

# Foundations Of NLP 3 Step Action Plan

**1.** Pick one of the NLP presuppositions that interests you. Now think of a problem or difficult situation you have with another person. What would you do if you were to act as if that presupposition were true? How would the situation change? As a simple example, a business partner of mine was part of a company project.

One of our team members was driving him crazy by continually voicing objections, getting into details too soon, poking holes in the system and process and essentially wasting time worrying about things that would most likely never happen (in my business partner's opinion).

The presupposition that came to mind was that people work perfectly. The team member had an excellent strategy for sorting and making sense of information, but he was applying it in the wrong place. Keeping the presupposition in mind helped my business partner understand the team member, be patient with him, keep rapport and help him to ask his questions in a different way at a different time when they were extremely valuable.

**2.** Now pick the presupposition that you have the greatest doubts about. Take another difficult situation in your life. What would you do if you acted as if that presupposition were true? How would the situation change?

**3.** Watch the film The Matrix. If you have already seen it, watch it again. If you were the protagonist in the film, would you have taken the blue or the red pill? And how do you know you are not in a Matrix 'for real'?