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

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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!