

NLP: The Difference Between Reading People and Guessing

NLP Mastery House

Purpose

NLP is a practical way of studying how people who are excellent at something actually do it, then passing that on so anyone can learn it. It's a model to be tested, not a theory to believe in.

The three letters

- **Neuro** — the nervous system: everything you know arrives as something you saw, heard, felt, smelt or tasted.
- **Linguistic** — language: how you talk about a problem shows how you've built it inside.
- **Programming** — the habitual patterns that run automatically. Patterns can be noticed, and noticed patterns can be changed.

Three operating principles worth carrying into every conversation

- **The map is not the territory** — you're never dealing with reality directly, only your map of it. Most problems live in the map.
- **The meaning of communication is the response you get** — what you intended matters less than what landed.
- **There is no failure, only feedback** — every result tells you something.

Quick win – five minutes

Pick one presupposition above. Ask yourself: "What comes to mind as I think about a current challenge, through this lens?" Write down what shifted.

Practice this week

Notice one moment where you got a response you didn't intend. Instead of explaining your intention, ask what you could do differently to get the response you actually want.



"NLP is a discovery, not an invention — the patterns of thought and behaviour that already work best in human experience."

— John Seymour, quoted by The Sentinel, DSΨ

One next action

- Apply one operating principle to one real situation this week.

Full training in Module 2 of the NLP Practitioner course.