



Vinsafe Data Solution

NLP TRAINING SESSION

<http://www.vinsafesolution.com>





► “One cannot not communicate” Paul Watzlawick

An Austrian-American family therapist, psychologist, communication theorist, and philosopher (1921-2007)



Neuro Linguistic Program

An approach to align communication and neuro process there by achieve personal development and behavioral changes.

created by Richard Bandler and John Grinder in California (USA) 1970s

* Neuro (Thoughts)

➤ Thoughts often are not in alignment with language.

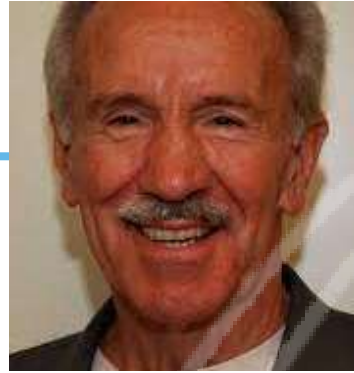
* Linguistic (words)

➤ Communication id the effect.

* Programming (Behavior)

➤ Understanding the brain process can make behavioral changes.

Co Founders.



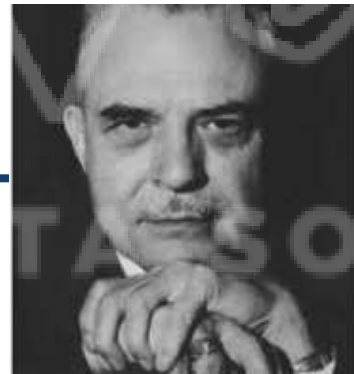
John Thomas Grinder

Co-Originator of NLP
Born 10 Jan 1940



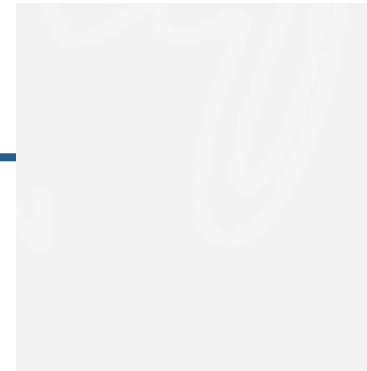
Richard Wayne Bandler

Co-Developer of NLP
Born 24 Feb 1950



Milton H Erickson

5 Dec. 1901 to 25 Mar.
1980





History of NLP



Beginning

Richard Bandler
and John
Grinder

1970

Research

Started in 1970
and took almost 5
years for
submitting the first
results.



Project submitted

1975

NLP Books
submitted to the
world



Frogs in to princes

1979

2nd book
a transcript of
an early
seminar on the
teachings



Vikram Dhar

2021

Global Gurus
Created the first
Indian NLP
academy after
scoring 12th Rank



Continues.. He is the most successful Guru in India now

2023

Global Guru
11th Rank



NLP COMMUNICATION MODEL

2. FILTERS TO 5-9 CHUNKS

1. GENERAL
2. DISTORTED
3. DELETED

1. EXTERNAL EVENTS

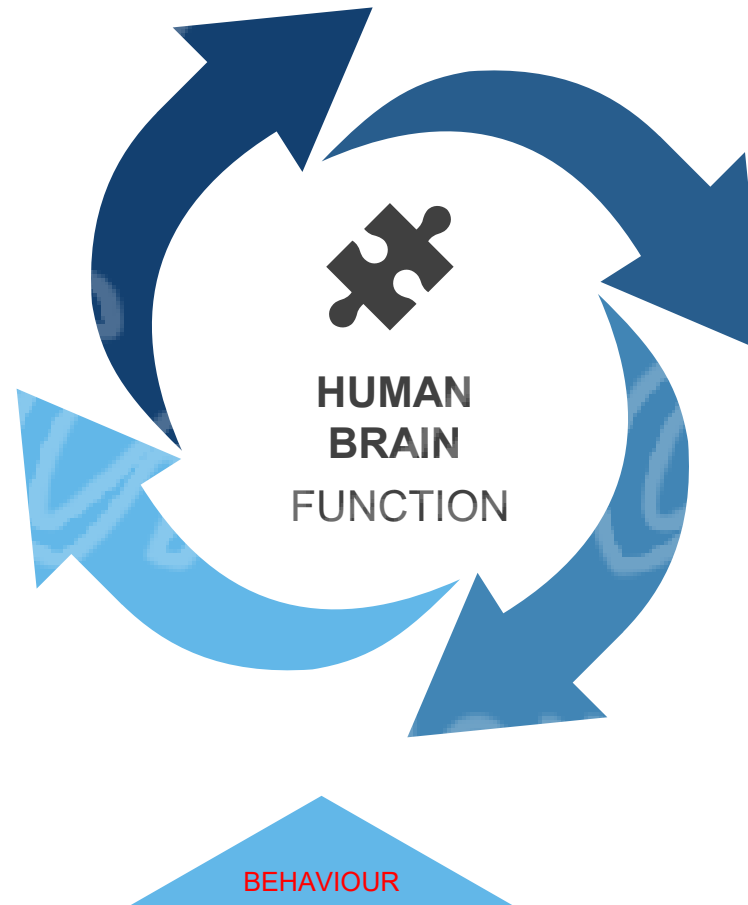
5 SENSES, 2 MILLION BITS OF INFORMATION

3. META PROGRAMS

1. VALUES
2. BELIEFS
3. PREVIOUS DECISIONS
4. MEMMORIES

4. OTHER INFLUENCES

1. INTRERNAL REPRESENTATION
2. STATE OF BEING
3. PHYSIOLOGY



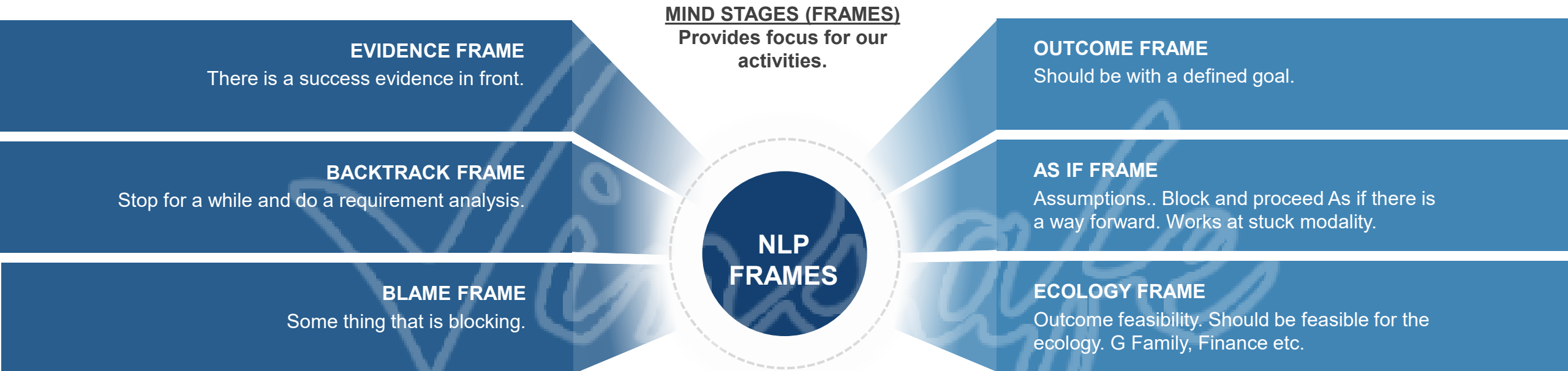


NLP Modalities





NLP COMMUNICATION FRAMES





Presuppositions- 1/2

12 presuppositions in
NLP.



These presuppositions will help you
solve complex issues in simple
communication.

01

UNIQUE /PERCEPTION

Map is not the territory.
World outside is the map
inside you

02

BEST CHOICE

Everyone makes the best
choice available to them
when they make it.

03

SUCCESS / FAILURE

There is no failure . Only
feedback learning.

04

EFFECT

The meaning of
communication is
the effect.

05

POSITIVE INTENTION

Behind every
behavior is an
unconscious
positive intention.

06

SOLUTION

There is a solution to
every problem.

05



Presuppositions 2/2

12 presuppositions in NLP.



These presuppositions will help you solve complex issues in simple communication.

07

RESOURCES

Resources we ever need are with in us.

08

INFLUENCE

Most flexibility in thinking and behavior are the most influencing.

09

CYBERNETICS

Mind and body are part of the same system

10

KNOWLEDGE / MEMORY

Results of sequences how the information is processed.

11

MIRROR RESOURCE

Mirror resource of others are the same with in you.

12

ALL CAN DO

If someone can do it anyone can do it.

05



Break
1pm to 2pm

“

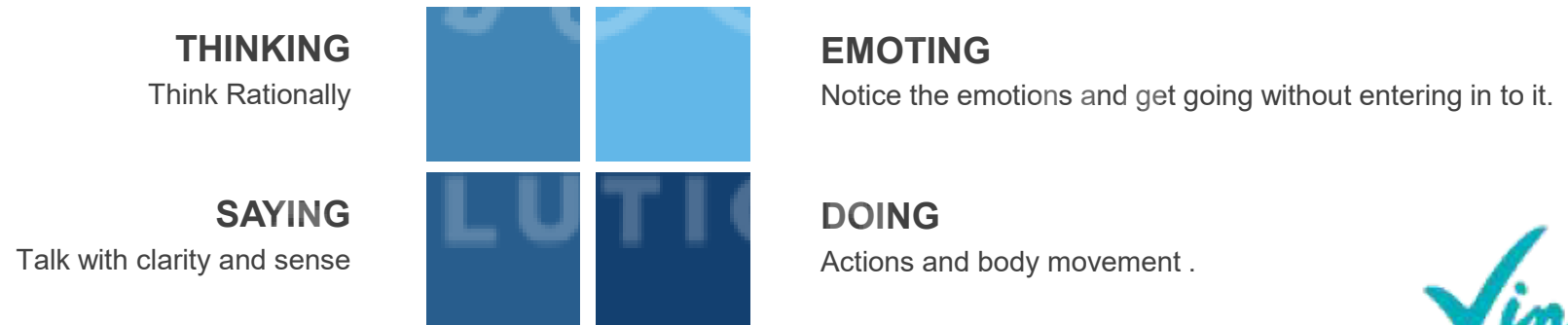
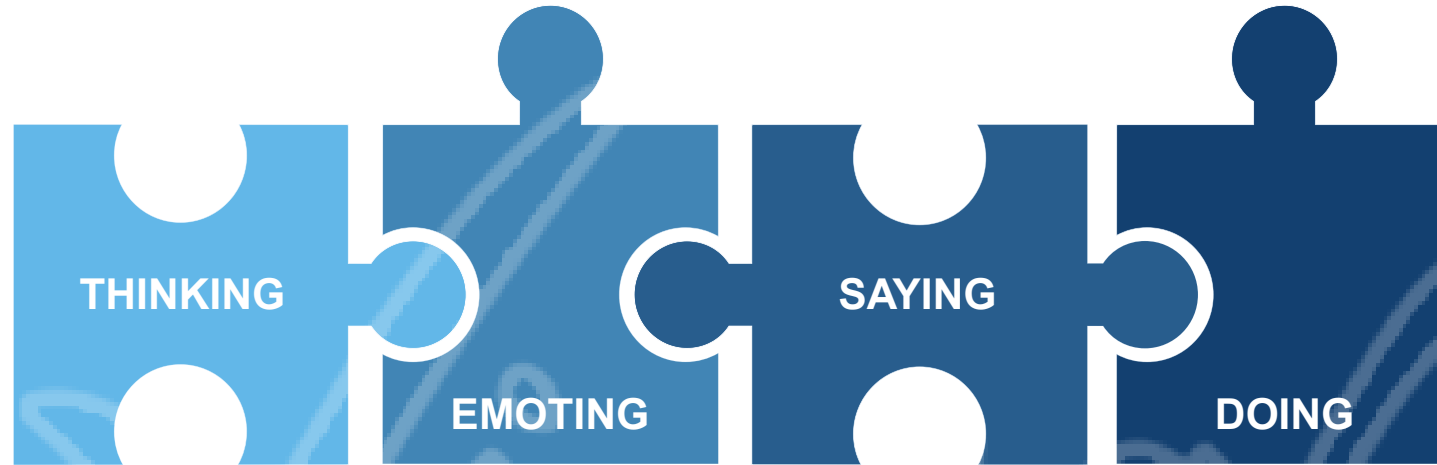
Conformity is the jailer of freedom and
enemy of growth .

John F Kennedy

”



Instant Rapport Building



USE ALL THE ABOVE WITH FULL EXTEND



Eye Accessing Clues 1/2

Very valuable clues regarding how humans use their eyes regarding conversations. Interchange **LEFT** and **RIGHT** according to your hand access.



VR

**Visually
Remembered**

Eyes up and to the **LEFT**.
Something you have
seen hence you
remembered it.

VC

**Visual
constructed**

Eyes up and to your
RIGHT. You have not
seen hence you
constructed it.

AR

**Auditory
Remembered**

Eyes on the horizontal
plane to your **LEFT**.
Something you have
heard before.



Eye Accessing Clues 2/2

Very valuable clues regarding how humans use their eyes regarding conversations. Interchange **LEFT** and **RIGHT** according to your hand access.



AC

**Auditory
Constructed**

Eyes on the horizontal
plane to your **RIGHT**.
You have not heard
hence you constructed.

AD

**Auditory
Digital**

Eyes down and to the
LEFT. Self-Talking

K

Kinesthetic

Eyes down and to the
RIGHT. Thinking bout
your feelings.



THANK YOU

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