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	Titolo	The Complete Guide to Understanding and Using NLP [[electronic resource]] : Neuro-Linguistic Programming Explained Simply
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	Nota di contenuto	Dedication; Table of Contents; Introduction; Chapter 1: What is Neuro-linguistic Programming?; The Four Learning Levels of NLP; History of NLP; Presuppositions of NLP; The Growth of NLP; Criticism of NLP; Chapter 2: What Can You Do with NLP?; What Do You Want NLP to Do for You?; The Value of NLP in Professional Settings; Use NLP to Align Values Around Success; Tools for Creating Rapport; Pacing for Rapport; The Value of NLP in Education; Use NLP in Your Personal Life; Chapter 3: The Pillars of NLP; Behavioral Flexibility; Sensory Acuity; Rapport; Outcome Thinking
		Chapter 4: Focus on the Outcome FrameOutcome Frame Defined; Chapter 5: Understanding Communication; How Do We Communicate?; Chapter 6: Metaprograms; Mental Processes; Filters that Determine How the World is Viewed; Common Factors in Resistance to Change; How to Use Metaprograms in NLP; Identifying Metaprograms; Chapter 7: Anchoring; Anchors and Future Pacing; Creating Positive Anchors; Using Anchors Effectively; Chapter 8: Submodalities; Fine Tuning Modalities (Representational Systems); Using the Swish Pattern to Make Behavioral Changes; Chapter 9: The Meta and Milton Models

Meta Model ProcessesUsing the Meta Model; The Milton Model; Chapter 10: NLP Patterns; Patterns are Directions for Creating Effective Experiences; Presentation of Several Basic Patterns; Additional Patterns; Conclusion; NLP in Sales; NLP for Successful Communication; NLP in Education; NLP for Personal Change; NLP for Understanding Motivation; Presuppositions; References for Further Study; Glossary; Bibliography; Author Biography

Sommario/riassunto	When it first developed in the 1970s by Richard Bandler and John Grinder, Neuro-Linguistic Programming or NLP was considered a great advancement in psychotherapy and was widely studied as a means by which to subjectively study language, communication and personal change. Today, it is a highly successful means by which individuals such as yourself can not only get better in touch with yourself and how you interact with the world through language and other forms of communication, but to better understand those around you and make enhanced decisions through understanding. This book was written t