

A STUDY OF THE EFFECTS OF NEURO-LINGUISTIC PROGRAMMING ON HUMAN BEHAVIOUR

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ABSTRACT

This paper investigates how Neuro-Linguistic Programming has a positive impact on human behavior modification despite the fact many scholars dismiss Neuro-Linguistic Programming as pseudoscience because of its disorganized nature. This study employed the in-depth interview method, in which respondents were asked questions at various times to ensure the validity of their responses. The findings of the study suggest that people who have undergone Neuro-Linguistic Programming therapy have a positive impact on their understanding of themselves, which opens up more possibilities. NLP aids in the development of the most powerful skills in humans, allowing them to control their responses and events. NLP also helps us examine the how language is lateralized and localized in the brain with reference to its inner functions. It also represents how we use language to represent our own experiences by assisting us in exploring the thought process and how we feel. It aids in the transformation of business in terms of improved leadership and personality development in order to achieve greater success.

Keywords: NLP, Human Behavior, Pseudoscience, Psychology, NLP Modeling, psychiatry.

INTRODUCTION

Neuro-linguistic Programming (NLP) is a psychological approach that explains how thought and language influence one's personal experience. The human nervous system, which includes the five senses, is referred to as "neuro." Our senses are the conduits through which we receive information from the outside world. People perceive the world through their senses, which they can then translate into cognitive behaviour. The term "linguistic" refers to the verbal and nonverbal communication we use to communicate with ourselves and others. The process by which we internally code and represent our experiences is referred to as "programming." We organize language in order to achieve the outcomes we desire in our lives. In the 1970s at the University of California, linguist John Grinder and mathematician Richard Bandler proposed the concept of natural language processing (NLP). They believed that successful people's thought and behaviour patterns could be identified.

NLP is the study of internal subjective experience with the goal of changing behaviour. The human brain works in the same way that a computer does. It works through an encoding and decoding process. In communication, information is exchanged between the sender and the receiver. Both symbols and guidelines are used in coding to determine how and when these symbols are used, as well as how they can be combined to create a more complex, and powerful message (John Fiske). The process of constructing a message is called encoding, and the encoder requires a medium to send the message. The decoder is the person who listens to the encoded message and participates in the process of converting words into opinions. These encoded messages are sent through a channel or sensory pathway to the receiver, who then decodes them. When we try to communicate with someone who does not speak our language or even understands us, for example, he is unable to comprehend what we are saying. This is due to that individual's failure to

properly decode the message. Any sensory pathway (sight, smell, touch, taste, and sound) can be used to communicate, but visual and auditory routes are the most common.

The researchers examined how we can gain control over our beliefs and ideas, alter our thinking patterns, and even treat our phobias. The language we use to communicate has a relationship with our minds and thoughts. Internal representation and our emotional state are inextricably linked. Everyone has a unique set of perceptions and internal representations. This study demonstrates that we can choose any behaviour by altering our focus and state. The researchers conducted a survey to see how effective NLP is at lowering negativity in stressful situations.

Research objectives

Following are the objectives of this research:

1. To identify the effects of NLP modeling on human behavior
2. To highlight how negative thoughts and past experiences influence human behavior

Research questions

The goal of the study is to answer the following research questions:

1. When it comes to communication and behavioral change, how does NLP modeling/Meta modeling help?
1. How do negative thoughts and past experiences influence a person's behaviour?

The majority of people in today's world are stressed. Many people are exposed to traumatic events, and as a result, they begin to think negatively. People's entire lives can be disrupted by stress, including their jobs, relationships, health, and enjoyment of everyday activities. They are unable to stop thinking about what is happening after experiencing a traumatic event. Fear, anger, depression, and anxiety result as a result of this. Neuro-linguistic Programming (NLP) can aid in the management of stressful situations. This study's main goal is to look into the effects of NLP in a stressful situation. To achieve desired outcomes, people can alter their thoughts and behaviours.

This study will not only help in the reduction of negativity, but it will also help in the enhancement of imagination by facilitating productive contact between explicit and implicit cognitive states. This research is significant because it is based on psychoanalysis. This therapy will assist patients in gaining a better understanding of the unconscious forces that cause them to behave, think, and feel the way they do. This research is significant because it encourages people to think outside of the box.

This research is significant because, from a psychological standpoint, everyone has a psychological history. Some people have had traumatic childhood experiences that have influenced their behaviour later in life. These unconscious thoughts are suppressed at first, but once they enter our consciousness, they lead to destruction. They are helpless when it comes to their future. People will be motivated to engage in a positive behaviour as a result of this study.

This research focuses on NLP modelling, which aids communication and behavioural change. The effectiveness of NLP in various situations has been highlighted in this study. This study is significant because it examines how we can coordinate everything we see, hear, and listen, as well as how we can use our senses to detoxify our surroundings. The focus of this research is on mindfulness practices that encourage people to be more creative. It is not about forgetting what is going on, but about becoming aware of current feelings, sounds, and images.

This study is delimited people who are dealing with psychological problems. The information was gathered from patients at the Benazir Bhutto Hospital in Rawalpindi. A practical sampling technique was used in this study.

REVIEW OF LITERATURE

Anxiety or stress, according to Kessler et al (2009), is an intense feeling of fear and distress. It develops over time and lasts for the rest of one's life. It has a negative impact on people's well-being, wages, education, and personal relationships. Any change in the environment that causes men's physiology to react

is referred to as stressful. In response to these changes, the body produces physical, mental, and behavioural responses.

According to Bandelow (2018), cognitive-behavioral therapy was effective in the short-term treatment of depression and anxiety disorders, but meta-analysis was used to determine the long-term outcome of CBT for anxiety-related disorders. Although cognitive-behavioral therapy is effective in the treatment of anxiety, only 50% of patients in follow-up studies showed clinically meaningful improvement (Borkuk and Newmen, 1998). To improve the effectiveness of cognitive-behavioral therapy, more attention should be paid to the interpersonal and emotional aspects of these people.

According to Walker (2002), Albert Mehrabian's classic 1970s analysis found that real utterances used in face-to-face interaction only expressed 7% of the meaning. Physiology (our postures, movements, and facial expressions) made up 55%, and voice tonality made up 38%. Our nonverbal communication—the way we say things, what people mean, and what we're doing physically at the same time—all contribute to the overall meaning of our words. And even when we don't say anything, we're still conversing.

According to Pearson (2012), NLP is process-oriented, and it explains how we can learn new things and change our behaviour by interrupting existing thoughts and replacing them with new ones. When a person is afraid of snakes, he imagines them to be large, close up, and ready to strike in slow motion at him. In his mind, he will hear screams at the same time. A person who is not afraid of snakes, on the other hand, will visualize a snake from a greater distance (p.20).

According to theorists in the field of Neural-linguistic planning, each person understands a map that outlines his neurological system rather than the real world. Sensory filters, as well as a person's beliefs, memories, and emotions, cause different maps to emerge from a single location (Delaware, 2008). Visual systems are the methods of perception, storage, and encoding of information in the mind in Neuro-linguistic programming. In each experience, an individual may use different visual systems, such as clear or close images to recall painful experiences and vague and distant images to recall pleasant experiences. As a result, changing a person's visual systems about an event can change a person's feelings. This event could be a memory from the past or a forecast for the future (Walker, 2000)

According to Mehrpour (2007), anxiety is sometimes caused by troubling mental images retrieving unsuccessful positions. The visual system can be altered by altering one's emotional state. The claim that altering an individual's emotional state alters their visual system has yet to be tested experimentally. As a result, the goal of this study is to close that gap.

Neuro-linguistic programming has been shown to be effective in a variety of areas, including depression (Ahmadi et al., 2011), chronic headache (Macon, 1983), and depression (Stepanek, Renner and Shaw, 2010). However, there is less evidence available in the area of its effectiveness in reducing stress. The purpose of this research is to demonstrate the efficacy of Neuro-linguistic Programming in stressful situations and social functions. The study's goal was to conduct a systematic literature review and assess the evidence for NLP's efficacy in terms of health-related outcomes.

Cognitive behavioural therapy (CBT) is a type of psychotherapy that can be used to treat a wide range of mental illnesses, including depression, anxiety, and, more recently, personality and psychotic disorders. According to Beck and Weisharer, CBT has four basic measures.

2. Characterizing the problem specifically and accurately.
3. Determining the emotions, values, and interpretations that are correlated with the situation.
4. Recognizing the essence of a patient's thinking.
5. Obtaining information about the effects of one's thoughts and the data that supports them.

Languages are useful for thinking, according to Bowerman and Levinson (2001), and they infiltrate our thoughts. They meant mediated cognition when they said thought. The mind is not entirely absorbed in the problems of the present moment, but it does make use of various mechanisms and systems of mental consciousness, such as mental images and memories, which are referred to as "higher cognitive processes." The concept of a chosen representational system underpins NLP. External information is processed through five sense receptors: visual, auditory, kinesthetic, olfactory, and gustatory, and people create internal maps of their surroundings. A person's speech pattern, according to Grinder and Bandler (1976), reveals the method he or she is employing at the time. It has been proposed that a person's representational framework

can be revealed through their eye movement at any given time. A descending look to the right, for example, is associated with the kinesthetic state. Grinder and Bandler claim that each human has a preferred idiosyncratic representational system and that each person has a favoured idiosyncratic representational system. NLP is experimental, action-oriented, and involves sense compromise, according to Craft (2001), because it is based on the social constructivism theoretical foundation. Despite agreeing with Craft (2001) that NLP is a collection of techniques rather than a theory, Tosey and Mathisan (2003) suggested that theoretical consistency could be implied. It is primarily based on feedback loops.

Cognitive behavioural therapy (CBT) is the recommended approach because it is the only therapeutic treatment with strong scientific evidence based on systematic reviews. (Dobson 1989, Hollon et al. 2002, Hollon & Beck 2004, Westbrook & Kirk 2005; Hollon et al. 2002, Hollon & Beck 2004, Westbrook & Kirk 2005; Hollon et al. 2002, Hollon & Beck 2004; Westbrook & Kirk 2005). Stiles et al (2006) found, however, that different psychotherapy methods appeared to produce similar results. A variety of factors influence the healthcare system's move toward scientific proof practice, according to Hamer and Collinson (1999). CBT is a type of psychotherapy that can last anywhere from 6 to 20 sessions. However, while CBT may necessitate a lengthy period of therapy ranging from one to five years, there are some closely related alternatives to CBT, such as Neurolinguistic Psychotherapy, that, if proven successful, would meet a practical economic goal of effective psychotherapy that is brief and intended solely.

Our belief system is comprised of our personal values, behaviours, and ideals. Our values are still present in our lives, influencing how we observe ourselves and our surroundings. Disappointment and failure can result from conscience and defeating beliefs. (MJ Callan, A.C. Kay, RJ Dawtry, 2014). Beck (1979) proposed that there is a link between our feelings, thoughts, and activities. Any modification to one part would have an impact on the others. In his clinical practice, Beck consulted with people who were depressed and discovered that fear of failure was a major contributor to the problem. He suggested that negative thoughts cause people to become depressed. Rather than dwelling on the past, he wished to use psychotherapy to teach people how to overcome depression by changing their attitudes and beliefs.

RESEARCH METHODOLOGY

The purpose of this survey research is to determine the impact of thoughts and language on behaviour. NLP modeling and cognitive-behavioral theory are used in this study. Just after their instructions, the researchers interviewed participants about their experiences. The researchers analyzed and investigated the effect of NLP on better communication using data obtained from the participants.

This study employs a qualitative research methodology to examine the impact of NLP. In this study, a case study methodology was used. Data was gathered through interviews with five psychiatric patients at BBH Rawalpindi. The collected data is then thematically analyzed. It is a method for identifying, assessing, and analyzing themes in collected data. This study included people who were under stress. This is a case study of psychiatric patients being treated at Rawalpindi's Benazir Bhutto Hospital's psychiatric ward.

The current study consists of a survey followed by an in-depth interview conducted by the researchers. The study population is made up of five patients with anxiety/stress disorders who were admitted to Benazir Bhutto Hospital in the second half of 2020. In the non-random sampling technique, the convenient sampling technique was used.

This study is founded on Cognitive Behavioural Theory. Aaron T. Beck developed the idea for this theory in 1960. This theory is concerned with our mental processes, such as emotions and our perception of events in our lives. This theory explains how a person's emotions, feelings, and actions interact with one another. The cognitive model explains why people react emotionally, psychologically, and behaviorally the way they do. Cognitive behavioural therapy is the bedrock upon which cognitive theory is built. It is a type of therapy that can be used to address a wide range of mental health issues. We can use this theory to examine the effects of thoughts on our behaviour. Although cognitive behavioural therapy is effective in the treatment of anxiety, only half of patients achieved clinically meaningful improvement in follow-up studies (Borkuk and Newmen, 1998). To increase the effectiveness of cognitive-behavioral treatment, the interpersonal and emotional components of these people should be given more attention. The therapist uses a probing technique to help patients respond to their automatic thinking. They also plan behavioural

experiments in which they conduct sessions to assess perception cognitions. Therapists classify distorted cognitions through an assessment process. Patients can then tell the difference between their own thoughts and facts.

Humans rely on language to communicate their experiences. The vast majority of the sentences we utter are constructed unconsciously. We frequently limit ourselves through our use of language, which distorts our immediate perception of reality. This study also makes use of NLP modelling and metamodeling. A Metamodel can help people cope with linguistic distortions and improve their internal personal experiences. This model was presented by John Grinder and Richard Bandler in the 1970s. Grinder and Bostic (2002) refer to the Metamodel as a "Common feature model". The meta-model is a grammatically based theory of language with thirteen verbal patterns that question an individual's language's "structure" (form).

There are two types of mental charts in NLP: sensory based maps (internal representations of what people see, hear, taste, and smell) and cognitive based maps (external representations of what we see, hear, taste, and smell). The second is linguistic representation of the sensory-based map. The external environment is perceived using the visual, auditory, kinesthetic, gustatory, and olfactory senses. Humans, both implicitly and explicitly, miss a lot of information that is presented to them. Delete records to which we did not contribute. The remaining data is classified based on our prior experiences, convictions, values, and faith. People are likely to have predominant sensory-based knowledge that is inconsistent and unreliable because the original information has been removed, skewed, and generalised. The processed remnant functions as an inner "map" that has an immediate impact on our physiology. Later on, it does become a regular pattern for us. It makes a difference in your life how you act and how you handle things. NLP entails changing our cognitive models by utilising how our brain embeds our perceptions, allowing us to broaden our perspectives and the reach of our thought. These habits are used to alter mental and social attitudes, social phobia-based situations, and values that are restrictive.

Sampling Procedure

To select participants, a purposive sampling method was used. This method was used to retain volunteers who met the requirements and were available during the interview. The psychiatric supervisor assisted the researcher in screening people who are physically and mentally fit to participate in an interview. This study focuses on a qualitative approach. In most qualitative studies, sample capacity is limited. This survey was conducted between February and April of 2020, and due to the Covid-19 pandemic, it was not possible to collect data on a large scale. Data about these patients' experiences has been gathered.

According to S. Kvale (1996), a sample size of five to twenty-five study participants can be used as long as the participants' experiences and settings are relatively homogeneous. When interview participants are considered for selection, their ability to participate in an interview, as well as any language barriers, must be taken into account.

DATA ANALYSIS

Human behaviour includes a wide range of actions that are influenced by society, beliefs, feelings, and values. It is a person's reaction to things outside of the system that are influenced by his or her beliefs and life experiences, cultural context, and societal self-generated values. These habits will change as one grows older, from child to adult, and so on. In this context, the researcher is looking at Neuro-linguistic Programming as a method for studying human behaviour and seeing if it can help people generate long-term and formative changes in their lives. It is critical to understand sensory acuity in order to make appropriate improvements in an individual, observe current patterns, and consult with that person's neurology. It entails the following obligations. It is critical to communicate with patients and understand their concerns, which are as follows: *Rewiring the action and educating the brain proactive action.*

Any human action is the result of an established factor that is filtered through the lenses of a person's past experiences, convictions, and current state of being. To maintain a positive change, it is critical to reprogram the intrinsic depiction of actions rather than inducing positive and relaxed states in an individual that may be reverted after some time.

The current study aims to discover the art of Dr. Aslam Minhas, a psychiatrist at Benazir Bhutto Hospital Rawalpindi. He is a highly qualified psychiatrist with numerous certifications, including MBBS, MCPS, DIP (PSYCH), MSC, and MRCP (PSYCH), as well as 34 years of experience. He provides a variety of services and treatments, including Abnormal, Unusual, Strange Behavior, Alcohol Treatment, Behavioral Thought Problems, Career Counselling, Cognitive Behavioral Therapy, Emotional Outbursts, and many more. He consults with his clients in a variety of ways. First, he determines what the patients require and then determines the internal pattern. He then employs the change work process. It is the intervention used to rewire internal processes. It tells us what changes a person needs to make. Then he employs change work process testing to modify specific behaviours. He then follows up at regular intervals. It was difficult to collect data on a large scale due to the increasing cases of Covid-19 in the country, but the researchers did their best to collect data from patients admitted to BBH Rawalpindi. The information was gathered between February and April. In clinical interviews, current research relies on patients' conscious memory and ability to focus on past events, emotions, moods, and actions. The goal of this research is to look back in time and see how thinking and language can influence a person's behaviour.

This study employs a case study approach. The researcher planned the overall phases of the case study in the first stage, such as where to conduct the study and who will participate. The researchers must conduct a study based on the previous research design in the second step. Each stage has had some processes added to it.

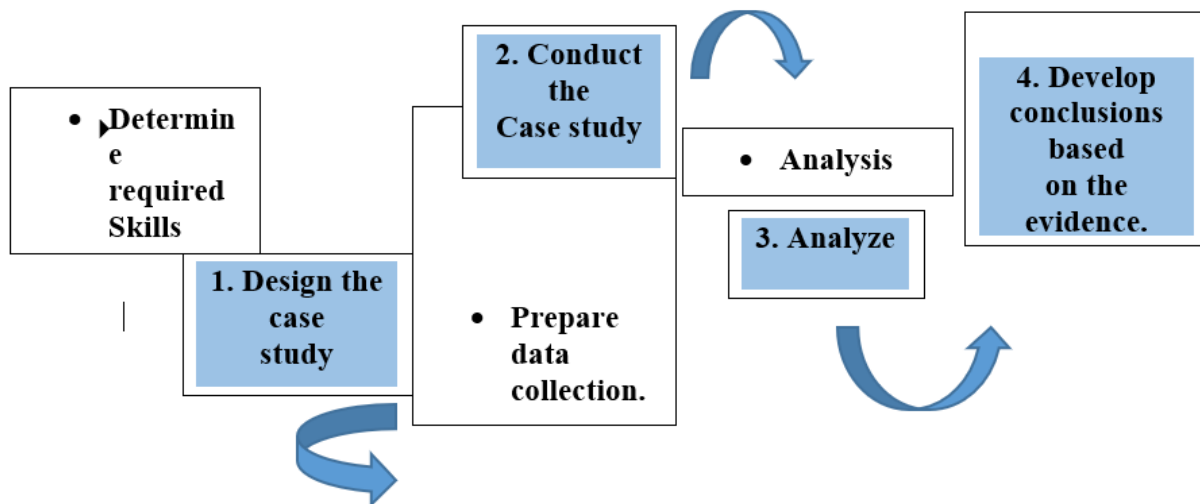


Figure 1 Case Study Procedure

Data was gathered using two methods. The first approach entails conducting a semi-structured interview with patients and their guardians. Observing someone during an interview or in a psychiatric unit is another option.

A semi-structured interview is one method of gathering data for qualitative analysis. A semi-structured interview, according to Wengraf (2001), is one in which the interviewer does not focus on a formalized list of questions. Instead, they would demand more open-ended questions. To gain a better understanding, the interviewer can ask follow-up questions based on the candidate's responses.

Because of the patients' illnesses, which cause them to speak incessantly and uncontrollably, this is a semi-structured interview. As a result, the interviewer must be able to direct the patient's responses by asking a new question based on the patient's narrative. The second explanation is that different patients will have varying abilities to comprehend the questions due to varying degrees of disease. Some patients can easily understand and respond to the questions, while others may be perplexed.

The interview took place at BBH Rawalpindi's psychiatric ward. There are two wards in the hospital. The first is for men, and the second is for women. The interview took place in the ward at a

discussion table near the information counter. Nurses and a medical assistant were stationed at the information desk to assist the researcher in the event of an unfavorable scene during the interview. The nurse recommended a few patients who would be able to appreciate the interview questions and respond appropriately. After that, the researcher and nurse approached the potential patient and asked if he or she would be willing to participate in an interview. The charge nurse stated whether the patients on the list are in good health or not. Some of the patients are not feeling well the majority of the time. As a result, the interview was only conducted with patients who agreed to participate. Eventually, the number of patients is reduced as the process progresses.

Figure 2 below depicts the explanation above and the number represents the average number of patients.

15	<ul style="list-style-type: none"> • Normal number of <u>patients</u>
10	<ul style="list-style-type: none"> • Potential patients to be interviewed • Head nurse will list patients that are
8	<ul style="list-style-type: none"> • In-charged nurse check list • She will remove patients that are not in
5	<ul style="list-style-type: none"> • Final number of interview patients • Ask patients for willingness.

Figure 2 depicts the explanation above and the number represents the average number of patients.

Each person was interviewed for 20-30 minutes by the researcher. The following are the precautions taken by the researcher during the interview. This is made up of the verbal and nonverbal interaction phases of the interview.

During the interview process, the researchers must ensure that no sharp or dangerous objects, such as a sharp knife or scissors, are used.

It is really significant for the safety-based distance from the patient.

Ensure that the researchers will not provoke the patient by asking inappropriate questions.

When the patient is agitating, the interview needs to be stopped at once.

The researchers need to pay an appropriate grin and give possible reactions to the patients in the while of the interview.

The researchers must display sympathy towards the subject-patients.

The researchers should pay heed to the treatment of patients with respect. When the interview is conducted, the researchers cannot misbehave or insult the subject-patients in any way.

The details of the semi-structured interviews are given below. The data has been anonymized to conceal the identity of the patients.

MALE 1 (30 Years Old)

He attended the consultations when he was experiencing a lot of anxiety attacks. A good number of questions were asked from him.

He would wake up and give a couple of hours; he would lose his cool and go through resourceful emotional states due to external causes. He would stop working and stay at home, wasting time on important business goals and resulting in a loss of income, potential, and goodwill. Later, as he assesses the process, he realizes that he has a "fear of failure" as well as many painful memories of previous failures, all of which cause self-states and render him inefficient for the duration.

Dr. Fareed was the first to use breakdown attaching to encourage his human psyche to be in a healthier position and to broaden his instinctive reaction options. Collapse positioning is a technique for switching from a negative to a neutral anchor for the same stimulation. Later on, he was employing the quick irrational fear remedy method to assist him in overcoming his previous limitations.

Male 1 is a member of a social club, and he fears being humiliated if he makes a mistake. As a result of his negative feelings, he had a small sense of self. These thoughts would elicit emotional responses, and he would refuse to come out and talk, despite having opportunities and experiences to contribute to the discussion.

Dr. Aslam Minhas used an NLP method-pattern to train his neurology to achieve the highest output states in a difficult world, and after a while, he improved his social appearance and interpersonal skills.

Male 1 had anger problems too. He explodes with rage and frustration when he gets into a fight with his mother. After a while, he becomes depressed. He used the NLP Meta Model framework to organize his performance and objectives, as well as persuade him that it was a bad idea and that he was socially inept. Later, he used the collapse indicator to investigate the rage response as well as the activated emotions and feelings such as cool, pleasant, and simply let go. During the next meeting, he used the Reforming Swish template and Quick Phobia Care.

He started talking to his mother right away, which he hadn't done before because he had a long fight with her. The staff of the family-owned business was pleased to see a change in his attitude and emotional attachment in difficult circumstances where he had previously been enraged. He began to trust the right people after evaluating them based on his background.

The above-mentioned method was completed in two sessions of 50-90 minutes each over the course of three months. He is now enduring and growing with the passage of time.

FEMALE 1 (25 Years Old)

Female 1 had two fertility issues in a row, both of which were painful and had left her with severe anxiety for the previous eight years.

Despite the fact that she has a loving family, her panic attacks and anxiety caused by depression will negatively impact the atmosphere at home. Counseling, aura therapy, and psychological medications have all been tried, but they all provided pain relief rather than treatment, and the relief was only temporary. Flashbacks to the past can cause her panic attacks. She was done moaning and shutting herself away in her house for years. She refused to function and displayed a wide range of emotions, including rage, irritation, and sadness. Panic attacks can last anywhere from three to ten days. Panic attacks happen twice a month, sometimes more frequently. Dr. Aslam Minhas had a difficult case, so he used an unconscious reforming pattern in which he made contact with neurology using automatic and truthful yes/no signals and then

repeated the procedure. He played the alphabet game to improve his emotional state. Later, on command, he added sub-Modality activities for lookup tables.

After two to three hours of rest, each lasting two hours, the severity of her panic attacks decreased. After 5 to 10 sessional meetings, she is willing to be more honest for the sake of life's free possible possibilities.

MALE 2 (28 Years Old)

Male 2 is a middle-management IT specialist who has been slacking due to increasing work and family pressures. He is not paying attention at all to his work. This resulted in a disgusting situation for both him and his superiors as a result of his success. Even though he was qualified for advancement, this had a negative impact on him. Every time he mentioned his job in broad terms, he conjured up a mental image of his manager, who made him miserable and enraged.

This demotivates him and makes him grumpy. He believed that he had frequently associated his job and workplace with negative emotions. Dr. Aslam used Meta Model Distinction to see his life from multiple perspectives and see how, if he keeps doing what he's doing, he'll end up with outcomes he doesn't want. As a result, he developed an innate desire to achieve professional success. He also played an alphabet game to aid in his state selection.

He appears to have given a good performance during the two sessional meetings, each lasting almost three hours.

FEMALE 2 (36 Years old)

She was surprised to learn that her husband had been experimenting on her with another woman long before they married. After she later challenged and objected, the relationship deteriorated into violence. She became depressed and began to enjoy her life as it was, losing 15 kGs in the process. She stopped using social media, changed memberships, and cut ties with her friends because she couldn't face herself. Her parents begged her to stay when they found out, but she refused. She also had to flee her in-laws after they attempted to murder her.

Dr. Aslam Minhas helped her regain her self-esteem and control over her life and emotions by using the Identity Model and Metamodel. Quick Phobia Care was also used to help her deal with her traumatic memories.

After two or three 90-minute sessions, she is free of her unpleasant experience and depressions. She wants to rebuild her life and settle down if she can find someone she can trust now that she has decided to pursue higher education.

MALE 3 (24 Years old)

After attending university after university to pursue a Professional Degree, he failed the final paper despite numerous attempts. He was also dealing with some relationship issues, and her sister's heartbreaking wedding had sapped his desire to finish the course, causing him to suffer from anxiety and insomnia, leading to a running act. Instead of practicing, he would sleep or watch various video clips, which made him irritated.

Dr. Aslam Minhas used Meta Model sessions and Emotional Mastery Coaching to reclaim his lost influence.

DISCUSSION

There are certain presuppositions that are discussed below in light of the data presented above.

The map is not Territory:

We create a map of the planet based on our previous experiences. This isn't supposed to be our back yard, is it? Some people believe that the outside world is simply what one's perception of it is, but when we examine it, we see that it is exactly that. As the map progresses, there are more options for achieving the

goal of losing your cool. It is a choice in the previous example to lose the boss's temper over an employee's non-performance.

Every experience has a structure

The way we perceive the universe follows a pattern. Memories, values, and perceptions are not stored in our heads at random; they are part of a complex system of barriers and routines that we perceive with our five senses. We must first recognize the "problem behaviour," and then make the necessary adjustments to resolve the issue internally by changing the behaviour of outward people.

Underlying every behavior is a positive intention

It's difficult to understand why people behave in harmful, reckless, and stupid ways in situations like drinking too much alcohol or staying in an unhealthy relationship. According to the NLP paradigm, human behaviour is not random. When this dynamic activity is chunked down, there is usually a reason "a useful positive motive behind it." While physically disciplining a child to correct his or her mistakes is aggressive and deplorable, the underlying goal is positive. Rather than resorting to inventive behaviours, these coaches assist neurology in providing answers to the action in order to achieve the desired and beneficial outcome.

There are no failures, only feedback

As infants, people learn everything, including the basics like running, language, and more. They have no sense of defeat, they stumble and make mistakes, they figure out what works for them and discard what doesn't. They update their maps based on the information they receive. It is preferable to take a resourceful approach that includes feedback and adjusts actions as a result of it.

CONCLUSION

The paper has focused on how NLP can have a positive impact on human behaviour and how doctors can treat patients with depression and anxiety using NLP techniques. The cases included in this study show that NLP can have a healing effect on human behaviour. Human behaviour is influenced by a range of internal and external factors. Persons' actions are influenced by the environment, the people around them, the climate, and their ways of life. There is a pattern to human behaviour. Using the NLP model, we can change our behaviour. NLP is a powerful tool for persuading people to change their minds. True shifts in a person's limitations and structural integrity can cause significant stress, which can be reduced by using a tool like NLP.

NLP assists humans in developing their most powerful skills, allowing them to control their responses and events. NLP also assists us in exploring the thought pattern and how we feel, which helps us to examine the inner language we use to represent our own life experiences. It also facilitates transformational change through better leadership and personality development in order to achieve greater success. The fundamental techniques of NLP can be learned in as little as 6-10 days, and by mastering them, anyone can become a subject matter expert. Developing superior coaching abilities, on the other hand, necessitates extensive grooming and mentoring.

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