

## NLP Presuppositions

As Used in Trance Dance by Karen Hand

1. There is no failure, only feedback.
2. We are always communicating -or- We are ALL WAYS communicating  
And the meaning of the communication is in the response you get.
3. If something isn't working...try anything new
4. The one with the most flexibility of thought and actions is the one most likely to succeed.
5. Choice is better than no choice and people always make the best choice available to them at the time.
6. Every behavior is useful in some context.
7. The map is not the territory. (People respond to their view of reality and not reality itself.
8. There is a solution to every problem. Experience has structure and anything can be accomplished if broken down into small enough pieces.
9. Each person is unique but one thing they all have in common is each person already has most of the resources they need for a change.
10. People aren't broken, so they don't need fixing.