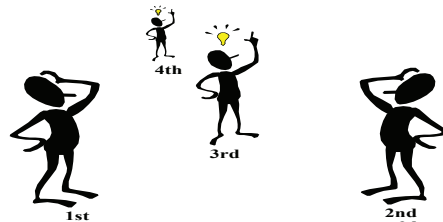


One of the pre-suppositions of NLP is:

The means of the communication is the response that you get. If I'm communicating something to you and you don't understand - whose fault is that? If you get angry or annoyed whose fault is that? This presupposition suggests that the lack of understanding is my responsibility not yours? So if I get a response I didn't expect I need to accept that the way in which I communicated resulted in that response. If I want a different response I need to change my communication not just keep saying the same thing in the same way over and over!

Which means difficult people are only difficult because we're not communicating and acting in a way that makes sense to them. Here's a process that provides us insight on how to change our communication. Please do have go – you might be surprised on what you discover?



Identify a person with whom you would like insight on how to behave differently with.

1. Pick a spot (1st position) and decide where to envisage the person with whom you wish to improve your relationship.
2. Stand in this 1st position 'looking' at the other person.
3. Fully associate yourself into the situation and notice what you are experiencing. What are you thinking? How are you communicating? What words and tone are you using? How are you feeling?
4. Move to the spot where you envisaged the other person (2nd position) and, in whatever way is best for you, associate into them. Imagine looking back at yourself in position 1.
5. As this other person looking back at you fully associate yourself into the situation and notice what you are experiencing. What are you thinking? How are you communicating? What words and tone are you using? How are you feeling?
6. Step into a neutral/disassociated position (3rd position) from where you can observe both the 1st and 2nd positions.
7. What do you observe? What insights do you gain about the relationship? What advice would you give you in that 1st position?
8. Step into a even more disassociated 4th position. One where you make a quick assessment of the feelings associated with the 1st and 2nd positions and noticing the advice given by the 3rd positions.
9. Do you have any further advice to give you in that first position?
10. Using the insights and advice given in the earlier steps now associate fully again into the 1st position. How is the situation different?
11. Briefly associate again into the 2nd position and observe the new you in the 1st position. Notice what's different?
12. Complete process by returning to 1st position.

You may already have a sense of feeling different towards the person. You may also only understand the impact of undertaking this process when you next meet the person and realise that something has shifted. We look forward to hearing how you get on.

Alison Smith is an inspirational and intuitive coach and facilitator. She specialises in giving her clients a kick start to get on track and develop passion in their lives. Alison is a Frameworks for Change Process (FCP) facilitator and also an INLPTA NLP master practitioner and trainer.