



NLP PRESUPPOSITIONS

(Foundational Beliefs)

1. No one is wrong or broken. People work perfectly
2. Every behavior is useful in some context
3. Behind every behavior, there is a positive intention (positively intended for the person doing the behavior)
4. There is no such thing as failure, only feedback
5. The map is not the territory. People respond to their map of reality, not to reality itself
6. People always make the best choices available to them at the time
7. If what you are doing isn't working, do something else
8. The element with the most flexibility in any system will have the most influence
9. Anything can be accomplished if the task is broken down into small enough chunks
10. Choice is better than no choice
11. The meaning of your communication is the response that you get
12. If one person can do something, it is possible to model it and teach it to someone else.
13. People already have all the resources they need. What they need is access to these resources at appropriate times and places
14. Communication is redundant. People communicate simultaneously in several systems
15. The mind and the body are part of the same system