

A Teacher- Librarians Guide to Neuro-Linguistic Programming (NLP)

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June 2000

What is NLP?

Neuro = How the brain works

Linguistic = Language skills used

Programming = Behaviour patterns

What is it for?

- To excel at communication
- A psychological model to follow
- Enables teachers to achieve results with learners

History of Theory -1970's



- Richard Bandler
Psychologist
- John Grindler
Linguist
- Study best
communicators and
therapists in world

Who uses it?

- Teachers
- Trainers
- Psychologists
- Counsellors
- Therapists
- Human Resources
- Managers
- Facilitators
- Sports Coaches
- Negotiators

COMMUNICATORS!

In the classroom

- Apply the operating principles
- Follow the model
- Use NLP skills



NLP Key skills

- Create Rapport
- State
- Anchors
- Calibration
- Congruency
- Eye movements
- Language Patterns
- Flexibility

V A K Language Styles

Visual.....

I see what you mean

It's clear now

I get the picture

Let's look on the bright side

I have a vision of how it could be

Auditory.....

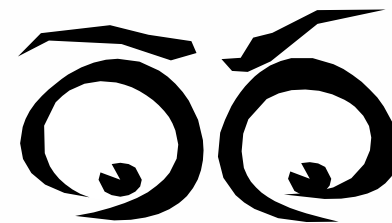
I hear what you're saying
That sounds good
It rings a bell for me
It fell on deaf ears
I didn't like the tone of it
It struck a chord

Kinesthetic....

That feels right
I can grasp the idea
I can't put my finger on it
It's as solid as a rock
I can tackle the situation
I've got a bad feeling about it

Eye movements (V A K)

- Upwards = visual recall
- Sideways = auditory recall
- Downwards = kinesthetic recall



Congruency

- 55% Body Language
- 38% Voice
- 7% Words

“What you do speaks so loud that I cannot hear what you say!”

Ralph Waldo Emerson

Calibrate

- Match - breathing, voice tone, gestures, posture, eye movements.
- Pace
- Lead

States

Use anchors to put students and yourself into the right state

An anchor is

“any specific stimulus that consistently produces a specific response”

V - Blue flashing light!

A - Favourite song

K - A certain touch

Summary

- NLP is great
- NLP improves your skills as a teacher
- NLP helps students learn better
- NLP = communication excellence!