

How to get on with everyone

Presented by

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Agenda

Introduction

Levels in NLP (neurological levels)

Connection & Disconnection

Relationships and Connection & Disconnection

Information gather / exercise

What next?

Levels in NLP – part of the system

“The brain, and in fact any biological or social system, is organised into levels.

Your brain has different levels of processing.

As a result you can have different levels of thinking and being.

When we are working to understand the brain, or to change behaviors, we need to address these different levels.”

Robert Dilts

Logical levels of organisation

Environment – where the impact occurs

Behavior – How the impact occurs

Capabilities – That which conditions possible behavior

Beliefs and values – Enhance or limit your capabilities

Identity – Who you are – informs beliefs and values

[Spirit – A larger system which you feel part of]

Levels in action

Identity



Beliefs and values



Capabilities



Behaviour



Environment

Levels in action

Identity



Beliefs and values



Capabilities



Behaviour

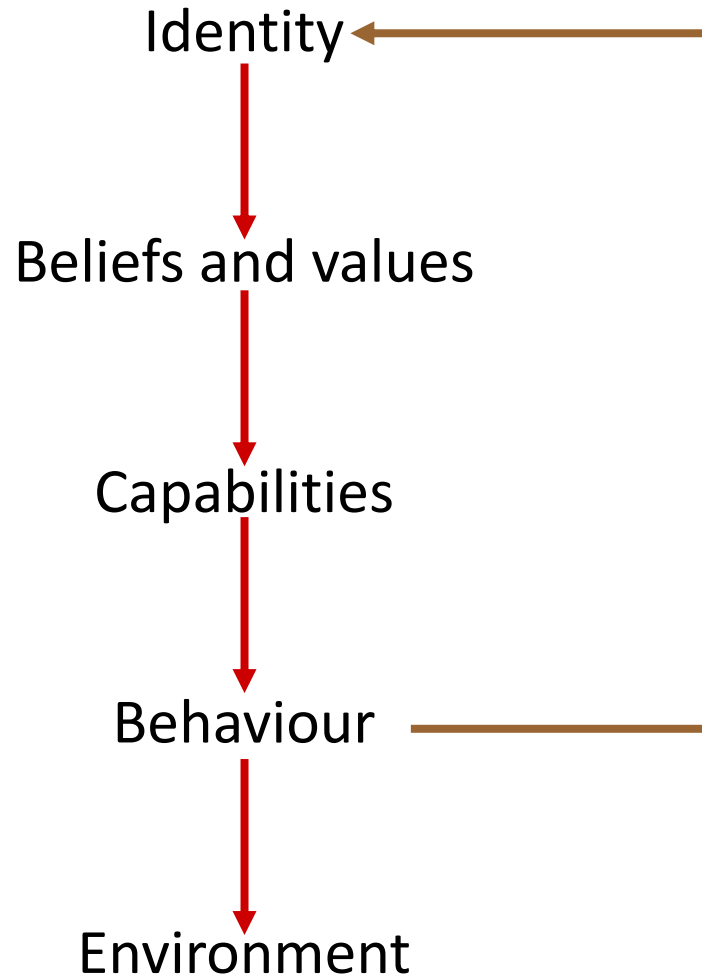


Environment

*Personal alignment
and congruency*

*This is the way
it should happen*

Levels in action



“I’m a drunk”

Connection & Disconnection

“We used to be in love
Now we are in hate”

“You’re not my best friend anymore!”

The digital switch we still play as adults.

Painfully played out in the divorce court or the
social media.

Just a thought?

Connect / Disconnect and human emotion.

Both can involve the expenditure of energy.

People can love with a passion

And can hate with passion

Problem with “hate” – it is often a pointless waste of energy and time.

An alternative

“ I used to love her
But it’s all over now”

The reality is acknowledged – but no “energy” or
“emotion” is expended!

Your system has reconfigured it’s response to
cope with reality.

Or “Who cares”

Activity!

Note down four events / attitudes / “things” that were really important to you when you were “young” that now seem unimportant.

Then:

Note down four events / attitudes / “things” that were once really important to you once and now your attitude has changed – from “love to hate”

Relationships & Connect

List six people to whom you feel connected.

Think about “logical levels” – at what level is the connection?

What level would you like it to be?

Relationships & Connect

Select a relationship you wish to “move”

What can you do to make that happen?

Relationships & Disconnect

List six people you are disconnected from.

Think about “logical levels” – at what level is the disconnection?

What level would you like it to be?

Relationships & Disconnect

Select a relationship you wish to move to “who cares”

What can you do to make that happen?

(at what level does the change need to occur)

What happens next?

Explore the sorting frame (logical levels)

Notice where your main relationships “fit”

Notice the difference between:

where your relationships are

and

where you would like them to be

What happens next?

Notice how perceptions change by moving a connect relationship from “Behavior” to “Beliefs and values”

Notice how perceptions change by moving a disconnect relationship from “Beliefs and values” to “Behavior”

What happens next?

In NLP approach the client makes the changes themselves, rather than the coach

Therefore the client keeps the change

Notice and enjoy the changes you have made today and get curious about what else will be possible for you!

Resources

Dilts, Robert (1990) *Changing belief systems with NLP*. Meta Publications

Trickey, Keith V. (2000) Self in relation to others : or how to get on with everyone. *Anchor point magazine* 14 (7) July 2000. 40 - 46

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