

NLP Presuppositions

NLP provides us with a set of models of the world; they are called **NLP presuppositions**. Some of them are introduced below:

- The meaning of the communication is the response it elicits.
- There are no failures in communication, only outcomes.
- The map is not the territory.
- Everyone lives in their own unique model of the world.
- People always make the best choices available to them, given their unique model of the world and of the situation.
- People have all the resources necessary to make any desired change.
- There is no substitute for clean, open sensory channels.
- Resistance you get is a comment about your inflexibility as communicator; if what you are doing is not working, do something different.
- In interactions among people, the person with most flexibility and variation of behaviour can control the outcome of the interaction.
- The positive worth of an individual is held constant, while the value and appropriateness of internal and/or external behaviour is questioned.

NLP doesn't claim that these presuppositions are necessarily true, but they turn out extremely powerful, in the sense that they will assist those who follow those models of the world in achieving more easily what they really want to achieve.