to speech at the stage, whatever the circumstances. So, like for example, that the occasion when it is very favorable to you. Second see what you saw then looking out through your own eyes here what you heard and feel what you felt then as you feel the sensations increase in intensity squeeze the thumb and forefingers of your left hand gently together for a few minute then release them.

So, you see if you are tense. It is also said that you do this you do this or if you have back hand you can do it to release your tension or its squeezing your hand. Now, break your state by remembering what you had for lunch yesterday wait few moment.



Sometime you are completely blackout what is blackout all the switches of your mind gets off, but it does not mean you stop there you start thinking you try to revive. You come back to your original state. So, squeeze your thumb and forefinger together again the state will return with practice you will be able to go into the state you desire quickly and easily wherever you wish when you are in rapport with someone and you go into a certain state they will follow. So, there are you know so many things like doing the ring like this squeezing the thumb all this things or rubbing the hand or the pen where you can do like this. So, just releasing the nervousness neutralizing the nervousness.

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**NLP Cause and Effect | Milton Model pattern**

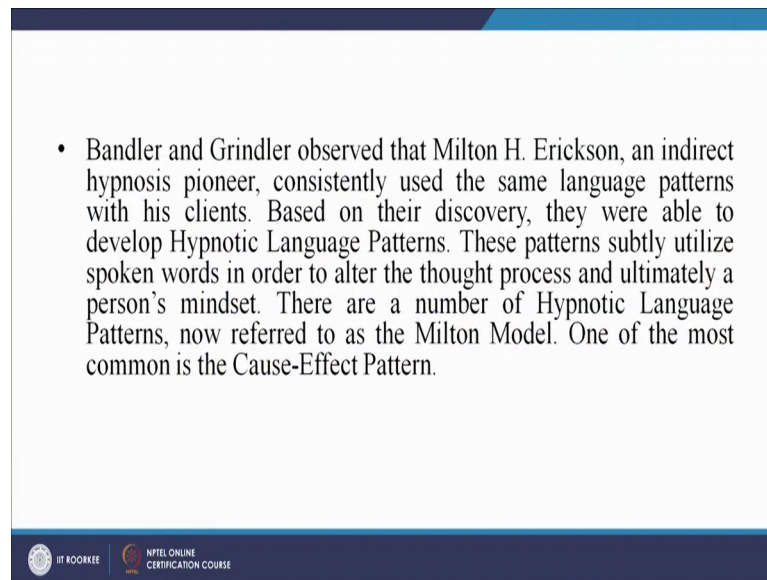
- This NLP Cause and Effect language pattern will be familiar to you. Milton Erickson, the great American psychiatrist was famous for his ability to get results with his clients through the use of hypnosis. He noticed that clients under hypnosis would be more receptive to his suggestions, primarily because they were relaxed. He was able to bypass their normally obstructive conscious mind when they were in a trance and he was able to speak directly with their all powerful unconscious mind. Bearing in mind that all human learning and change takes place in the unconscious mind, that was a good thing.

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So, NLP this NLP cause and effect language pattern will be familiar to you Milton Erickson, the great American psychiatrist was famous for his ability to get results with his client through the use of hypnosis. I discussed this while discussing the model and after that causes an effect. Hypnosis you know hypnotic way of thinking hypnotic way of training. So, he noticed that clients under hypnosis would be more receptive to his suggestion primarily because they were relaxed. He was able to bypass their normally obstructive conscious mind when they were in a trance and he was able to speak directly with there all powerful unconscious mind. Bearing in mind that all human learning and change takes place in the unconscious mind that was a good think. This is also a kind of a strategy to get things from the criminal during unconscious. So, what Erickson says and the Meta model while discussing the causes and effect that going under these hypnosis slowly, gradually. The mind become unconscious and it is very easy then to know about the things that is already there and the new things learning that is going to the mind.



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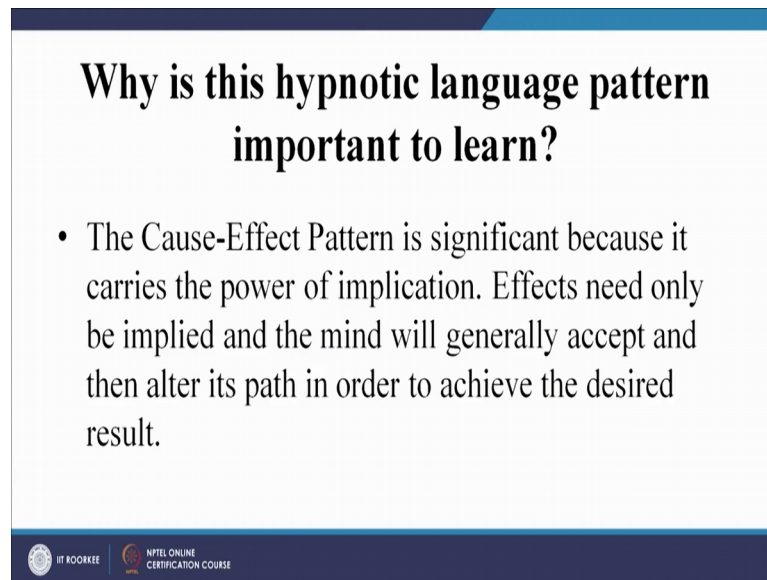
- Bandler and Grindler observed that Milton H. Erickson, an indirect hypnosis pioneer, consistently used the same language patterns with his clients. Based on their discovery, they were able to develop Hypnotic Language Patterns. These patterns subtly utilize spoken words in order to alter the thought process and ultimately a person's mindset. There are a number of Hypnotic Language Patterns, now referred to as the Milton Model. One of the most common is the Cause-Effect Pattern.

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Now, Bandler and Grindler that Milton observed that Milton Erickson, an indirect hypnosis pioneer, consistently used the same language pattern. Why same language pattern this is the very pertinent question. One, one, one, one, one, one, one naturally ten time also automatically one will come out that is a kind of hypnosis. If you do like this, the pendulum it is a kind of hypnosis, so the same language pattern with his client. Based on their discovery, they were able to develop hypnotic language pattern. And these patterns certainly utilize a spoken words in order to alter, the thought process and ultimately a person's mindset.

Yes, through hypnosis I mean even the pendulum you can control the mind of a person and you can get out of everything that is there in the person's mindset. So, there are a number of hypnotic language patterns. Now, refer to as Milton Model one of the most common is the cause effect pattern. You just try to find out that what are the causes. If you are aware of and I told you that in neurolinguistic programming you should be very curious, you should be very conscious, you should be very particular while learning certain things. So, cause and effect pattern is very important effect pattern.

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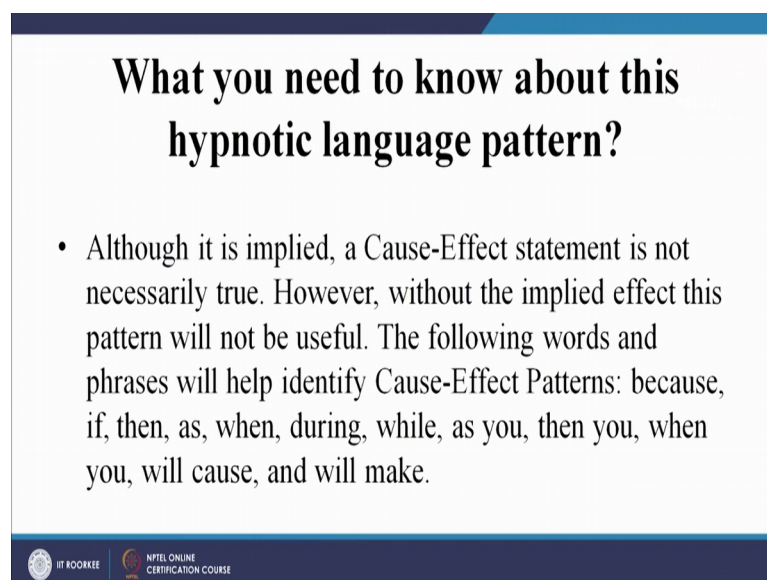
**Why is this hypnotic language pattern important to learn?**

- The Cause-Effect Pattern is significant because it carries the power of implication. Effects need only be implied and the mind will generally accept and then alter its path in order to achieve the desired result.

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Why is this hypnotic language pattern important to learn? The Cause-Effect pattern is significant because it carries the power of implication. Power of implication means that something which is very powerful. Effects need only be employed and the mind will generally accept and then alter its path in order to achieve the desired result. So, the cause and effect is important because of the implication, because of the outcomes.

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**What you need to know about this hypnotic language pattern?**

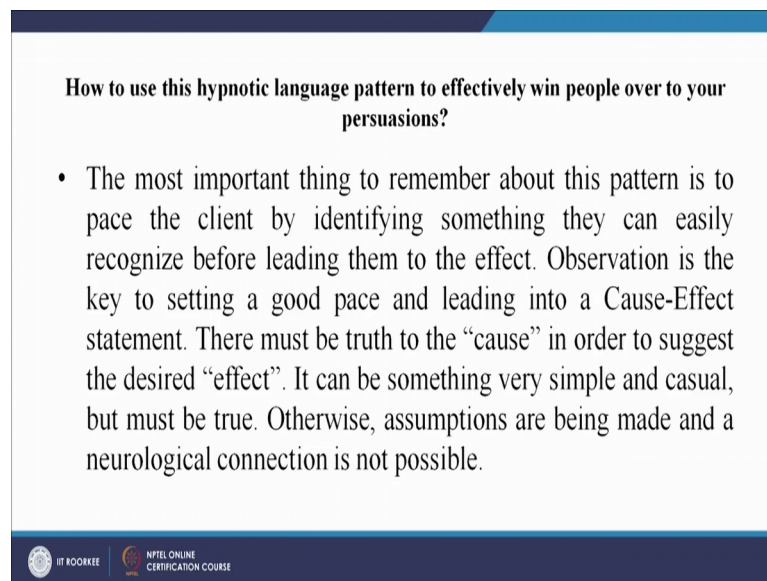
- Although it is implied, a Cause-Effect statement is not necessarily true. However, without the implied effect this pattern will not be useful. The following words and phrases will help identify Cause-Effect Patterns: because, if, then, as, when, during, while, as you, then you, when you, will cause, and will make.

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What you need to know about this hypnotic language pattern that is the cause and effect that is hypnotic language? Although it is implied, a Cause-Effect statement is not



necessarily true. However, without the implied effect this pattern will not be useful and the following words and phrases will help identify Cause-Effect patterns, because, if, then, as, when, during, while, as you, then you, when you, will cause, and will make. So, what is my point that the cause and effect statement it not necessarily true it may or it may not. Because when it is if, when it is then, when it is as, when it is when, when it is during, while, may or may not be may be true may not be true.

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**How to use this hypnotic language pattern to effectively win people over to your persuasions?**

- The most important thing to remember about this pattern is to pace the client by identifying something they can easily recognize before leading them to the effect. Observation is the key to setting a good pace and leading into a Cause-Effect statement. There must be truth to the “cause” in order to suggest the desired “effect”. It can be something very simple and casual, but must be true. Otherwise, assumptions are being made and a neurological connection is not possible.

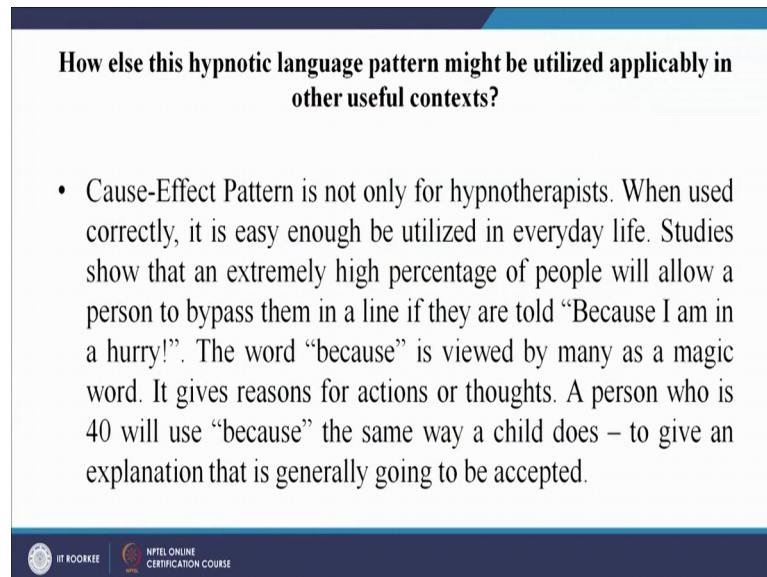
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So, how to use this hypnotic pattern to effectively win people over to your persuasions? While discussing neurolinguistic programming, I told you that we are all in an age where there is lot of competitions. So, how to compete with others it is really very important to control our communication, how to convince other, how to persuade other, there this need a special kind of training and the question is that does hypnotic language pattern is going to help you to be a percussive speaker.

Now, the most important thing to remember about this pattern is to pace the client by identifying something they can easily recognize before leading them to the effect. Yes, I mean the very simple thing observation is the key to setting a good pace and leading into cause effect statement. There must be truth to the cause in order to suggest the desired effect means it should not be hypothetical cause should not be hypothetical means some kind of truth and reality it can be something very simple and casual, but must be true. Otherwise, assumptions are being made and a neurological connection is not possible.

Otherwise, assumptions are been made. Assumptions, the various assumptions are been made and a neurological connection is not possible that is why truth reality perfectness is very very important and that should be there when we talk of hypnotic language.

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**How else this hypnotic language pattern might be utilized applicably in other useful contexts?**

- Cause-Effect Pattern is not only for hypnotherapists. When used correctly, it is easy enough be utilized in everyday life. Studies show that an extremely high percentage of people will allow a person to bypass them in a line if they are told “Because I am in a hurry!”. The word “because” is viewed by many as a magic word. It gives reasons for actions or thoughts. A person who is 40 will use “because” the same way a child does – to give an explanation that is generally going to be accepted.

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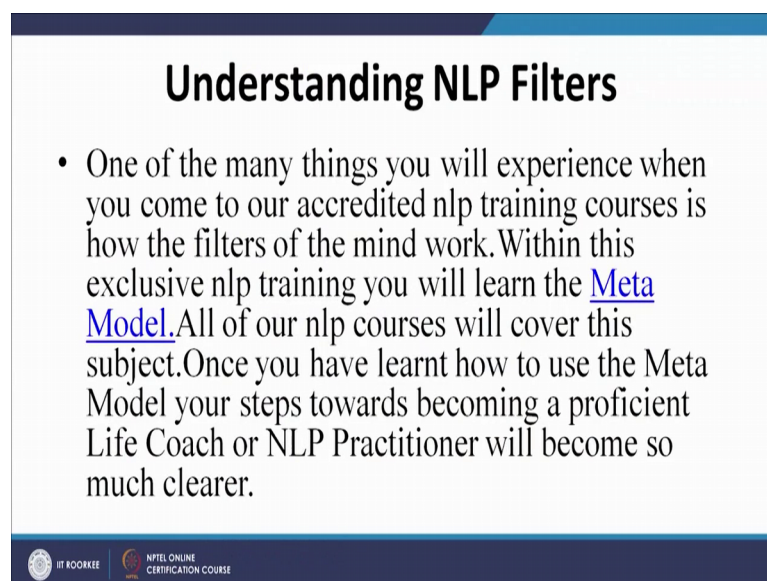
How else this hypnotic language pattern might be utilized applicably in other useful contexts? Cause-effect Pattern is not only for the hypnotherapists. When used correctly, it is easy use enough to utilized in everyday life. Cause and effect it is not only that the hypnotherapist should use it is useful as well in your everyday life. A study shows that extremely high percents of people will allow a person to bypass them in a line if they are told because I am in a hurry. Yes, because I am in a hurry why you are in a hurry and why, why this clam excuse. The word because is viewed by many a magic word. It gives reasons for actions or thoughts. A person who is 40 will use because the same way a child does - to give an explanation that is generally going to be accepted. And same sorry, sorry I forgot, because I am in hurry you see such kind of you know the such kind of lame excuses like that that person to bypass in a line if they are told because I am in a hurry.

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- Hypnotic Language Patterns are not just for therapists and counselors. Individuals from multiple industries have figured out how to use spoken words in order to achieve the results they need or want. Successful salesmen and saleswomen will almost always have some type of experience or training for the way they speak. A person with the ability to suggest or persuade with their voice has the unique gift and power to influence their best friends, worst enemies, or even complete strangers.



So, hypnotic language patterns are not just for therapists and counselors. You can use it in your day to day life. Individuals from multiple industries have figured out how to use a spoken words in order to achieve the results they need or want. Successful salesman and saleswomen will almost always have some type of experience or training for the way they speak. A person with the ability to suggest or persuade with their voice has the unique gift and power to influence their best friend, worst enemies, or even complete strangers. Teaching is also a kind of hypnotic language pattern should be because teaching is a kind of process where we convince the students with the strategies, with the teaching, with the knowledge. Sometimes contradictory, ut most of the time we try to convince the student.

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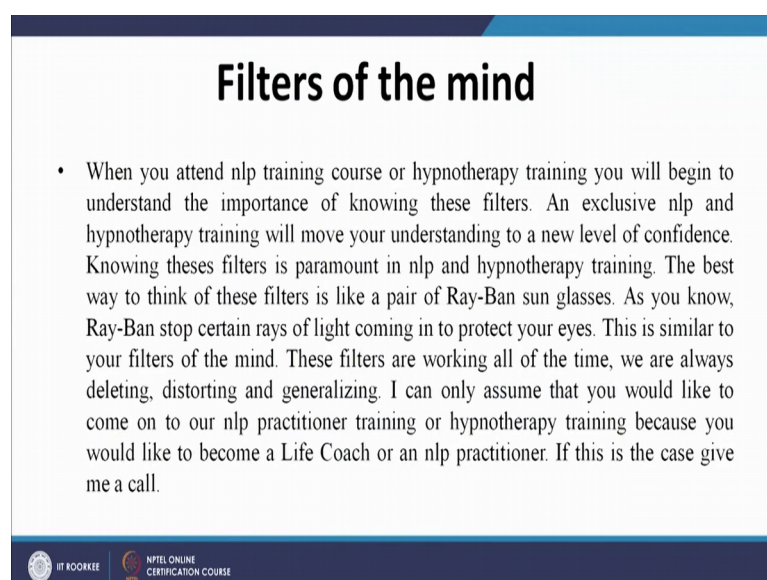
## Understanding NLP Filters

- One of the many things you will experience when you come to our accredited nlp training courses is how the filters of the mind work. Within this exclusive nlp training you will learn the [Meta Model](#). All of our nlp courses will cover this subject. Once you have learnt how to use the Meta Model your steps towards becoming a proficient Life Coach or NLP Practitioner will become so much clearer.

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So, understanding NLP filters when we talk of cause and effect, so filter is also very important part of this. So, one of the many things you will experience when we come to our the training course I mean how filters mind work. Within this exclusive NLP training you will learn the Meta Model. And our NLP courses will cover it in a very broad manner. So, a Meta Model is going to help you.

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## Filters of the mind

- When you attend nlp training course or hypnotherapy training you will begin to understand the importance of knowing these filters. An exclusive nlp and hypnotherapy training will move your understanding to a new level of confidence. Knowing theses filters is paramount in nlp and hypnotherapy training. The best way to think of these filters is like a pair of Ray-Ban sun glasses. As you know, Ray-Ban stop certain rays of light coming in to protect your eyes. This is similar to your filters of the mind. These filters are working all of the time, we are always deleting, distorting and generalizing. I can only assume that you would like to come on to our nlp practitioner training or hypnotherapy training because you would like to become a Life Coach or an nlp practitioner. If this is the case give me a call.

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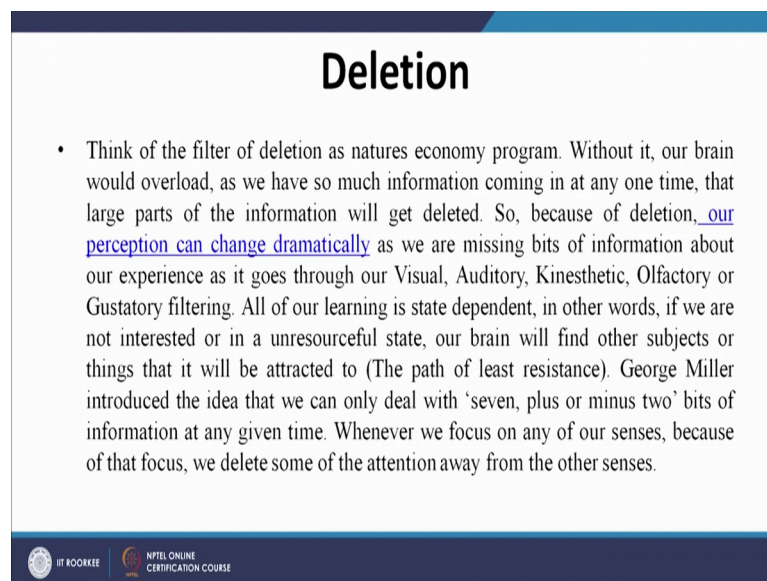
And what is filters of the mind? When you attend NLP training or courses or hypnotherapy training you will begin to understand the importance of knowing these



filters that is very important, because you have to make the mind traffic less. So, many traffics are there. So, you have to remove the traffics with the help of filters. So, an exclusive NLP and hypnotherapy training will move your understanding to a new level of confidence. Knowing these filters is paramount in NLP and hypnotherapy training.



The best way to think of this filters is like a pair of Ray-Ban sun glasses. Now, this is the example why Ray-Ban is so costly nobody I mean it is not possible for everyone to afford this. And as you know that ray ban stop certain rays of light coming into protect your eyes. This is similar to your filter of the mind you should have a kind of protection the layer that filters that stops certain undesirable things while coming to entering in to your mind. So, these filters are working all of the time we are always deleting distorting and generalizing. So, I can only assume that you like to come to the I mean if you go to the any practitioner training, hypnotherapy training, because you would like to be become a life coach or an NLP practitioner.

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## Deletion

- Think of the filter of deletion as nature's economy program. Without it, our brain would overload, as we have so much information coming in at any one time, that large parts of the information will get deleted. So, because of deletion, our perception can change dramatically as we are missing bits of information about our experience as it goes through our Visual, Auditory, Kinesthetic, Olfactory or Gustatory filtering. All of our learning is state dependent, in other words, if we are not interested or in a unresourceful state, our brain will find other subjects or things that it will be attracted to (The path of least resistance). George Miller introduced the idea that we can only deal with 'seven, plus or minus two' bits of information at any given time. Whenever we focus on any of our senses, because of that focus, we delete some of the attention away from the other senses.

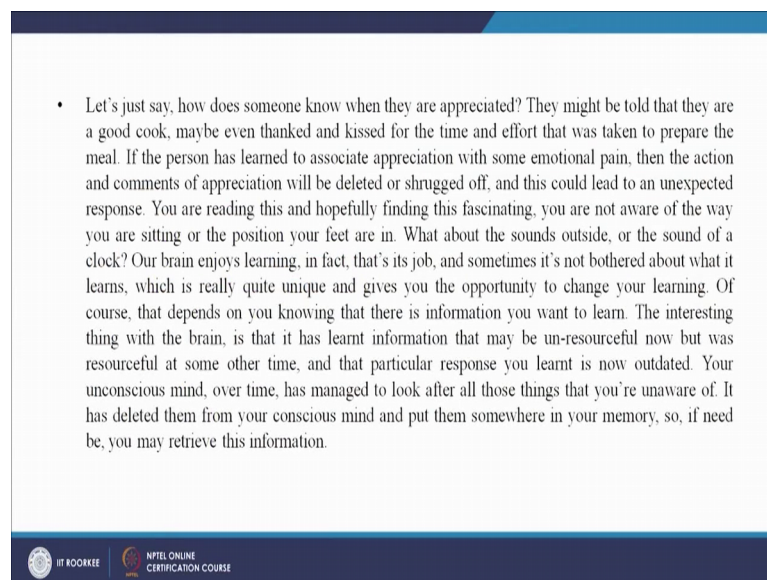
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Now, deletion, what is deletion? Think of the filter of deletion as nature's economy program. Think of the filter of deletion. Without it, our brain would overload, as we have so much information coming in at any one time that large parts of the information will get deleted. So, because of the deletion, our perception can change dramatically as we are missing bits of information about our experience as it goes through our visual, auditory, kinesthetic, olfactory or gustatory filtering. Our mind is full of so many things,

but in a particular situation we need to delete certain things. And in terms of auditory, kinesthetic, olfactory you have to delete certain things; and all of our learning is a state dependents, in other words, if we are not interested or in a un resourceful state, so our brain will find other subjects or things that it will be attracted to the path of least resistance.

And George miller introduce the idea that we can only deal with seven plus or minus two bits of information at any given time. Whenever we focus on any of our senses because of that focus we delete some of the attention away from other senses true. You cannot pay attention to so many things one at the same time. So, naturally you need to delete some of them.

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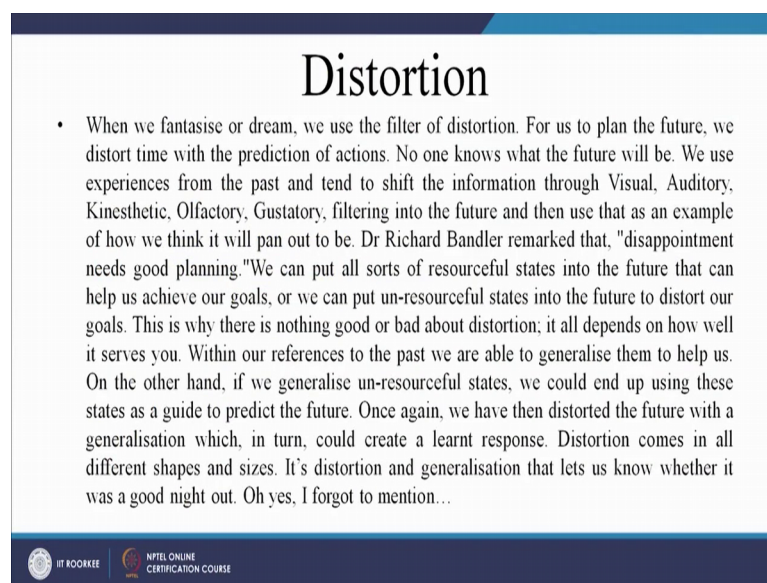
• Let's just say, how does someone know when they are appreciated? They might be told that they are a good cook, maybe even thanked and kissed for the time and effort that was taken to prepare the meal. If the person has learned to associate appreciation with some emotional pain, then the action and comments of appreciation will be deleted or shrugged off, and this could lead to an unexpected response. You are reading this and hopefully finding this fascinating, you are not aware of the way you are sitting or the position your feet are in. What about the sounds outside, or the sound of a clock? Our brain enjoys learning, in fact, that's its job, and sometimes it's not bothered about what it learns, which is really quite unique and gives you the opportunity to change your learning. Of course, that depends on you knowing that there is information you want to learn. The interesting thing with the brain, is that it has learnt information that may be un-resourceful now but was resourceful at some other time, and that particular response you learnt is now outdated. Your unconscious mind, over time, has managed to look after all those things that you're unaware of. It has deleted them from your conscious mind and put them somewhere in your memory, so, if need be, you may retrieve this information.

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So, let us just say, how does someone know when they are appreciated? They might be told that they are a good cook may be even thanked and kissed for the time and effort that was taken to prepare the meal. If the person has learned to associate appreciation with some of emotional pain, then the actions and comments of appreciation will be deleted or shrugged off, and this could lead to an unexpected response. You are reading this and hopefully finding this fascinating, you are not aware of the way you are sitting or position you feet are in. What about the sound outside, or the sound of a clock our brain enjoys learning, in fact, that is its job, and sometime it is not bothered about what it learns, which is really quite unique and gives you the opportunity to change your



learning. Of course, that depends on you knowing that there is information you want to learn. The interesting thing with the brain, is that it has learnt information that may be un-resourceful now but was resourceful at some other time, and that particular response you learnt is now outdated. Your unconscious mind over time, has managed to look after all those things that you are unaware of. It has deleted them from your conscious mind and put them somewhere in your memory, so if need be you may retrieve the information. So, how to accept your appreciation, how to remember your appreciation, where is appreciation in your mind if you are appreciated some day or some.

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## Distortion

- When we fantasise or dream, we use the filter of distortion. For us to plan the future, we distort time with the prediction of actions. No one knows what the future will be. We use experiences from the past and tend to shift the information through Visual, Auditory, Kinesthetic, Olfactory, Gustatory, filtering into the future and then use that as an example of how we think it will pan out to be. Dr Richard Bandler remarked that, "disappointment needs good planning." We can put all sorts of resourceful states into the future that can help us achieve our goals, or we can put un-resourceful states into the future to distort our goals. This is why there is nothing good or bad about distortion; it all depends on how well it serves you. Within our references to the past we are able to generalise them to help us. On the other hand, if we generalise un-resourceful states, we could end up using these states as a guide to predict the future. Once again, we have then distorted the future with a generalisation which, in turn, could create a learnt response. Distortion comes in all different shapes and sizes. It's distortion and generalisation that lets us know whether it was a good night out. Oh yes, I forgot to mention...



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And distortion that when we fantastic or fantasies a dream well we use the filter of distortion. Like planning the future, we distort time prediction of action. And no one knows what the future will be. We use experiences from the pasts and tends to shift the information through visual, auditory, kinesthetic, olfactory filtering into the future and that is why Richard Bandler remarked that disappointment needs good planning, yes, why you are disappointed what is the cause and what is the effect. So, we can put all sorts of resourceful states into the future that can help us to achieve our goals.

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## Generalization

- Korzybski's Law of Individuality states that, "No two persons or situations or stages of process are the same in detail". Korzybski noted that we have far fewer words and concepts than unique experiences, and this tends to lead to the identification or confusion of two or more situations that are known as generalisations.
- Through our generalisation comes the basis of all our learning. Knowing how to do something to a satisfactory standard (e.g. driving a car) takes time and practice. This is when beliefs of our capabilities are evident, and then these behaviours become habitual and unconscious. We use experiences from the past and tend to shift the information through Visual, Auditory, Kinesthetic, Olfactory, Gustatory, filtering. Let's use a car in this statement: "I like my car"
- We have to know what a car is, and because of our experiences from the past and a repetition of evidence, we have a general representation of what the word 'car' means. We can also assume that the use of the car is a form of transport, because we have generalised the usefulness of the car. It is because of our assumptions that, through past experiences, we could go as far as to think that an adult made the statement. So what happens when you see someone look at you in a certain way, triggering off a surprising response? Of course, this situation may have an interesting result. The way you respond to what is happening is a learnt response. This may have happened many times before and then become generalised, or it may have happened just once. This experience is known as 'one-time learning'.
- Generalisations are the mechanisms which generate "beliefs."



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And generalization you know generalization is not good. It is kind of belief system, but then what Kos Korzybski Law of Individuality states that no two persons or situations or a stages of process are the same in detail, very true. He noted that we have far fewer words and concepts than unique experience, and this tends to lead to the identification or confusion of two or more situation that are known as generalizations, very true. So, generalizations are the mechanism which generate beliefs.

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## On The Web

- [www.purenlp.com](http://www.purenlp.com)
- [www.richardbandler.tv](http://www.richardbandler.tv)
- [www.paulmckenna.com](http://www.paulmckenna.com)
- [www.saladltd.co.uk](http://www.saladltd.co.uk)
- [www.nlp.biz/NLP](http://www.nlp.biz/NLP)
- [www.compendiumdev.co.uk/nlp](http://www.compendiumdev.co.uk/nlp)
- [www.23nlpeople.com/NLP\\_links.htm](http://www.23nlpeople.com/NLP_links.htm)

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So, these are the ways friend and I hope that you must have gathered some opinion about the causes and effect, and always remember that causes are greater than effect. Next, in next lecture, we shall discuss the four pillars of neurolinguistic programming.

Till then thank you very much, see you again.