Overview

• Scope & introduction
• What is Neuro Linguistic Programming?
• Communication Styles
  ➤ Visual Communicator
  ➤ Auditory Communicator
  ➤ Kinesthetic Communicator
• Rapport
• What affects communication?
• Matching and Mirroring
• Test results
• Conclusion
« You have NO clue about what is going on in someone else's brain... »
finished files are the result of scientific study combined with the experience of many years
finished files are the result of scientific study combined with the experience of many years
Neuro Linguistic Programming

Definition

- Developed by Richard BANDLER & John GRINDER
- Analysis of thinking processes of extraordinary people
- Use these processes in a therapeutic way
- A collection of methods with a very strong impact
- Treats a broad scala of problems in a quick & efficient way

The whole of internal information processing is mostly called « thinking »

B & G split up « thinking » in the different sensorial modalities these processes use
Neuro Linguistic Programming
Neuro Linguistic Programming
Exercise
Eye Movements

Visual Construction

Auditory Construction

Kinesthetic

Visual Recall

Auditory Recall

Auditory

Auditory Recall

Auditory Digital

5% Vice Versa
Eye Movements
- Uses pictures to process information
- They have a « slide projector » in their brain
Visual Communicator

Body Movements

- Move fast
- Walk fast
- Sweeping hand gestures
- Often found nervous & rushing
Visual Communicator

Speech Patterns

• Talk fast
• Often use wrong words (and don’t care)
• Ondulating voice
• Key words:
  ➔ See
  ➔ Look
  ➔ Imagine
- Eyes look up
- Straight ahead and de-focus
• Uses words and sounds to process information
• They have a «tape recorder» in their brain
Auditory Communicator

Body Movements

- Move slower than visual
- Walk at a moderate pace
- More reserved hand movements
Auditory Communicator

Speech Patterns

- Take their time when talking so as to not use words incorrectly
- Like big vocabulary words
- More monotone in their inflection
- Key words:
  - Hear
  - Listen, sounds
Auditory Communicator
Eye Patterns

- Look left to right at ear level
• Uses feelings to process information
• Perhaps the most misunderstood individual in our society
Kinesthetic Communicator

Body Movements

- Move much slower
- Often touch people as a show of affection
• Talk much slower
• Often have pauses in their speech
• Deep breathes between thoughts
Kinesthetic Communicator

Eye Patterns

- Look down
- Close eyes to think
• What is rapport?
• How to establish rapport?
What Affects Communication?

- Physiology: 55%
- Voice Qualities: 38%
- Words: 7%
Matching & Mirroring

- I rapport is a « feeling of commonality » , what we need to do is give people the sense that we are « like them »
- We do this by matching & mirroring their communication style to make them feel more comfortable
The Process
The Process

Type casting → Rapport → Match & Mirror
The Process

Type casting → Rapport → Match & Mirror

Problem solving

Determine Problem → Testing
How this affects training
How this affects training

- A trainer must interact with all 3 communication styles
- Trainers who don’t understand communication styles are less patient with their athletes
- In order to maintain rapport with the athletes, he must enter their communication ‘world’
3 X 20 Standard Rifle

Graph showing test results from 1-Feb to 1-Apr.
Conclusion

Talent + will

Talent + will + work

mental coaching

Talent
Don’t always believe your eyes
Thank You For Your Attention