The VAK

MARCH, 1982 VOLUME 0 NUMBER 0

BiMonthly Newsletter Highlites NLP™

A Newsletter that is designed to be useful to all who have an interest in NLP is being launched in April, 1982. The various fields of NLP will be spotlighted by several columns each issue. Therapy, Business, Education, Government, and Training are the columns that are slated for early issues. The Newsletter has been dubbed The VAK and will be published every other month. Annual subscription rates are $25.00 ($32.00 outside USA).

Departments

A wide variety of 'Departments' will also be available in each issue; NLP Bibliography Updates, Research Updates, Metaphor Swap Board, Editorial Section, International Schedule of Public Seminars, and a column on "Being in Business" are all planned. Each issue is expected to be 8 to 12 pages long.

Readers are asked to participate in this unique platform. Writers are given full credit with each article that is published. New ideas can be explored and old ideas can be reviewed.

Therapy

This is where it all began. Bandler and Grinder began this discipline by attempting to determine which bahavior patterns consistantly caused change in theraputic situations. What new patterns have been recognized or created?

This column will be a clearinghouse of new ideas and new descriptions of old ideas. It will provide a way to exchange exciting ideas about client processes. Information about the stucture of change and the stucture of sameness will be presented here.

One of the first columns will be about V-K Disassociation and some variations of that pattern.

Business

Who is having success in business applications with these skills? What about your particular successful approach is similar to and different from other approaches? What kinds of business or industry seem to provide the most opportunities?

In what business situations are you having success? Are you doing organizational consulting? Mediating or negotiating? Are you using these skills to improve your management technique or sales performance?

These are the questions that this column will address. You are asked to use this column as a platform to describe your successes and to let others know about the pitfalls that you have learned to avoid.

Early issues of The VAK will have articles reviewing some successful applications from within a major computer manufacturer. The effects of pacing, leading, anchoring, and context and content reframes will be described. What "war stories" will you offer to your colleagues?

Whatever goes 'round Comes 'round!

Education

This column will be used to describe "educational" situations in which NLP techniques have been used with particular success. These educational situations could be public, business and industrial, private, computerized, pre-packaged, and others.

The emphasis will be to examine the process of transfering a skill from one person to another. What has been developed (discovered, uncovered, recovered) in the process of learning. New ideas about "learning disability" (teaching disability) will be presented.

What have you used with success to transfer skill to others. What are your ideas about what you did that resulted in that skill transfer?

What kinds of changes have you made in your behavioral repertoire that has resulted in improvement in skill transfer success rate. Have you changed your language? Have you made changes to your material? Have you had breakfast? Have you changed the way you administer your classes?

This column will offer each of us useful information about ways to increase the effectiveness of our educational situations. What has your experience been in this area?

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Training

The major professional society for Trainers is the American Society for Training and Development. For years ASTD members have attended NLP training situations. Many well-trained (Certified or not) NLP students are members of ASTD and are professional Trainers.

The recently retired President of ASTD (Carnie Ives-Lincoln) has trained extensively in NLP. Carnie has made many one hour NLP presentations at local ASTD meetings throughout the USA.

An excellent article appeared in the October, 1979 issue of Training and Development Journal, published by ASDT. The author, Davida Maron, presented a review of the development of NLP, and described many applications in which NLP aids success.

A "PEOPLE" profile, "In Love with Learning", in the January, 1982 issue of Datamation, (a magazine for computer professionals) describes a computer programmer and trainer: J. Dwight Minkler. Minkler attended an NLP seminar in Scottsdale in October, 1979. "He took up NLP in a big way, . . . " He uses NLP techniques to insure that his computer programming students effectively learn new skills.

We are sure that many Trainers have used NLP and have techniques which will be useful in other fields as well. As Trainers use this Newsletter to glean new skills from other disciplines, we invite Trainers to submit information about the NLP developments in the field of Training and Human Resource Development.

Government

What can be said about Government? In the Political arena, NLP skills could certainly be used to influence people.

We understand that there is a military training academy that uses many NLP techniques to insure skill transfer to the students.

The New York State Police Academy had to admit a large number of minority students to its last class. The majority of those minority students flunked out of that class even though the Academy had hired extra tutors and psychologists to aid those students. If the students had been taught the appropriate learning strategy for success in that Academy the failure rate would have been much lower.

There are lots of opportunities in Government for making things work. With so much opportunity, we assume that many NLP students have begun to infiltrate Government to make things work. This column offers a forum for exchange of ideas about how to make those kinds of things work.

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Editorial Board: John Grinder, Genie Laborde, Rodger Bailey.

News

We had heard about some experimental computer equipment that IBM had developed in its Laboratory in Yorktown Heights, New York. The user of this equipment could control computer functions by eye focus.

The equipment includes an infrared light source and an infrared tv camera. The computer uses this equipment to determine what part of the terminal tv screen is being focused upon.

The initial software was designed for disabled persons to be able to manipulate a computer without having to use a keyboard. Menus are displayed on the screen and the user looks at the desired item.

When we went to see a demonstration of the equipment, we saw phone numbers being looked up in the phone book in the computer, we saw games of skill being played (eye-eye coordination), and we discussed the kind of things that computers can do these days. One of our party was able to operate the computer (look Ma, no hands) in a few minutes.

Rene Willet (Syracuse, NY) has worked with the local Cerebral Palsy clinic and Syracuse U Computer Department to get IBM to donate the equipment for further use and development with CP victims. Rene's son will be one of the users.

Think of the possibilities; a disabled person will be able to control his/er environment, communicate with others, and perform a variety of other tasks with only eye movements.

Starting a New NLP Newsletter

There are at least 1100 Certified NLP Practitioners. I am sure that The Society of Neurolinguistic Programming™ and other Certification groups will be producing hundreds of people who are Certified in various NLP related fields in the next year. Tens of thousands of people have attended some form of NLP seminar. In spite of all of this training there are pitifully few references to NLP in the literature. I can find only three references to "PRECISION", and only three references to NLP in management and psychology periodicals.

When I began to develop this newsletter, I asked my NLP friends about the needs of NLP students and practitioners in various fields. Based on my own experience, the responses were predictable: "More information about newly developed techniques", "More information about who's doing what, when", and simply "More information".

Armed with this information about lack of information, I categorized the fields of NLP, developed a bibliography, decided on some additional features, and created a newsletter format. I have asked all NLP Trainers to supply their schedules of public seminars. The seminar schedule and bibliography will be inserts in **The VAK**. The schedule will appear in each issue and the bibliography will be inserted twice each year. Updates to the Bibliography will be in every issue. Subscribers may copy and distribute the Public Seminar Schedule and the Bibliography.

This publication has a format that can be adjusted to provide additional information. Your responsibility is to make sure that you ask **The VAK** for any other kind of information that you want.

Subscription Application

Annual Subscription Rate is $25.00 ($32.00 outside USA). Bimonthly distribution includes 8 to 12 pages of Features, Regular Columns on Therapy, Business, Education, Training, and Government. Regular Departments are: Metaphor Swap Board, NLP Bibliography, NLP Research, Public Seminars, and Legal & Practical Aspects of "Being in Business".

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