

INTRODUCERE ÎN NLP

NLP INTRODUCTION

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Abstract: NLP or Neuro-Linguistic Programming can be explained as a methodology termed *modeling* and a set of techniques that were derived from its initial applications by Richard Bandler and John Grinders. Based on NLP principals and presumptions, seen from a very high level, NLP connects the language with the thoughts and the actions of a person, showing the interdependence and the influence between them. Characterized by a very intuitive approach, NLP has an intellectual history and a philosophical fundament, being metamorphosed into a program for self-development. Its origins are deeply rooted culturally; the first elements of what we know as NLP today were crystalizing with William James and his subjective time psychological experiences and embracing the idea that we are co-creators of the world we live in, being responsible for the way we perceive the world and the way we act as a consequence of that experience.

Keywords: models, values, beliefs, strategy, motivation, change, neurolinguistic.