Changing Belief Systems With NLP
by Robert Dilts

Our beliefs are a very powerful influence on our behavior. It is widely understood that if someone really believes he/she can do something, he/she will do it; but if he/she believes something is impossible, no amount of effort will convince him/her that it can be accomplished. Our beliefs about ourselves and what is possible greatly affected our day to day effectiveness. All of us have beliefs that serve as resources as well as beliefs effectiveness. All of us have beliefs that serve as resources as well as beliefs that limit us. Many of our beliefs were instilled in us as children by parents, teachers, social upbringing, and the media before we were aware of their impact or able to have a choice about them. Is it possible to restructure, unlearn, or change old beliefs? If so, how do we do it? This book is a result of the authors own exploration of the underlying processes that influence beliefs, using the tools of NLP.

Firstly, I have to agree entirely with the previous reviewer who claimed that there isnt much NLP in this book. Since both Bandler and Grinder insist that NLP is the modelling of excellence - and everything else is just technique, this book is all about technique and very little to do with NLP. it is, moreover, mainly to do with a technique which, though high in the popularity ratings, actually makes little sense in the form in which it is presented here. The so-called Logical Levels model was developed in the late 1980s, and this *appears* to be its first public appearance in book form. And a very underwhelming appearance it is. Unlike most of this authors other books, the main text is simply an edited transcript of a training session run by the author somewhere in Europe (Holland?). And the difference is remarkable. Instead of the usual pseudo-scientific, dry-as-dust style found in many of his other books, this time Dilts comes to life as a warm, enthusiastic character. Unfortunately, the actual contents of the presentation do not
measure up to the style, and with the best will in the world this book is a far
cry from the classic NLP seminar transcripts such as Frogs into Princes.
As more and more NLPers are beginning to realise, despite the hype, the
Logical Levels model is neither logical, nor anything to do with true levels
in the sense that Bateson used the term (the Logical Levels model is
"supposedly" based on Batesons Logical Levels of Learning model).
The basic purpose of the book is apparently to illustrate how the Logical
Levels model can be used in therapy to change beliefs. To do this, the
author carries out two interventions which form the core of the text.
Unfortunately what we actually get is a demonstration of how very
directive, even dictatorial, some NLP techniques can be (wholly at odds
with the permissive style of Milton Erickson - whose work is often cited as
one of the original sources NLP was based upon).
The final outcome is quite frankly a bit of a pigs ear. Dilts explanations for
what hes doing, and why hes doing it, vary in clarity from adequate to
virtually non-existent.
We get the subjects initial reactions to their experience (a notoriously
unreliable measure of the efficacy of this kind of event) and absolutely no
follow-up details.
My own impression was that the two subjects were somewhat overawed
by the opportunity to work so closely with one of the big names in NLP,
and were doing their best to match whatever it was they thought he
expected of them. What I did NOT get was any sense that the sessions
had brought about genuine, long term, beneficial changes.
Dilts fans may well enjoy this book. Others may find it a high price to pay
for very little useful content.

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