

NLP Operating Principles

Are operating principles or frames that practitioners use while with clients to gain new more useful perspectives about the clients actions in life and to help the client move toward their overall goals.

- **Communication is redundant.**
You are always communicating, in all 3 major representational systems - auditory, visual and kinesthetic. You signal this through tone and tempo of your voice, posture, breathing patterns and gestures, as well as your language patterns and eye accessing cues.
- **The meaning of your communication is the response that you get.**
Communication is not about what you intend, or about saying the right words; it's about creating an experience in, and getting a response from, the listener. The "bottom line" is the response you elicit.
- **The map is not the territory.**
People respond to their map of reality, not reality itself. NLP is the science of changing these maps (which then changes the way a person perceives and interacts with reality).
- **Requisite variety.** The element with in the system with the most flexibility will be the controlling element.
- **People work perfectly.**
No one is wrong or broken; it's simply a matter of finding out how they function now, so that you can effectively change that to something more useful or desirable. People don't need to be "fixed".
- **People always make the best choice available to them at the time.**
(but often there are lots of better ones)
- **Every behavior is useful in some context.**
- **Choice is better than no choice.**
- **Just about anyone can learn to do anything.**
- **People already have all the resources they need.**
What they need is access to these resources at the appropriate times and places.
- **There is no such thing as failure only feedback.**
Every response can be utilized.
- **Chunking.**
Anything can be accomplished (by anyone) if you break the task down into small enough chunks.
- **Behind every behavior is a positive intent.**
While a behavior may be harmful or seem "bad", there is always a positive intention behind the behavior.

- **Symptoms - pains, anxiety, depression, tumors, colds, etc., are communications about needed action.**
- **We are all responsible for creating our own experience.**
Even when challenging events that we cannot control happen, we are responsible for our responses to the events. Typically we have much more control than we think we have. Another way of stating this presupposition is that "We consistently create our own environment" through our beliefs, filters, capabilities and behaviors.
- **Energy flows where attention goes.** (from Huna)