

Programming For Excellence

Neuro Linguistic Programming or NLP is all about our five senses. These five senses as we now know give a form to our experiences. The combination of the filters through which we operate (see the earlier articles on NLP in this series) makes them pleasant or unpleasant. Thus to emulate excellence it is important to understand the program which triggers it. The key to success lies in decoding our programs and correcting them to trigger excellence.

To emulate excellence we need to first understand what is programming all about. We will discuss simple programs for easy and speedy understanding. Let us take an example of an effective teacher. The program is definitely a combination of the way the five senses are used. An effective teacher first sees the classroom, which is a visual interpretation. After making sure that the classroom is in good shape goes and gives final touches to the lecture. Subsequently on entering the classroom lovingly greets the students and then starts the lecture. The lecture comprises of combination of words, which are visual, auditory and kinesthetic to cater to the linguistic preferences of all in the classroom.

Let us now map out the strategy or the program code:

First a Visual (external impulse) then into preparation which is internal talk or auditory (internal). After preparation gets a confident feeling, which is kinesthetic (internal) and then a talk suitable for all which is auditory external comprising of all linguistic preferences. Some teachers may also choose to use room fresheners for olfactory senses.

Let us now map the strategy coding:

V (e)-- A (i)--K (i)--A (e)

Where V stands for visual, A for auditory and K for kinesthetic.

An ineffective teacher may not see the classroom first and may also come unprepared. The linguistic pattern may also not be acceptable to all thus finding the lecture boring. A foul smell in the room may further add to the uneasiness.

Let us look at a strategy for holding a successful corporate meeting. All successful meetings start on time. Time factor makes people get into the right frame of mind in advance. The room is kept clean and the agenda is made available in advance. The room is also kept adequately lighted and fragrant. The food served is also of good quality and the presentation has the mix of visuals, auditory and feelings linguistic patterns. The meeting gets over in time and thus gives an overall feeling of satisfaction. Let us now map the strategy. This is essentially set to satisfy all the senses of the people attending the meeting and the experience then being of completeness.

Kinesthetic (internal, time satisfaction)--Visual (external, room clean with all people in place)-- Olfactory (fresh smell of fragrance)-- Auditory (external, presentation)--Gustatory (food)--Kinesthetic (internal of a fruitful & well organized meeting) leading to a satisfaction of delegates which is Kinesthetic (internal)

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We have an unconscious program, which makes us feel good, when we enter religious places. Let us take an example of a temple. There is an idol with a lamp, a great visual impact associated with a kinesthetic feeling. Then we have prayers and chanting going on in the background, which is an auditory impact giving rise to kinesthetic internal. Flowers add to visual and olfactory impact. Burning of fragrant sticks also adds to the olfactory impact. When we pray it is a great kinesthetic internal impact. In the end we leave with a gustatory satisfaction in form of some food offering given to us which also triggers a deep kinesthetic feeling. Of course the divinity of the place adds to the feelings of the devotee, which we cannot include in the program or account for in the technique. We need to accept divinity in all its grace. However the moment we are out of the temple we feel very disgusted with the traffic and the pollution triggering off a completely different program.

Thus you can appreciate that your programs decide your abilities and effectiveness. It is an application of the NLP belief " If one person can do it, then anyone can learn to do it". It works in all situations. Programming can be used as a therapy for making behavioral changes. It can also be used as a de-addiction tool. Various forms of NLP have existed in our scriptures too. Meditation and stress management techniques extensively use NLP. Every organization is programmed and NLP can find place as a great tool in corporate management. NLP thus finds place in all areas of human excellence so go ahead and experiment with NLP.