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# Neurolinguistic Psychotherapy

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A Postmodern Perspective

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# Contents

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<i>Acknowledgements</i>	vii
<i>Series preface</i>	ix
Introduction	1
1 Founding principles of NLP	14
2 Neurolinguistic psychotherapy in context	38
3 A perspective on personality	57
4 Neurological processes	72
5 The psychology of language	88
6 Patterns of programming	107
7 Reframing internal belief structures	124
8 Therapy in practice	141
9 A postmodern approach	160
<i>References</i>	175
<i>Index</i>	183

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# Introduction

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Erickson told a story about when he was growing up.

Erickson had polio when he was 17, but before that he was a fairly active kid who lived in a farming area in Wisconsin for much of his growing-up years.

He told a story about how he was with friends one time a few miles away from his home. People didn't travel very far from their homes at that point and he and his friends were unfamiliar with this area.

They were travelling down a country road and a horse which had obviously thrown its rider ran past them. Its reins were all askew and it was very skittish. He and his friends chased the horse into a farmyard, and when they got into the farmyard, they caught the horse and calmed it down. Then Erickson announced, 'I'm going to take this horse back home, back to its owner.' His friends said, 'We don't even know whose horse this is. How're you gonna do that?' Erickson said, 'That's all right.' He jumped up on the horse, told the horse to giddyup and the horse went out of the farmyard and took a right turn onto the road. Erickson spurred him on down the road. As they were riding down the road, every once in a while the horse tried to go off the road and eat some wheat or some hay. Erickson just steered him back on the road and spurred him on. A few miles down the road, the horse turned and went into another farmyard. The farmer heard the commotion and came out and exclaimed, 'That there's my horse. How did you know how to bring my horse home? I've never met you. You didn't know that was my horse.' Erickson said 'That's right, I didn't know where to bring the horse, but the horse knew the way. All I did was to keep him on the road and keep him moving.'

When he told that story, Erickson ended with the moral, 'I think that's how you do psychotherapy.'

(O'Hanlon & Bertolino, 1992, pp. 15–16)

The discipline known as NLP began, before it had a name, with an interdisciplinary community of people (Richard Bandler, John Grinder,

Leslie Cameron, Mary Beth Megus, David Gordon, Robert Dilts, and myself, to name but a few). We were motivated by a shared curiosity about how we know, about how we learn, how we communicate, and how we change. And how we can influence the process of change in a well-formed, ecological way. The patterns of NLP were not imparted to us, but unfolded in our learning.

(DeLozier, 1995)

### **The emergence of neurolinguistic psychotherapy as a therapeutic modality**

Neurolinguistic psychotherapy emerged out of the development of neuro-linguistic programming (NLP), a psychology of performance excellence that was developed by Bandler and Grinder.\* In the mid-1980s therapists within the UK became interested in NLP and started to integrate some of the underlying principles of the technology into their psychotherapeutic practice. As this interest developed over time, the Association of NLP (ANLP) formed a counselling and psychotherapy section and joined UKCP (UK Council for Psychotherapy) in 1992. By 1996 this section of ANLP started to separate from mainstream NLP and a formal division, ANLP-PCS (Association for NLP – Psychotherapy and Counselling Section), was created that could represent neurolinguistic psychotherapy in the wider therapy field. Therapists such as Brion, Burt, Chalfont, Clarkson, Gawler-Wright, Janes and Lawley recognised that there was a need for neurolinguistic psychotherapy to be developed separately to NLP and an independent legal entity was set up, formally separating ANLP-PCS from ANLP in 2000. By 2002, ANLP-PCS changed its name and became The Neurolinguistic Psychotherapy and Counselling Association (NLPtCA), representing approximately 70 therapists registered with UKCP. During this time, my role was initially that of training standards officer, and I worked closely with Gawler-Wright to consider how standards could be developed to ensure that they were more flexible and had a greater emphasis on generic psychotherapy rather than proceduralised models generated from the methodology of NLP. Later in 2002, I served as Chair of NLPtCA and represented the modality within UKCP, particularly on the NHS Committee prior to being elected as Vice Chair and then Chair of UKCP. This platform has enabled neurolinguistic psychotherapy to be represented at a number of levels and has been used to inform the development of the field.

Since 2000, there has been a considerable expansion in the number of psychotherapists from a range of modalities using neurolinguistic psychotherapy as an additional skill set. Neurolinguistic psychotherapy is currently

\* Please note that the abbreviation ‘NLP’ throughout this book refers to neurolinguistic programming as opposed to neurolinguistic psychotherapy.

represented by an accrediting member organisation within the Experiential Constructivist Section of UKCP and there are also two Member Organisations that represent neurolinguistic psychotherapy as a wider therapeutic approach within the Hypnopsychotherapy Section of UKCP. These two institutes are BeeLeaf Institute for Contemporary Psychotherapy and my own Awaken School of Outcome Oriented Psychotherapy, which I run with my husband and other colleagues. Awaken and BeeLeaf, founded by Pamela Gawler-Wright in 1993, continue to collaborate in the development of training and registration of psychotherapists in the modality, as well as furthering the community's commitment to enhancing its theoretical and research basis.

### **Purpose of the book**

The purpose of this book is to consider the relationship between neurolinguistic psychotherapy and psychotherapy in general. The field of neurolinguistic psychotherapy, as alluded to earlier, is represented within two sections of UKCP. There are a number of reasons why the modality is held within these two sections, as follows:

- Neurolinguistic psychotherapy has emerged from the work of three therapists: Erickson, a psychiatrist and hypnotherapist; Satir, a family therapist; and Perls, a gestalt therapist. As a modality it could be represented through family and systemic therapy, humanistic and integrative therapy (the preferred home of gestalt therapists), or hypnotherapy.
- Neurolinguistic psychotherapy is a brief outcome-oriented therapy, therefore a few individuals in the field have argued that there is little need for personal therapy as part of the training requirement, while most regard the weekly commitment to therapy to be contrary to strategic therapeutic treatment plans, hence it will not meet the needs required of humanistic and integrative psychotherapists.
- Only a very small amount of Perls's work is credited within the modality, although much of it is grounded in his practices of skilled facilitation of experiential sensing of reality, therefore it cannot be seen to represent accurately the entirety of gestalt therapy.
- The work of Satir that predominantly influenced Bandler and Grinder was her use of specific questioning processes, later referred to as the meta-model, and her work on parts or roles that individuals adopted within families. Although she worked systemically with her clients, this has not been incorporated significantly within NLP and therefore is under-represented in some presentations of neurolinguistic psychotherapy. The systemic aspects that neurolinguistic psychotherapy has

adopted more widely are those of Bateson and Dilts and working with the ecology of the self system. This has been added to by Gilligan and his theories on self-relations.

- In considering the influence that Erickson has had on the development of neurolinguistic psychotherapy, and in particular some of his students and contemporaries, such as Haley, Rossi, Rosen, O'Hanlon and Gilligan, there has been a natural leaning towards more unconscious communication and integration. This has influenced considerably the work of Gawler-Wright, who represents contemporary neurolinguistic psychotherapy within the Hypnotherapy Section of UKCP, as do my own trainings.
- One of the basic philosophical tenets of neurolinguistic psychotherapy that underpinned the work of Erickson, Satir and Perls was that *everyone lives in their own model of the world*. This forms the basis of constructivism, and NLPtCA continues to find its home within the experiential and constructivist section of UKCP.
- The modality as it is represented in its purest sense is struggling to find its place within the wider theoretical models represented in psychotherapy. There is very little literature available that references neurolinguistic psychotherapy, and I would hope that this book will encourage a wider debate within the field. McDermott and Jago co-authored a book in 2001 on *Brief NLP Therapy*, and there is also literature by Gawler-Wright, and Lawley and Tomkins that has added to the field. Gawler-Wright is a well-respected Ericksonian therapist and her thinking moves neurolinguistic psychotherapy into the contemporary world through the work of Erickson, Rossi and Gilligan. Lawley and Tompkins have developed further the work of Grove and there is now an increasing level of interest in the use of Clean Language processes as a therapeutic model. Kostere and Malatesta, Bolstad and NLPtCA have stayed closer to a later modelling of NLP by such contributors as Andreas, James and Woodsmall as a psychology that offers a set of applications and procedures within psychotherapy rather than a psychotherapeutic process.

Within the book, I present developing and new ideas in the work of neurolinguistic psychotherapy, and bring together the founding principles of the therapists as originally modelled by Bandler and Grinder. The book considers the roots of constructivism and systems thinking as a basis for a therapeutic model. It includes the concept that neurolinguistic psychotherapy is a methodology rather than just a method applied within a given context, and what this means for the therapist in practice. It also aims to raise questions in the reader's mind about the place of unconscious processes and depth relational therapy within the context of neurolinguistic psychotherapy.

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## Psychotherapy or applied psychology?

A dichotomy exists within the neurolinguistic psychotherapy field that creates a challenge for neurolinguistic psychotherapists. There is a tendency by some therapists to develop neurolinguistic psychotherapy as a behaviourist model of an applied psychology, whereas others, and I include myself here, prefer to see neurolinguistic psychotherapy embedded in the roots of constructivism, hypnopsychotherapy and relational psychotherapy. I aim to present a debate on these apparent opposites and build on the work of Lawley and Tompkins (2006), who conceptualise the two approaches as being synergistic. They refer to the main principle of neurolinguistic psychotherapy as enabling the client to *change their existing model of the world* (p. 35). This means that any model that the therapist builds changes as they work with clients. By using ‘the client’s patterns of behaviour . . . to construct a model of the client’s internal processes . . . the therapist attempts to figure out *how the structure* of the client’s subjective experience so consistently gets them the results they get’ (p. 35). The therapist works with the subjective experience of the client to ‘direct the client’s attention’ (p. 35) and to ‘use their own body and voice for maximum therapeutic effect’ (p. 35).

Just as NLP is a model of a model, and is based on subjective experience, so is my own interpretation of neurolinguistic psychotherapy. I wish to respect the range of maps that currently exist within neurolinguistic psychotherapy and hope to create a space whereby more maps might be considered, while at the same time recognising that the only territory that matters in therapy is that of the client and much of that lies undiscovered.

NLP per se is portrayed as a methodology, which, when applied, can be effective in facilitating a client to change their behaviours and thereby their results. What is missing from this and mainstream literature on NLP is the wider therapeutic perspective of Erickson, Satir and Perls. This was over and above the aspects that Bandler and Grinder modelled, with various elements from each of the therapists originally modelled now influencing the work of therapists today. Chapter 1 provides the historical and conceptual overview of NLP from its roots through to a model of psychotherapy. The remainder of the book will consider a wider perspective of psychotherapy and bring in new theories to enhance the original model of NLP and neurolinguistic psychotherapy.

Although Bandler and Grinder modelled the linguistic components of Erickson’s work, and this rightly has its place in the success of NLP today, it would be naïve to consider that this is ‘all’ that made Erickson’s work a success. In this book, I aim to develop this early work, by bringing to mind the work of Erickson that has been so elegantly captured by Rossi, Haley and O’Hanlon. To consider only the linguistic structure of Erickson’s work is to leave out the essence of what made him such an effective therapist who

dared to go to places that many therapists are reluctant to consider. I would hope that in this book I will encourage therapists to look beyond the method, tools and techniques that are now the trademark of NLP and bring to life much of what was successful in Erickson's work.

For a number of years, books on NLP were relegated to the 'black magic' section of the bookshop, and NLP has not helped itself by portraying the methodology as a panacea. Within the NLP community, therapists started to recognise the benefits of NLP in a therapy setting, and were able to extract and utilise certain aspects of the model to facilitate change in their clients. Many more therapists from a huge variety of modalities, deliberately or intuitively utilising the principles and skills that NLP described, found the clarity of these descriptions highly useful in aiding cognitive awareness of what made the psychotherapy they practised successful. Over the past ten years there has been a groundswell of therapists who continue to influence neurolinguistic psychotherapy as a therapy that is robust, ecological and effective at facilitating spiritual, mental, emotional and physical well-being in clients. The concept of modelling has remained at the core of the therapists' work, integrating the work of others who modelled Erickson at a similar time to Bandler and Grinder, such as Rossi, Haley, Rosen, O'Hanlon and Gilligan.

A second generation of Ericksonian psychotherapists, schooled in both psychotherapy and NLP, are building on the principles of systemic NLP. They emphasise the purpose of psychotherapy as building the relationship, or co-created 'field', between cognitive (linguistic) and somatic (neurological/emotional) intelligence. Encapsulated in Stephen Gilligan's term 'self-relations', and highlighted in the work of Gawler-Wright (1999), this development reclaims Erickson's sense that the purpose of psychotherapy is to rebuild the supportive rapport between conscious and unconscious mind. These interdependent minds can lose communication and come into conflict because they have different characteristics, language and function, and because they are differently received and expressed in the person's social and cultural environment. While bearing some resemblance to Freud's id-ego-superego conflict (regarded as an ultimately pessimistic standpoint), systemic NLP and self-relations embrace Erickson's incorrigible optimism in the human being as a creative, autonomous and self-balancing system that is seeking well-being, even in the presentation of symptoms. Through a process of 'sponsorship' between the cognitive and somatic minds, self-relations seeks to promote a creative dialogue of appreciation and wonder, expressing itself through the humane languages of sensation, metaphor and behavioural autopoiesis.

Returning then to the work of Erickson: in his foreword to Bandler and Grinder's (1975a) modelling of his language patterns, he expressed caution about assuming that it was the linguistic patterns that were the key to the success of his work.



Although this book by Richard Bandler and John Grinder . . . is far from being a complete description of my methodologies, as they so clearly state it is a much better explanation of how I work than I, myself, can give. I know what I do, but to explain how I do it is much too difficult for me . . . While I would like still further analyses of the complexities of communication for hypnotic purposes, which would require much more than this book by Bandler and Grinder can encompass, I would also like an analysis of how and why carefully structured communications can elicit such extensive and effective patient responses, often not actually requested.

(p. ix)

Haley commented similarly in the preface to Bandler and Grinder (1986), 'I think Erickson would be pleased that his years of hard work, innovating new ways to influence people, have resulted in such a following. He might be less pleased about the cult being built around him, since he was such a practical man' (p. 9).

### **Approaches in neurolinguistic psychotherapy**

Neurolinguistic psychotherapy finds itself spanning a number of different therapeutic philosophies and is directly influenced by the work of Erickson, Satir and Perls. As the modality has developed, the influences of systems theory, cybernetics, use of metaphor, the unconscious, and solution-focused work all add to the repertoire of skills and approaches of the neurolinguistic psychotherapist. In essence, neurolinguistic psychotherapy finds itself split into two main schools of thought. The more cognitive and programmatic approach has close links to cognitive and behavioural therapies and builds on the programmatic and modelling work of Bandler, by utilising strategies to affect and influence therapeutic outcome. In this approach the therapist stays outside of the relationship with the client and operates from a model of facilitating change in 'how' the client does what he/she does.

The more unconscious hypnopsychotherapeutic approach involves the therapist as a core element of the therapeutic process and recognises that all behaviour and therefore all change lies within the unconscious, and it is only through direct communication with the unconscious that change can occur. In *Uncommon Therapy* Haley (1993) emphasises Erickson's strategic aspect and the idea that 'the clinician initiates what happens during therapy and designs a particular approach for each problem' (p. 17). Haley points out that Erickson not only communicates with patients in metaphors, but also used metaphor to facilitate unconscious change. He notes that Erickson avoids interpretations and that he would feel that 'typical insight interpretations of unconscious communication are absurdly reductionistic,

like summarising a Shakespearean play in a sentence' (p. 29). Yet it would seem that this is what programmatic therapists who adhere strictly to the model portrayed by Bandler and Grinder are at risk of doing.

In understanding this perspective of working within the metaphor, Lawley and Tompkins (2005) have integrated the work of Grove with the metaphorical work of Erickson and developed a therapeutic method of modelling the client's inner landscape through their work on symbolic modelling.

Bateson adds much to the epistemological aspects of neurolinguistic psychotherapy through his work on cybernetics. His influence on both neurolinguistic psychotherapy and family therapy enables a common grounding for the two modalities. His perspective is that each of us is connected through a series of interrelationships within a system and it is only by influencing the greater system that we will create a sense of balance in the system.

O'Hanlon's development of Erickson's work has brought both inclusive and possibility therapy, and solution-focused therapy to the realm of neurolinguistic psychotherapy. O'Hanlon's use of splitting, validation and permission has enabled therapists to work in the client's realm of past, present and future in ways that engender ecological and sustainable change.

Beyond these more widely acknowledged approaches to the application of the principles of NLP, I add the work of Schore, Edelman and Pert and the recent thinking on neuroscience as being core components of neurolinguistic psychotherapy. Pert (1997, p. 305) remarks:

The approach that I've been trained in, traditional talk therapy, doesn't seem to impact the mind-body level. We often hear our patients say, 'I know I shouldn't feel this way, but I *do!*' Knowing something doesn't always impact how we feel, and we may have to get past purely verbal communication to access our emotions. Some of the approaches I have found effective at getting to deeper, more fundamental levels are storytelling, hypnotherapy, neurolinguistic programming, and any of the expressive therapies that employ visualization, music and art.

The success of neurolinguistic psychotherapy to speak to and through the somatic intelligence of both client and therapist was perhaps pre-empted by where its originals placed their attention in the psychotherapeutic setting. Perls's emphasis was on the reality of sensory experience in the here and now, Satir's trademark was sensitivity to body, voice and touch in the exchange of emotional meaning and Erickson was almost fixated in his attention to the expression of internal events through observable physiological events which he greeted as sincere and eloquent communications from the unconscious mind. In neurolinguistic psychotherapy the main modeller of these somatic processes was one of the women in the original

team of developers, Judith DeLozier; previous training in both dance and anthropology ensured that these vital elements were not lost to the more cognitive bias of Bandler and Grinder (Gawler-Wright, 2007, p. 36).

## **Structure of the book**

The chapters of the book move beyond the basic application of material learnt at traditional practitioner and master practitioner levels. It brings in perspectives from other modalities that were not modelled by Bandler and Grinder and yet were inherent components of the work of Erickson, Satir and Perls.

In Chapter 1, the subjectivity of experience is discussed within the construct of the communication model and how this is influenced according to a person's relationship to the subjective 'now' of our reality. I provide a brief overview of the historical therapeutic roots of Erickson, Satir and Perls and how these are represented within neurolinguistic psychotherapy. The chapter concludes with a comprehensive review of the presuppositions of NLP as they are presented by Dilts, and within the construct of the world of psychotherapy.

Chapter 2 places neurolinguistic psychotherapy within constructivist principles and the perspectives of Socrates, Piaget, Korzybski and Schrödinger. The discussion goes wider than purist constructivism and considers the development of NLP as an epistemological philosophy, which is brought to life through the presentation of case studies from Erickson's and my own therapy. Neurolinguistic psychotherapy is considered in relationship to other modalities of therapy, particularly those that have also emerged through constructivist principles. As the book considers throughout each chapter the dichotomy of programmatic versus unconscious relational therapy, I compare neurolinguistic psychotherapy with the psychodynamic therapies of Freud, Adler, Jung and Klein, through to the humanistic therapies of transactional analysis and person-centred therapy, to consider its relationship to other methods of unconscious and relational therapy. Additionally, neurolinguistic psychotherapy is considered alongside the cognitive therapies of cognitive behavioural therapy and rational emotive behavioural therapy.

Theories on development of the personality are considered in Chapter 3. NLP was originally developed as a modelling project looking at the linguistic structure of three therapists. At the time it was never the intent of Bandler and Grinder to include any theories around the development of the personality. Theories have been harnessed by therapists in the field and are utilised as a framework to understand the development of the individual. I recognise the limitations and opportunities presented by a model that has little theory concerning development of the personality, and I introduce the

theories of personality as they are presented by Erickson, Satir and Perls, while recognising that a constructivist's view would encourage working with no such theory. Massey's influence of the three developmental stages of 'imprinting', 'modelling' and 'socialisation' is included, as is the work of Lorenz on imprinting, which was integrated within NLP models by Dilts, who relates it back to psychoanalytic theory and offers powerful utilisations of these for the neurolinguistic psychotherapist. Deeper underlying personality structures are also considered, particularly the work of Massey and Graves on the development of values, which are considered to provide the fundamental motivational factors to our behaviour. Graves has influenced therapists to consider the evolutionary process of values inherent within individuals. Some therapists are also encouraged to offer a spiritual dimension to their work with clients and have brought in the notion of the development of the physical, emotional, mental and spiritual aspects of self alongside conscious, unconscious and higher conscious processes, through the work of Dilts. Beyond this are the more complex underlying personality structures known as metaprogrammes, attributed to an early developer of NLP, Leslie Cameron. The relationship of metaprogrammes to Jung's personality typology is considered, along with the relationship to the Myers Briggs's personality typing. Understanding these aspects of personality development may influence the work of the therapist, in enabling the client to develop a greater understanding of themselves and their own traits, but also in working with clients to develop more useful behavioural responses. The latest theory on neuroscience is introduced at this stage in the light of what is known about the developing brain and the regulating self system. The chapter concludes with a case history demonstrating how the personality can be reformed by working interrelationally while adhering to the principles of constructivist psychotherapy.

Chapter 4 places the neurological components of neurolinguistic psychotherapy within Korzybski's work *Science and Sanity* (1933), and goes on to include the work of Carroll, Damasio, Edelman, Gerhardt, Heylighen, Panksepp, Pert, Schore and Von Foerster. The chapter recognises the inherent link between programmatic therapy and neurological processes, and the reader is encouraged to move beyond the concepts offered within traditional NLP and anchoring of states and responses as developed initially by Twitmeyer, and then by Pavlov. The chapter reviews the theory of neurology that sits behind some of the techniques that make up the model of NLP. The reader is asked to consider neurology and the developing brain, including the effect that stress and increased levels of cortisol can have on the brain of the developing infant. This is likely to challenge the reader who may prefer a purist view that all clients have all the resources inside themselves to succeed. The chapter debates this notion and asks the reader to consider some of the recent work around neuroscience and attachment theory in the light of this presupposition.

The concept that all molecules within the human body are capable of responding at an emotional level takes anchoring to a new level. The reader is encouraged to consider the possibilities that this affords within the therapeutic setting, including working with the somatisation of emotional distress. I include within this work a case history of the neurological re-patterning and developmental work with a client over an extensive period of time in therapy, setting aside the notion that neurolinguistic psychotherapy is always brief therapy. A contrast is given to this case history towards the end of the chapter when a case is discussed that only uses future-oriented work and the possibilities in enabling neurological re-patterning from a solution-oriented approach.

Chapter 5 begins with a reminder of the theoretical components that make up the linguistic processes of NLP and the need to utilise the powerful structures of language in NLP within an ecological frame. The linguistic structures are reviewed from each of the original therapists' perspectives, with connections made to the work of Watzlawick and the psychology of linguistic structure. Each of the linguistic aspects is considered in the light of the therapist who works from a constructivist's viewpoint, and a case study is used to highlight the effects of working with the linguistic structure of the client's reality. The case study is continued into the exploration of the paradoxes that exist in the client's world and how these are represented through linguistic double binds, which are then facilitated through the theory afforded by quantum linguistics. An alternative perspective to the resolution of such paradoxes is considered in the recent work of Tompkins and Lawley on clean language. The chapter concludes with an extensive case summary of a client's linguistic representation of their therapeutic process.

The use of programming within NLP is placed within the context of programmatic models of change in Chapter 6 and a dialogue is conducted to consider the limitations of a programmatic model. A wider perspective is given, bringing in the systemic narrative of Bateson as an anthropologist. The systemic approach is taken beyond this and considered within the model of solution-oriented therapy which emerged out of the original modelling of Erickson by O'Hanlon. This is represented in a brief case history that demonstrates the power of facilitating change at a systemic level by transferring existing resources across contexts. Behaviourist theory and the work of Pavlov, Skinner and Lazarus are considered, with Bolstad providing a comparison of working with anchored behavioural responses across a range of modalities. The systemic patterns of Bateson re-emerge in Dilts's work, which is considered in depth and linked back to the theory of development of the personality, particularly the evolutionary aspects that would be considered to be an inherent part of the personality among NLP therapists.

Patterns are considered within the context of the generalisation process that is core to NLP, and a case history is presented that demonstrates the

opportunity afforded within neurolinguistic psychotherapy to resolve ingrained patterns of behaviours. The chapter is completed with a review of the power of working with goals, including the connections with solution-focused therapy.

Much of the work of the neurolinguistic psychotherapist is to enable clients to reframe their belief structures and resolve negative emotions. In Chapter 7, this is placed in the context of a theoretical framework and the development of emotional constructs as they are presented by Erickson and Satir. The reader is reminded of the therapeutic techniques that are core to NLP, particularly the work of Dilts, Bodenhamer, Hall and James, all of which use time code work to reframe a client's experience of their past relationship to emotions and experiences. Each of these techniques is programmatic in nature and the reader is asked to consider how they might be used in a less programmatic way to enable the client to gain more insight and understanding with regard to their own inner landscape. The opportunity that is afforded through time line interventions and the scientific rationale for these methodologies is discussed.

Programmes of personality from Chapter 3 are revisited, with this moving on to the development of patterns of identity. The notion of the development of the self is considered, as is the development of parts or splitting. A range of theories are presented, including the resolution of parts through some of the techniques available within NLP. This theory is then reconnected to current thinking on neuroscience and the potential of repair of neural synapses through the therapeutic relationship. The chapter concludes with an ecological review of prime concern and core belief processes, and how these can be assisted within the therapeutic relationship.

An ecological discussion is held as the introduction to Chapter 8, reminding readers of the presuppositions of neurolinguistic psychotherapy work, the basis of constructivist thinking and the role of the therapist within an ethical framework. Rapport was a core aspect of the work particularly of Erickson and this is revisited in the light of what we now know about neuroscience and the effect that rapport has on reducing cortisol levels in the brain.

The reader is given insight into two case studies that represent the various components of neurolinguistic psychotherapy and the role that the therapist has had in each of these relationships. One case demonstrates work with complex psychological problems and the inclusion of a relational approach, whereas the second case demonstrates a more programmatic way of working that facilitates the client towards her outcome. They show how the therapeutic work modelled from Erickson, Satir and Perls is brought to life in the therapy setting. A model of therapy process is presented for therapists who wish to have a structured methodology to refer to.

Chapter 9 reviews neurolinguistic psychotherapy as a postmodern approach. The debate between constructivism and behaviourist approaches

is concluded. The reader is reminded again of the subjectivity of the therapist with case studies that demonstrate how the internal world of the therapist can add to or take away from the therapy relationship. A summary of the research within NLP is discussed and I make recommendations on how the modality can be advanced through the use of empirical research methodologies.

The chapter concludes with a summary of neurolinguistic psychotherapy principally as a therapeutic process that works to facilitate change through the unconscious as demonstrated by Erickson, Satir and Perls. It is presented as an advancing model of therapy and challenges the reader to advance their own work by considering how it can be merged with and complement other approaches.