

NEUROLINGUISTIC PROGRAMMING (NLP) IS A MODELING, ACTION, AND EFFECTIVE COMMUNICATION

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Abstract. The article discusses the possibility of applying neuro-linguistic programming (NLP) to teaching English. Neuro-Linguistic Programming is referred to as NLP. These are systems theory in cybernetics, transformational grammar in linguistics, and neuroscience. The recommended strategies and approaches are listed, along with the advantages and disadvantages of each. Since learning a foreign language is a difficult and complex talent, it must be modeled by dividing it down into multiple related abilities. Using NLP technologies, you may uncover a number of intriguing aspects that are frequently hidden from English language teachers. They consist of nonverbal responses, anchor acts, behavioral patterns, underlying presumptions, strategies, and eye movements, among other things. One can imitate learning a language.

Keywords: *neuro-linguistic programming, environment, abilities, beliefs, values, identity, mission.*

Neuro-linguistic programming (NLP) is a discipline that focuses on enhancing communication skills and personal growth. Supporters of this method contend that people may change their lives and consciously affect the lives of others by employing specific cognitive and behavioral tactics.

Important components of neuro-linguistic programming include modeling, action, and efficient communication. It is thought that if someone can figure out how someone else completes a task, they may replicate that behavior and share it with others, enabling them to complete the work as well. Neuro-linguistic programming proponents contend that each person has a unique reality map. NLP practitioners examine both their own and other viewpoints to produce a methodical summary of a given circumstance. An NLP user can learn by comprehending many points of view. Supporters of this school of thought contend that the body and intellect are interdependent and that the senses are essential for processing information. The method used in neuro-linguistic programming is experiential. Therefore, if a person wants to understand an action, they must perform that same action to learn from the experience.

NLP practitioners believe there are natural hierarchies of learning, communication, and change. The six logical levels of change are:

- **Purpose and spirituality:** This can be involvement in something larger than oneself, such as religion, ethics, or another system. This is the highest level of change.
- **Identity:** Identity is the person you perceive yourself to be and includes your responsibilities and the roles you play in life.
- **Beliefs and values:** These are your personal belief system and the issues that matter to you.

- **Capabilities and skills:** These are your abilities and what you can do.
- **Behaviors:** Behaviors are the specific actions you perform.
- **Environment:** Your environment is your context or setting, including any other people around you. This is the lowest level of change.
- Each logical level's function is to arrange and guide the data underneath it. Therefore, altering one level may have an impact on another level. On the other hand, NLP theory states that altering a higher level will likewise alter lower levels.

The acronym NLP encompasses three fundamental principles:

Neuro — reception of information through the senses, as well as all neural processes of its processing.

Linguistics is the language, words and phrases that people use to communicate with each other, as well as to think.

Programming is the control of everyday actions, clear algorithms and patterns of thinking and behavior.

By employing specific gestures, behaviors, words, and phrases, an individual can effortlessly establish trust, elicit positive emotions from the listener on an instinctive level, and persuade effectively.

And a person can influence not only others, but also himself. NLP supporters try to control their words and thoughts, and use self-hypnosis. They believe that the simple phrases we say to ourselves affect the state and development of our personality.

Neuro-linguistic programming is recognized as a pseudoscience, and all experiments in this field are insufficiently reliable. At the same time, the authors and “experts” of the theory continue to write books, produce online courses, run marathons and earn money from it.

Whether NLP techniques actually work is unknown. But some psychological techniques are actively used in politics, sales, negotiations, and pedagogy.

Neuro-linguistic programming was first established in the United States during the early 1970s. The concept was primarily shaped by the collaborative efforts of psychology student Richard Bandler and linguistics professor John Grinder. Subsequently, they were joined by psychotherapist Virginia Satir, Fritz Perls, Milton Erickson, anthropologist Gregory Bateson, and linguist Alfred Korzybski.

Bandler and Grinder outlined their work in the book *The Structure of Magic* (1975). The concept quickly began to bring the authors a lot of money — they conducted trainings and actively promoted the methodology around the world.

Bandler's courses were attended by speaker and broker Jordan Belfort, the prototype of Leonardo DiCaprio's character in the film *The Wolf of Wall Street*, who was tried for fraud and money laundering.

NLP uses individual and group practices. The authors of the methodology claim that there are more than a hundred of them. Let's give an example of some of the most popular techniques.

Modeling. To achieve success similar to Steve Jobs, it is essential to emulate his way of thinking, dressing, speaking, and behaving. Additionally, it is important to surround oneself with individuals who embody the qualities you aspire to possess.

An affirmation. Repeating affirmations like "I am successful, I draw people towards me, I am a magnet for wealth" on a daily basis is crucial to aligning oneself with positive thinking and manifesting desired outcomes in life.



Framing. This concept is exemplified by the saying: "If I am unable to alter the circumstances, I can alter my perspective towards it." It is crucial to approach the issue or occurrence from a fresh perspective, derive insights, and identify the favorable aspects.

Creating an anchor. Supporters of NLP claim that individuals have the ability to establish a connection between a certain color, taste, smell, or sound and particular emotions. For instance, one can associate feelings of happiness or tranquility with a specific stimulus. By touching my earlobe, I effectively managed external influences.

Hypnosis and self-hypnosis. They affect the subconscious of a person, sometimes in a form hidden from the object.

One method utilized in NLP hypnosis involves Milton Erickson's triple helix technique. This approach requires an individual to share three separate stories with their conversation partner. Initially, the individual shares the first story, but just before its conclusion, transitions abruptly to the second story without any connection. Following this, the individual shares a third story, which conveys the primary message of importance. Finally, the individual concludes by finishing the second and first stories.

The narrative may appear to be a chaotic emotional tale, however, it is actually meticulously constructed. The expectation is that the audience will start searching for connections among the different stories. During this moment, the listener's mind is at its most open, allowing the central message to seep directly into the subconscious.

Supporters of this theory argue that non-verbal communication, such as gestures and facial expressions, plays a significant role in how individuals interpret and convey information. Through the manipulation of arm and leg positions, posture, and smiles, individuals have the ability to exert influence over their audience and conversational partners.

The aforementioned suggestions can be summarized as follows: individuals in the role of speakers and politicians ought to display open palms, while sales managers should refrain from crossing their legs and arms during conversations with clients. Furthermore, it is advisable to mirror the gestures of the person you are conversing with and even synchronize your breathing rhythm with theirs.

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