

## **HIA NLP**

[www.hiachievement.com.au](http://www.hiachievement.com.au)

NLP & Neuro Semantics Perth

Western Australia

Ph. (08) 9458 9709

[achieve@hiachievement.com.au](mailto:achieve@hiachievement.com.au)



### **Belief change agents**

What is a belief well it's just a map according to NLP's presupposition. A map that can be re-mapped, enhanced, triggered/elicited or even out framed? Yes! And so much more.

Up till now beliefs were real but truth is they don't exist – be it a thought, belief, idea, emotions, self image, concept etc they aren't real so people have never **held** (or for that matter touched, heard, seen, plucked, pushed etc) someone else's belief. It's impossible they all apart of mind and the sensory apparatus transducing stimuli into electro-chemical information so the human brain can comprehend it and then store that in memory short term or long. Since we're discussing belief change agents let continue to call them beliefs.

NLP has long possessed the technology to change beliefs. There are many ways to change a belief and even the first step, realising what the old belief was held in homeostasis, can aid the change itself. So much is achieved and some great eureka experiences result from just naming the belief or limiting state.

Some popular belief and behavior change agents in NLP are the 'Six step reframe' and the "Swish pattern." Others might involve sub parts of an intervention that is, linguistically bleeding the batteries of the limiting belief using the meta model, sub modality interventions, collapsing anchors, strategy installations and so on. The meta states model now offers by far the most elegant change processes but today we'll go with an oldie but a goodie.

It is important to illustrate that change comes in three forms, there are first order and second order change. A first order change is a remedial change. These are anchoring, change personal history

and new behavior generator etc. Second order change is what is known as a generative change. If remedial is feed a man a fish then generative is teach a man how to fish. A generative change is one that can perpetuate. One final note worth mentioning is that NLP in itself is an evolutionary field and catalyst for change. Essentially teaching a person to teach others how to fish being Meta, above and about the subject of simply teaching a man how to fish.

### **Six-step reframe**

The six-step reframe first appeared in the NLP book *Frogs into Princes* (p. 137 – 139) by the co-creators John Grinder and Richard Bandler.

In a nutshell the six-step reframe is reframing a positive intention behind poor or less desirable behavior. It addresses secondary gains works with mild trance and utilises creativity from unconscious resources.

Here are the basic steps:

1. Identify the behavior to change
2. Set up signals with the part running the behavior
3. Identify the positive intention behind the behavior
4. Generate a number of possible alternative behaviors which will equally satisfy the same intent
5. Choose the favored three replacement behaviors
6. Check for ecology regarding the change.

Full standard six-step reframe

1. Identify the problem to be changed. It usually is in some format like 'I want to stop X behavior but I can't'. I would like to act with Y behavior but something is stopping me'. Again as a facilitator you don't need to know the problem behavior this can be covert therapy. Also this is an appropriate time to thank the part that is running that behavior.
2. Ask for the part responsible for that old behavior if it is willing to communicate. Ask them to be aware of what they see hear and feel. (Calibrate their responses) An unconscious

signal cannot be reproduced consciously. Check if they can reproduce this response consciously. If they can reproduce the signal ask for another signal. Though this seems odd, note that if you consciously controlled the problem you would just stop it and wouldn't be reframing it (O'Connor & Seymour 1990). Have you ever agreed to something you knew wasn't right. Involuntary signals and behaviors occur like a sinking feeling in your stomach, voice tone changes and posture changes. These are unconscious shifts or signals. Can you control the feeling when a person asks you to work when you know you could be with family? Ask for a yes and no signal.

3. Thank the part for co-operating and then ask if the part will reveal the intention behind this behavior.
  - a. With a yes then proceed to ask for the positive intention behind this behavior. Continue to ask if there any higher intentions for the behavior. This intention will usually surprise the conscious mind.
  - b. If there is a no signal ask under what circumstances it would be willing to reveal the positive intention. This can help you find out more about what the part is trying to achieve. Further ask if there were a way the same intention could be fulfilled better or more appropriately would it be willing to try them out. If another no comes then the signals are jumbled.
4. Now ask if the part will communicate with the creative part of their mind. Allow the creativity in the person to generate at least 3 new possible behaviors. These must satisfy the positive intention. Thank the creative part also.
5. Now ask if the part will adopt these new responses or behaviors for 2-3 weeks. Remind the part that the old behavior is still possible or an option if there is any objection to the newly created behaviors.
6. Finally check for ecology. Ask if there is any part of you that is dissatisfied with this change. If there is any signal check if it is a genuine objection. If all interested parties have no objection ok. Be certain however and congruent, if there is any inconsistency some other part may try to sabotage later.