

NLP Beliefs of Excellence

- **The map is not the territory.** Everyone has a unique perception of the world. Respect other peoples' maps of the world. See Lecture 24
- **There is no failure, only feedback.** Every experience provides feedback for the next time. See Lecture 23
- **Behind every behavior is a positive intention.** Even if the intention is not good for us, it is good for someone else
- **Everyone makes the best choice available to them at the time they make it.** The choices one makes are an outcome of one's unique personal history. A choice made is the best possible available at the time
- **The meaning of communication is the effect.** It doesn't matter what one means to say, the *meaning* comes from how a listener hears and responds to it
- **There is a solution to every problem.** All problems were once a solution
- **We have all the resources we will ever need within us.** Even if we don't have something, we have the resource to identify what we need to get it
- **The person with the most flexibility (in thinking and behavior) has the greatest influence.** Flexibility enables one to maneuver in situations with ease
- **Mind and body are part of the same system.** Look after one & both will feel the benefit. Abuse one, both will feel the effect
- **If one person can do it, anyone can do it.** What we recognize in others is true about ourselves. If you can spot, it you've got it.
- **The way to understand is to do.** Learn a process to understand better
- **We cannot not communicate.** We are always communicating: with words, body language, eye movements & we communicate with ourselves in thoughts
- **All people are magnificent; in their own individual way**