

# NLP Presuppositions

**1. Behind every behavior there is a positive intention.**

The person doing a behavior has a positive intention at a deep structure level. When we are changing unwanted behaviors or habits, and moving toward healing, it is necessary to find the deep structure or original intention behind the behavior. We then create new and better choices that preserve the positive intention.

**2. The map is not the territory.**

People respond to their map or interpretation of reality, not to reality itself. NLP is about understanding and changing maps, which in turn can change perceptions of reality.

**3. Chunking - Anything can be accomplished when the task is broken down into small enough chunks.**

The goal is "chunked" into pieces that are a manageable size for the individual or system.

**4. There is no such thing as failure, only feedback.**

Everything is a learning opportunity to find out what works and what doesn't work. It is important to separate behavior from identity.

**5. People already have all the resources they need.**

NLP teaches how to access these resources at appropriate times and places.

**6. Every behavior is useful in some context.**

**7. Just about anyone can learn to do anything. If one person can do something, other people can learn from that person's success.**

NLP models excellence. It is possible to discover the components and strategies needed to achieve a particular result and to teach it to anyone else.

**8. Symptoms – pains, anxiety, depression, tumors, colds, etc. are communications about needed action. The messenger never rests until the message is delivered.**

When there is a symptom or communication, it is important to pay attention.

**9. The meaning of your communication is the response you get.**

Communication creates an experience in the listener or reader. The result is the response we elicit. That response may not necessarily match what we intended to communicate.

**10. Communication is redundant.**

We are always sending messages in all three major sensory modalities. NLP checks for congruence in these messages.

**11. Choice is better than no choice.**

The element in a system with the most flexibility has the most control.

**12. People always make the best choice available to them at the time.**

Often there are better choices. NLP discovers more effective choices and how to create more useful or desirable actions and beliefs.

**13. If what you are doing isn't working, do anything else.**

A definition of insanity is doing the same thing over and over again, expecting different results.

**14. Requisite Variety**

The element in a system with the most flexibility will be the controlling element.

**15. People work perfectly**

No one is wrong or broken; it's simply a matter of finding how they function now, so that you can effectively change that to something more useful or desirable. People don't need to be "fixed.":

**16. We are all responsible for creating out own experience.**

Even when challenging events that we cannot control happen, we are responsible for your responses to these events. Typically, however, we have much more control that we think we have. Another way of stating this presupposition is that "We consistently create our own environment." Through out beliefs, filters, capabilities and behaviors.

**17. Energy flows where attention goes.**

What you focus on eventually comes about.