Neurolinguistic Programming
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Limited evidence that neurolinguistic programming improves health-related outcomes.
Evidence Based Mental Health, 01 August 2013, vol./is. 16/3(79-79), 13620347
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journal article
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Neurolinguistic programming: a systematic review of the effects on health outcomes.
British Journal of General Practice, November 2012, vol./is. 62/604(e757-64), 0960-1643;1478-5242 (2012 Nov) Sturt J; Ali S; Robertson W; Metcalfe D; Grove A; Bourne C; Bridle C
Neurolinguistic programming (NLP) in health care has captured the interest of doctors, healthcare professionals, and managers.AIM: To evaluate the effects of NLP on health-related outcomes.DESIGN AND SETTING: Systematic review of experimental studies.METHOD: The following data sources were searched: MEDLINE, PsycINFO, ASSIA, AMED, CINAHL, Web of Knowledge, CENTRAL, NLP specialist databases, reference lists, review articles, and NLP professional associations, training providers, and research groups.RESULTS: Searches revealed 1459 titles from which 10 experimental studies were included. Five studies were randomised controlled trials (RCTs) and five were pre-post studies. Targeted health conditions were anxiety disorders, weight maintenance, morning sickness, substance misuse, and claustrophobia during MRI scanning. NLP interventions were mainly delivered across 4-20 sessions although three were single session. Eighteen outcomes were reported and the RCT sample sizes ranged from 22 to 106. Four RCTs reported no significant between group differences with the fifth finding in favour of the NLP arm (F = 8.114, P<0.001). Three RCTs and five pre-post studies reported within group improvements. Risk of bias across all studies was high or uncertain.CONCLUSION: There is little evidence that NLP interventions improve health-related outcomes. This conclusion reflects the limited quantity and quality of NLP research, rather than robust evidence of no effect. There is currently insufficient evidence to support the allocation of NHS resources to NLP activities outside of research purposes.

Weight Maintenance Through Behaviour Modification with a Cooking Course or Neurolinguistic Programming.
Canadian Journal of Dietetic Practice & Research, 01 December 2011, vol./is. 72/4(181-185), 14863847
Sørensen, Lone Brinkmann; Greve, Tine; Kreutzer, Martin; Pedersen, Ulla; Nielsen, Claus Meyer; Toubro, Søren; Astrup, Arne
We compared the effect on weight regain of behaviour modification consisting of either a gourmet cooking course or neurolinguistic programming (NLP) therapy. Fifty-six overweight and obese subjects participated. The first step was a 12-week weight loss program. Participants achieving at least 8% weight loss were randomized to five months of either NLP therapy or a course in gourmet cooking. Follow-up occurred after two and three years. Forty-nine participants lost at least 8% of their initial body weight and were randomized to the next step. The NLP group lost an additional 1.8 kg and the cooking group lost 0.2 kg during the five months of weight maintenance (NS). The dropout rate in the cooking group was 4%, compared with 26% in the NLP group (p=0.04). There was no difference in weight maintenance after two and three years of follow-up. In conclusion, weight loss in overweight and obese participants was maintained equally efficiently with a healthy cooking course or NLP therapy, but the dropout rate was lower during the active cooking treatment.
The relationship between hypnotizability, internal imagery, and efficiency of neurolinguistic programming.
International Journal of Clinical & Experimental Hypnosis, April 2011, vol./is. 59/2(225-41), 0020-7144;1744-5183 (2011 Apr)
Kirenskaya AV; Novototsky-Vlasov VY; Chistyakov AN; Zvonikov VM
Subjective scoring and autonomic variables (heart rate, skin conduction span) were used to verify the reality of inner experience during recollection of emotionally neutral, positive, and negative past events in 19 high (HH) and 12 low (LH) hypnotizable subjects in hypnotic and nonhypnotic experimental sessions. Also, the influence of hypnotizability on the effectiveness of an imagery-based neurolinguistic programming (NLP) technique was evaluated. Results demonstrated that subjective scores of image vividness and emotional intensity were significantly higher in the HH subjects compared to LH in both sessions. The past-events recollection was followed by increased autonomic activity only in the HH subjects. The NLP procedure was followed by decreased negative emotional intensity in both groups, but autonomic activity decline was observed in the HH subjects and not in the LH.

Rapid rapport using neurolinguistic programming for improved health care outcomes.
California Journal of Oriental Medicine (CJOM), 01 March 2010, vol./is. 21/1(22-25), 10901965
Luban JA
journal article

Thirty-Five Years of Research on Neuro-Linguistic Programming.
NLP Research Data Base. State of the Art or Pseudoscientific Decoration?
T Witkowski* Polish Psychological Bulletin2009, vol. 40
The huge popularity of Neuro-Linguistic Programming (NLP) therapies and training has not been accompanied by knowledge of the empirical underpinnings of the concept. The article presents the concept of NLP in the light of empirical research in the Neuro-Linguistic Programming Research Data Base. From among 315 articles the author selected 63 studies published in journals from the Master Journal List of ISI. Out of 33 studies, 18.2% show results supporting the tenets of NLP, 54.5% - results non-supportive of the NLP tenets and 27.3% brings uncertain results. The qualitative analysis indicates the greater weight of the non-supportive studies and their greater methodological worth against the ones supporting the tenets. Results contradict the claim of an empirical basis of NLP.
http://tomaszwitkowski.pl/attachments/File/Witkowski.pdf

rapport with patients: actions speak louder than words.
British Journal of Primary Care Nursing: Cardiovascular Disease, Diabetes & Kidney Care, 01 May 2008, vol./is. 5/3(140-142), 20407475
Mclean C
The use of language is obviously very important in effective communication, and gives important clues as to how people make sense of the world around them, and how they understand their experiences, as we saw in an introduction to neurolinguistic programming (NLP) in the last issue of BJPCN. In this article, we will look at how to use effective body language and non-verbal communication to its fullest extent in the clinic setting.

Using neurolinguistic programming to help patients achieve their goals.
British Journal of Primary Care Nursing: Cardiovascular Disease, Diabetes & Kidney Care, 01 July 2008, vol./is. 5/4(189-191), 20407475
Mclean C
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Neil Gaiman
“Google can bring you back 100,000 answers. A librarian can bring you back the right one.”
Neil Gaiman
How can you help patients to achieve their goals when trying to improve their health? In this article, we explore the neurolinguistic programming (NLP) technique of defining "keys to an achievable outcome". The theory is that the more specific you are about the goal you are aiming for, the more achievable it becomes. This follows two articles in previous issues where we examined how to develop rapport with patients using linguistics and body language effectively (see www.bjpcn.com if you missed them).

**Neurolinguistic programming: getting to the heart of communication.**
British Journal of Primary Care Nursing: Cardiovascular Disease, Diabetes & Kidney Care, 01 March 2008, vol./is. 5/2(90-93), 20407475
McClean C
Imagine what it would be like if you could communicate effectively with every person you meet. What would it be like to know that any messages you want to put across to your patients mean the same to them when they hear them as they mean to you? A few basic pointers in neurolinguistic programming (NLP) may help to improve how clearly you communicate with others. In this article we will look at linguistics, or the use of language, as one part of NLP and a key indicator of how people make sense of, and interpret, the world.

**Happy nurses: how life coaching can help.**
Practice Nursing, 01 March 2008, vol./is. 19/3(149-151), 09649271
Westwood C
Neurolinguistic programming may provide a practical way of balancing your work and life commitments and allow you to rediscover yourself. Claire Westwood explains.

**Mapping Transformative Learning The Potential of Neuro-Linguistic Programming**
Paul Tosey Jane Mathison Dena Michelli Journal of Transformative Education Vol. 3 No. 2, April 2005 140-167
This article explores the application of neuro-linguistic programming (NLP) as a framework through which to map transformative learning. This is original work that makes use of NLP as a methodology for inquiring into subjective experience. The authors outline issues in the theory of and research into transformative learning, introduce the field of NLP, then describe the research design for the empirical work, a longitudinal case study of a manager reflecting on experiences of organizational change. Themes resulting from the analysis comprise the following three main categories: characteristics of the output, or of the emergent understanding of the learner; characteristics of the person’s inner process or journey; and characteristics of the interpersonal process between learner and facilitator. The article illustrates the application of NLP to the field of transformative learning, providing an example of its potential for empirical investigation.

**Neurolinguistic programming: temperament and character types.**
BMJ, April 2003, vol./is. 326/7394(S133), 0959-535X;1756-1833 (2003 Apr 19)Walter J; Bayat A
**Full Text: Available from Highwire Press in BMJ**

**Neurolinguistic programming: verbal communication.**
BMJ, March 2003, vol./is. 326/7389(S83), 0959-535X;1756-1833 (2003 Mar 15)
Walter J; Bayat A
**Full Text: Available from Highwire Press in BMJ**
Self-hypnosis and osteopathic soft tissue manipulation with a ballet dancer.
Contemporary Hypnosis (John Wiley & Sons, Inc.), 01 December 2003, vol./is. 20/4(209-214), 09605290
Gordon C; Gruzelier J
This single case study of a ballet dancer incorporates essentially osteopathy, self-hypnosis and neurolinguistic programming (NLP) in the management of exhaustion, stress, anxiety and pain symptoms of the right thigh, calf and ankle combined with confidence strengthening techniques. Physical and mental burnout symptoms had reached the point of constant pain and overstrain of the muscles of the right leg and hip, spine and neck. In parallel with these were symptoms of exhaustion, unhappiness and a tendency to over-focus on other dancers at the expense of self-focus and motivation. The osteo/physical therapy entailed the rebalancing of overused, strained and hyper-tense muscular tissues using myofascial-release techniques, together with the deactivation of trigger points and postural integration. The mental attitude was supported through reframing techniques during self-hypnosis directed at general feelings of being blocked, imprisoned, cramped, exhausted and weakened in the right leg. Psychophysiological assessment post therapy was compatible with self-regulation training.

Neurolinguistic programming in orientation and mobility
Williams M.F.; Jacobson W.H.
Neurolinguistic programming is a communication model whose basic principles are that human beings process information through the five senses (representational systems), tend to favor one of the primary representational systems (visual, auditory, or kinesthetic) over others, and display how they are thinking in subtle ways. This article describes this model in detail and discusses how orientation and mobility instructors can implement it to teach congenitally totally blind students, who have access to only the auditory and kinesthetic primary systems, to use a cane or a dog guide more effectively.

Neurolinguistic programming: a systematic approach to change.
Canadian Family Physician, January 1984, vol./is. 30/(147-50), 0008-350X;0008-350X (1984 Jan) Steinbach AM
Neurolinguistic programming (NLP) integrates advances in cybernetics, psychophysiology, linguistics, and information services. It has been used in business, education, law, medicine and psychotherapy to alter people's responses to stimuli, so they are better able to regulate their environment and themselves. There are five steps to an effective NLP interaction. They include 1. establishing rapport; the therapist must match his verbal and non-verbal behaviors to the patient's, 2. gathering information about the patient's present problem and goals by noting his verbal patterns and non-verbal responses, 3. considering the impact that achieving the patient's goals will have on him, his work, family and friends, and retaining any positive aspects of his current situation, 4. helping the patient achieve his goals by using specific techniques to alter his responses to various stimuli, and 5. ensuring the altered responses achieved in therapy are integrated into the patient's daily life. NLP has been used to help patients with medical problems ranging from purely psychological to complex organic ones.

Full Text: Available from National Library of Medicine in Canadian Family Physician
Discusses 6 categories of design and methodological errors contained in 39 empirical studies of neurolinguistic programming (NLP) documented through April 1984. NLP refers to a way of organizing and understanding the structure of subjective experience and is concerned with the ways in which people process information (through visual, auditory, or kinaesthetic modes). The 6 categories of errors found in the literature include lack of understanding of the concepts of pattern recognition and inadequate control of context, unfamiliarity with NLP as an approach to therapy, lack of familiarity with the NLP meta-model of linguistic communication, failure to consider the role of stimulus–response associations, inadequate interviewer training and definitions of rapport, and logical mistakes. Representative reports reflecting each category are discussed. Suggestions are offered for improving the quality of research on NLP.

Refraining neu o-linguistic programming™and the transformation of meaning
By Richard Bandler and John Grinder 2005 Ebook

Communicating with patients.
General Dentistry, July 1999, vol./is. 47/4(399-403), 0363-6771;0363-6771 (1999 Jul-Aug)
Kaplowitz GJ
Dental care providers need to be able to communicate effectively with their patients in order to build rapport and trust. Highly developed communication skills also enable the dental care provider to extract more accurate diagnostic information and to more effectively present treatment options to the patient. Neurolinguistic programming techniques can be employed to accomplish these as well as other objectives.

Neurolinguistic programming training, trait anxiety, and locus of control.
Psychological Reports, June 1992, vol./is. 70/3 Pt 1(819-32), 0033-2941;0033-2941 (1992 Jun)
Konefal J; Duncan RC; Reese MA
Training in the neurolinguistic programming techniques of shifting perceptual position, visual-kinesthetic dissociation, timelines, and change-history, all based on experiential cognitive processing of remembered events, leads to an increased awareness of behavioral contingencies and a more sensitive recognition of environmental cues which could serve to lower trait anxiety and increase the sense of internal control. This study reports on within-person and between-group changes in trait anxiety and locus of control as measured on the Spielberger State-Trait Anxiety Inventory and Wallston, Wallston, and DeVallis’ Multiple Health Locus of Control immediately following a 21-day residential training in neurolinguistic programming.
Significant with-in-person decreases in trait-anxiety scores and increases in internal locus of control scores were observed as predicted. Chance and powerful other locus of control scores were unchanged. Significant differences were noted on trait anxiety and locus of control scores between European and U.S. participants, although change scores were similar for the two groups. These findings are consistent with the hypothesis that this training may lower trait-anxiety scores and increase internal locus of control scores. A matched control group was not available, and follow-up was unfortunately not possible.

**Effect of neurolinguistic programming training on self-actualization as measured by the Personal Orientation Inventory.**
Psychological Reports, June 1990, vol./is. 66/3 Pt 2(1323-30), Duncan RC; Konefal J; Spechler MM

Neurolinguistic programming training is based on principles that should enable the trainee to be more "present"-oriented, inner-directed, flexible, self-aware, and responsive to others, that is, more self-actualized. This study reports within-person changes on self-actualization measures of the Personal Orientation Inventory following a 24-day residential training in neurolinguistic programming. Significant positive mean changes were found for 18 master practitioners on nine of the 12 scales and for 36 practitioners on 10 of the 12 scales. Findings are consistent with the hypothesis that training increases individual self-actualization scores.

**Neurolinguistic programming as an adjunct to other psychotherapeutic/hypnotherapeutic interventions.**
Citation: American Journal of Clinical Hypnosis, January 1990, vol./is. 32/3(174-82), 0002-9157;0002-9157 (1990 Jan)
Field ES

The therapeutic dissociative techniques of "anchoring" and "three-part dissociation," neurolinguistic programming (NLP) treatment paradigms incorporating the idea of division into ego states, are effective in crisis intervention and as a stimulus for catharsis. Using the anchoring technique in the first session, a patient with severe anxiety, manifested by episodes of hyperactivity, was able to superimpose inner resources upon situations which led to the episodes. Utilizing three-part dissociation, the patient experienced the hyperactive episodes "for the very last time" and terminated them permanently. Hypnotic exploration and ideomotor signaling were used with a patient presenting with uncomfortable feelings associated with intense anger. After the origin of the anger was determined, a three-part dissociation produced an abreaction and catharsis. Interaction at a cognitive level integrated the feelings and knowledge into personal consciousness.

**Neuro-linguistic programming treatment for anxiety: magic or myth?**

The neuro-linguistic programming (NLP) treatment for anxiety, claimed to be a single-session cure for unpleasant feelings, was compared with self-control desensitization of equal duration and a waiting-list control group in treating public speaking anxiety. Fifty-five speech-anxious undergraduates underwent pretreatment and posttreatment assessments of anxiety during 4-min speeches. The results indicate that neither treatment was more effective in reducing anxiety than merely waiting for 1 hr. These data suggest that Handler and Grinder's (1979) claim for a single-session cure of anxiety may be unwarranted.
Neuro-Linguistic Programming The Art & Science Of Excellence
By Jeff Tan REV Training and Coaching
Neuro-Linguistic Programming, or NLP, has been described in many ways, among them:
- The art and science of personal excellence
- The subjective study of human nature
- The study of patterns of excellence
- The science of communications brilliance
- An attitude of excellence
- Skills for understanding and influencing people