

THE PRESUPPOSITIONS OF NLP

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- 1 The map is not the territory.


- 2 Having choices is better than not having choices.


- 3 People make the best choice they can in the moment they make them.
- 4 People work perfectly.


- 5 All actions have purpose.
- 6 Every behavior has positive intention.


- 7 The meaning of communication is not just what you intend, but the response you get.


- 8 We have the resources within that we need, or the ability to create them.
- 9 Mind and body; conscious and unconscious are parts of one system.


- 10 We process all information through our senses.
- 11 Modelling success leads to excellence.


- 12 The way to understand is to act.
- 13 You cannot, not, communicate.
- 14 The person with the greatest level of flexibility is the person who holds the most power.


- 15 There is no such thing as failure, only feedback.