





# Neurolinguistic Programming and Top Sport



Presented by Capitaine d'Aviation Bruno WELTER  
Belgian CISM Delegate

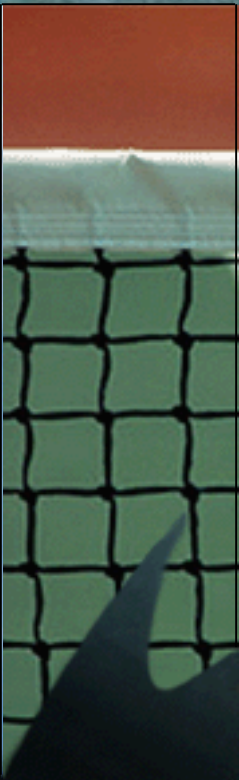
Chief Of CISM Europe Liaison Office

Master in Neurolinguistic Programming



# Overview

- **Scope & introduction**
- **What is Neuro Linguistic Programming?**
- **Communication Styles**
  - ⇒ Visual Communicator
  - ⇒ Auditory Communicator
  - ⇒ Kinesthetic Communicator
- **Rapport**
- **What affects communication?**
- **Matching and Mirroring**
- **Test results**
- **Conclusion**





## Scope & Introduction



« You have NO clue about what is going on in some one elses brain... »



Test



**finished files are the result of scientific study combined with the experience of many years**



Test



**finished files are the result of scientific study combined with the experience of many years**



# Neuro Linguistic Programming Definition

- Developed by Richard BANDLER & John GRINDER
- Analysis of thinking processes of extraordinary people
- Use these processes in a therapeutic way
- A collection of methods with a very strong impact
- Treats a broad scala of problems in a quick & efficient way

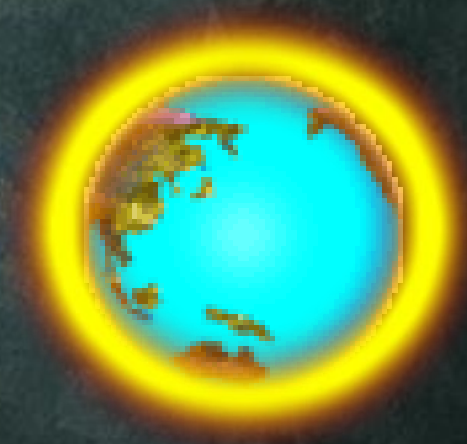
*The whole of internal information processing is mostly called « thinking »*

*B & G split up « thinking » in the different sensorial modalities these processes use*





# Neuro Linguistic Programming







# Neuro Linguistic Programming Exercise

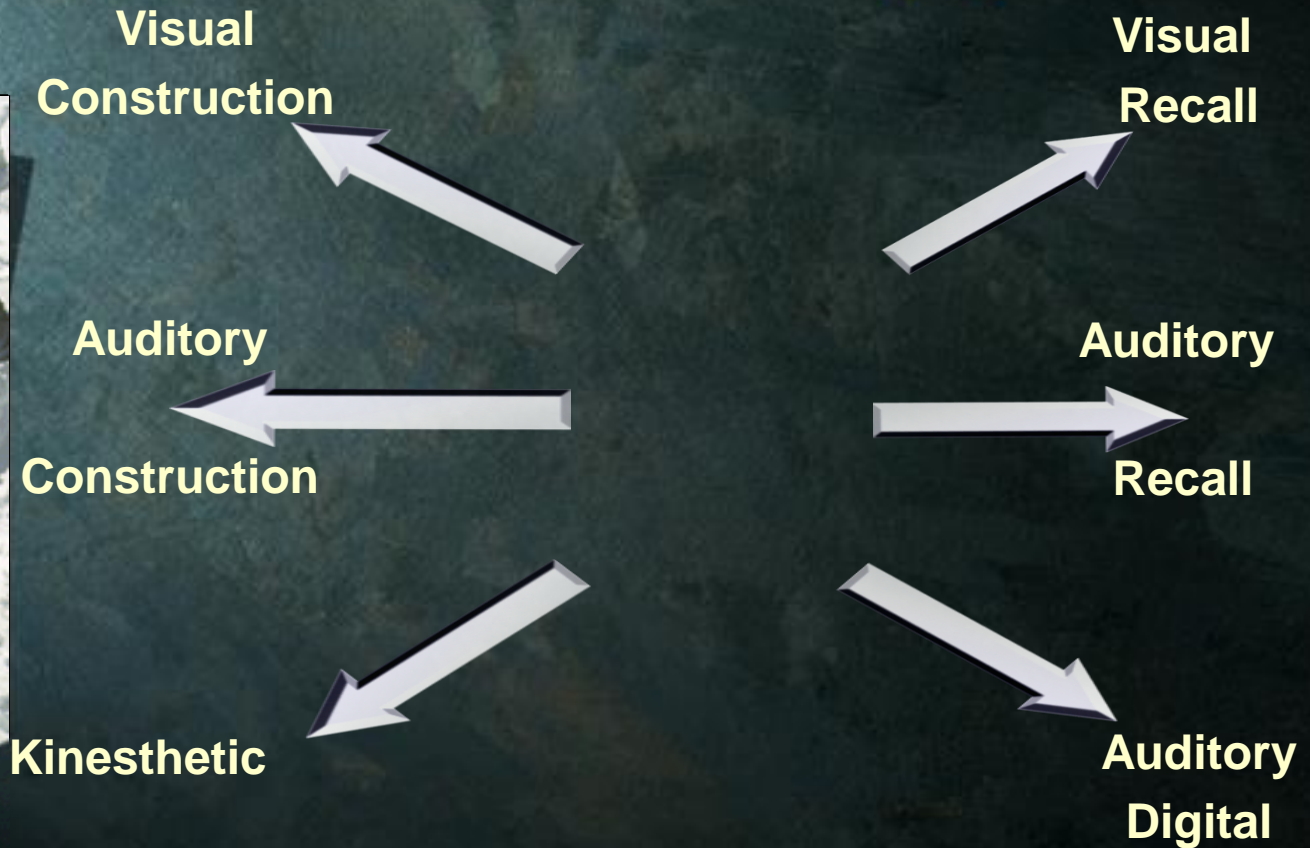


D O G





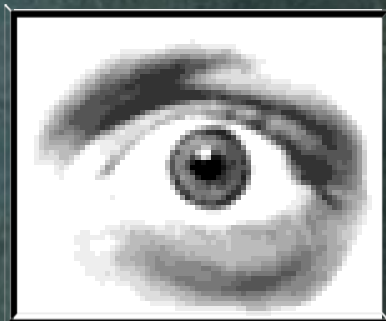
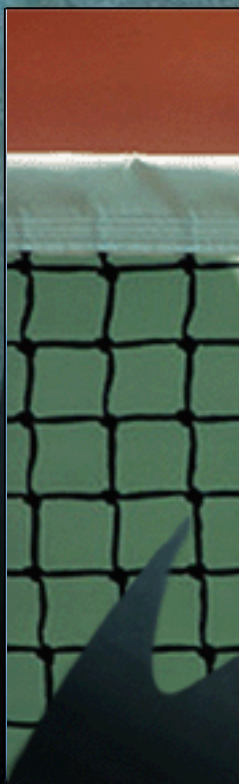
# Eye Movements



5% Vice Versa



# Eye Movements





# Visual Communicator



- **Uses pictures to process information**
- **They have a « slide projector » in their brain**



# Visual Communicator Body Movements



- Move fast
- Walk fast
- Sweeping hand gestures
- Often found nervous & rushing



# Visual Communicator Speech Patterns



- **Talk fast**
- **Often use wrong words (and don't care)**
- **Ondulating voice**
- **Key words:**
  - ⇒ See
  - ⇒ Look
  - ⇒ Imagine



# Visual Communicator

## Eye Patterns

Visual  
Construction

Visual  
Recall



- Eyes look up
- Straight ahead and de-focus



# Auditory Communicator



- Uses words and sounds to process information
- They have a « tape recorder » in their brain





# Auditory Communicator Body Movements

- Move slower than visual
- Walk at a moderate pace
- More reserved hand movements





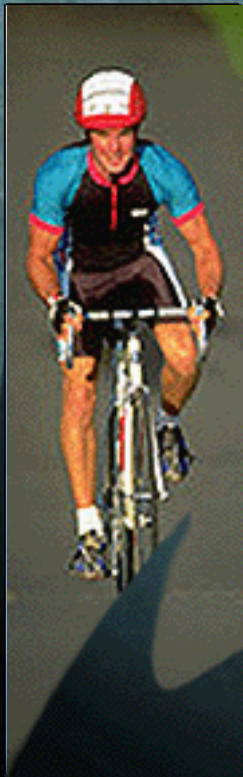
# Auditory Communicator Speech Patterns



- Take their time when talking so as to not use words incorrectly
- Like big vocabulary words
- More monotone in their inflection
- Key words:
  - ➔ Hear
  - ➔ Listen, sounds



# Auditory Communicator Eye Patterns



**Auditory**  
**Construction**



**Auditory**  
**Recall**

- **Look left to right at ear level**



# Kinesthetic Communicator



- **Uses feelings to process information**
- **Perhaps the most misunderstood individual in our society**



# Kinesthetic Communicator

## Body Movements



- Move much slower
- Often touch people as a show of affection



# Kinesthetic Communicator Speech Patterns

- Talk much slower
- Often have pauses in their speech
- Deep breathes between thoughts





# Kinesthetic Communicator

## Eye Patterns



**Kinesthetic**

- **Look down**
- **Close eyes to think**



# Rapport

- What is rapport?
- How to establish rapport?







# What Affects Communication?



**Physiology**

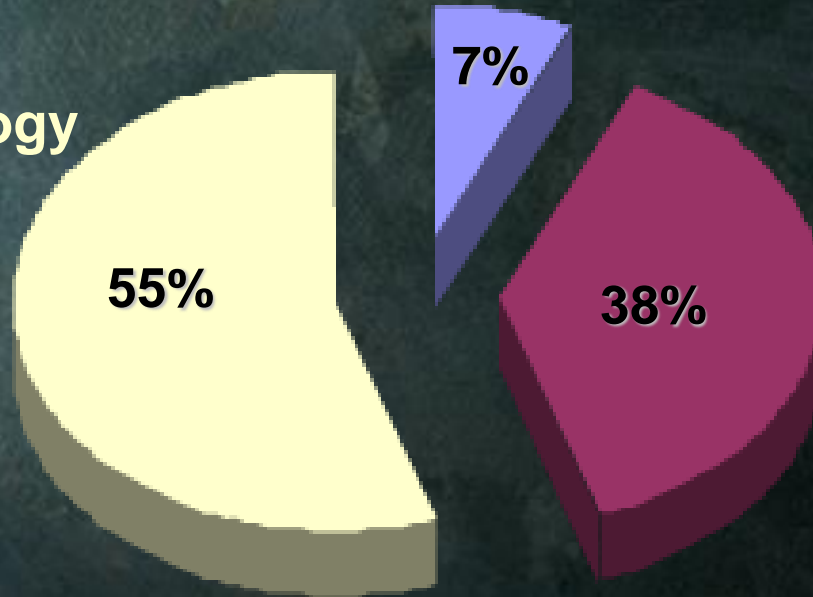
**55%**

**Words**

**7%**

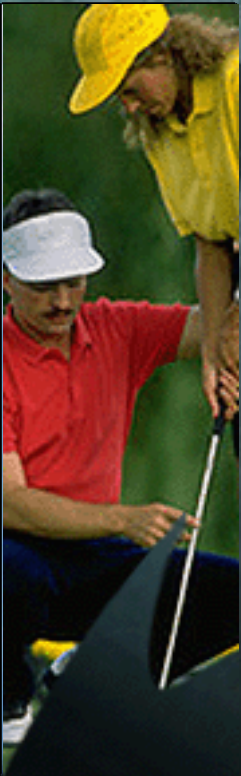
**Voice  
Qualities**

**38%**





## Matching & Mirroring



- Rapport is a « feeling of commonality » , what we need to do is give people the sense that we are « like them »
- We do this by matching & mirroring their communication style to make them feel more comfortable



# The Process





# The Process



**Type  
casting**



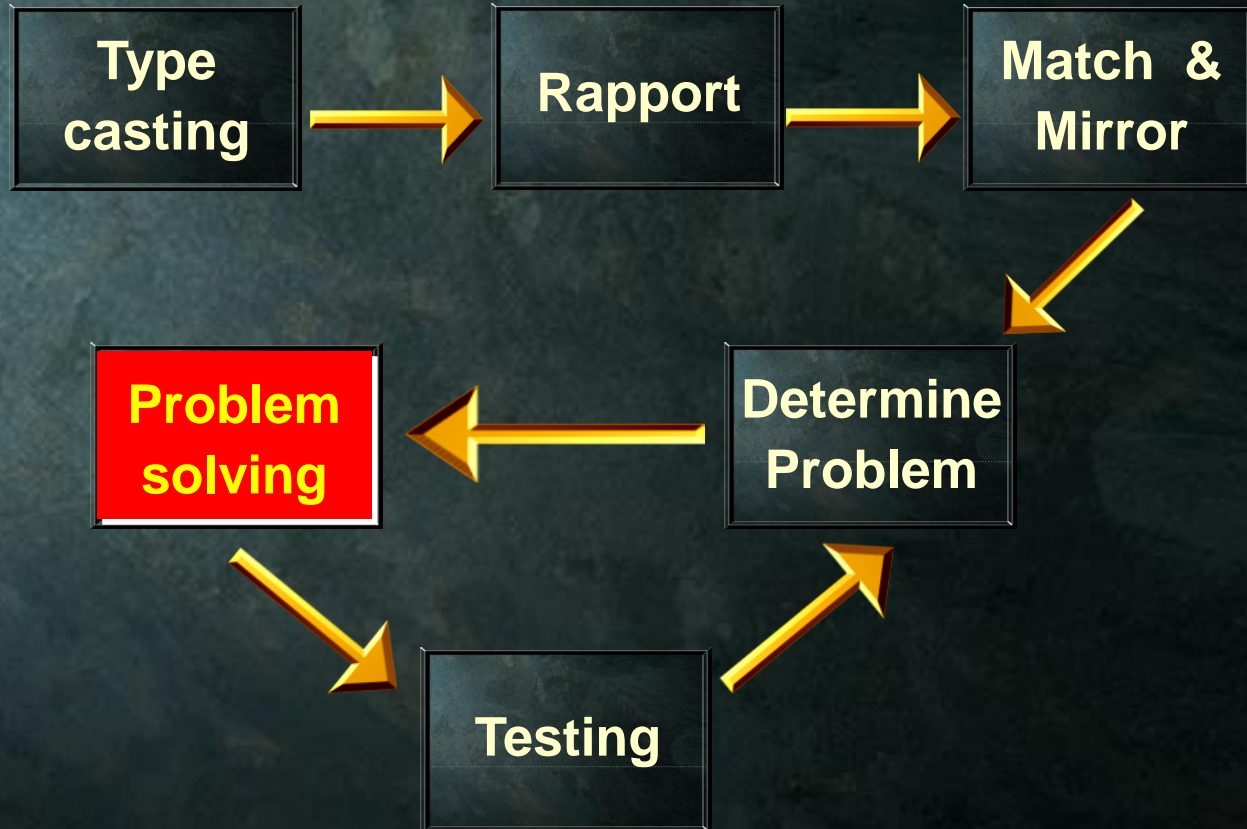
**Rapport**



**Match &  
Mirror**



# The Process





## How this affects training





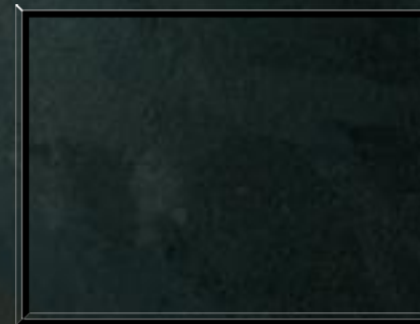
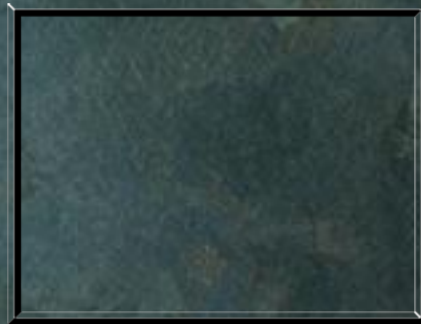
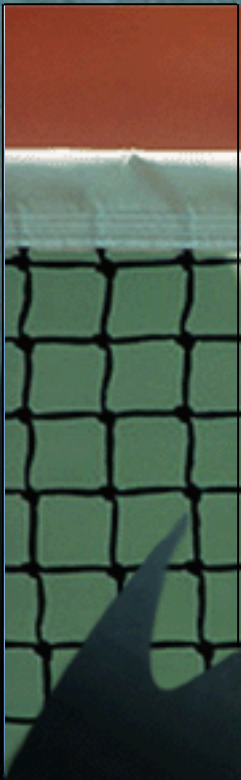
## How this affects training



- A trainer must interact with all 3 communication styles
- Trainers who don't understand communication styles are less patient with their athletes
- In order to maintain rapport with the athletes, he must enter their communication 'world'



# Test results

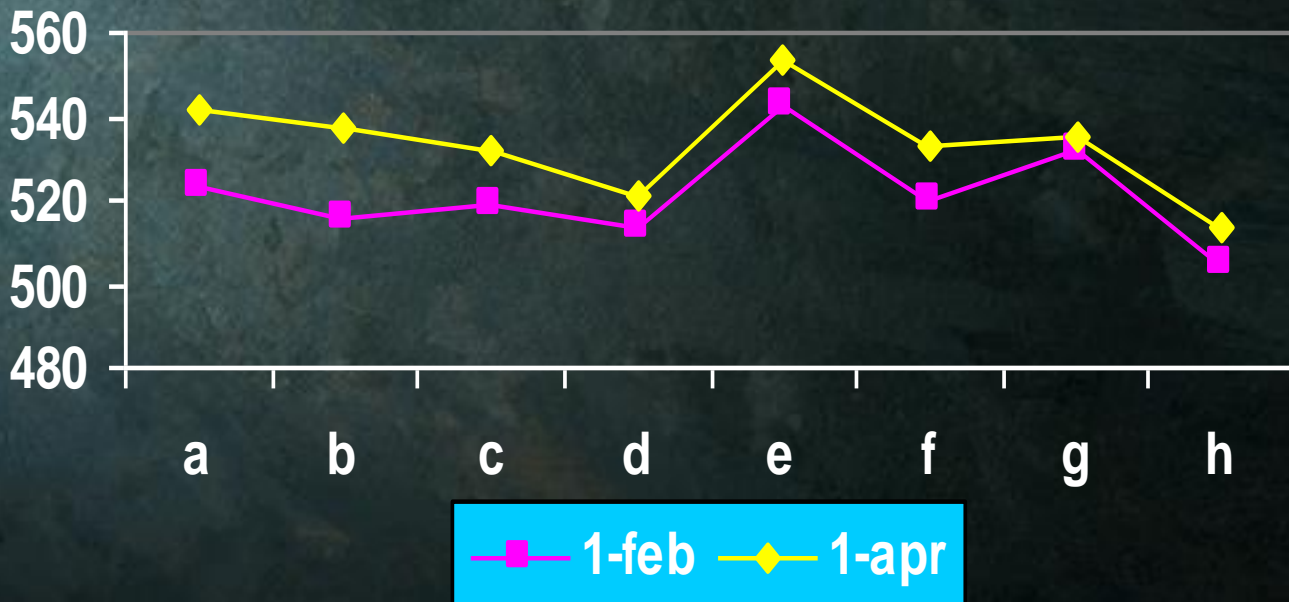
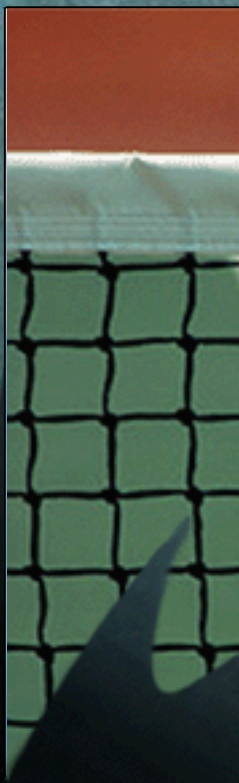






# Test results

## 3 X 20 Standard Rifle





# Formation PTI Belgian Air Force



**Physical Coaching**

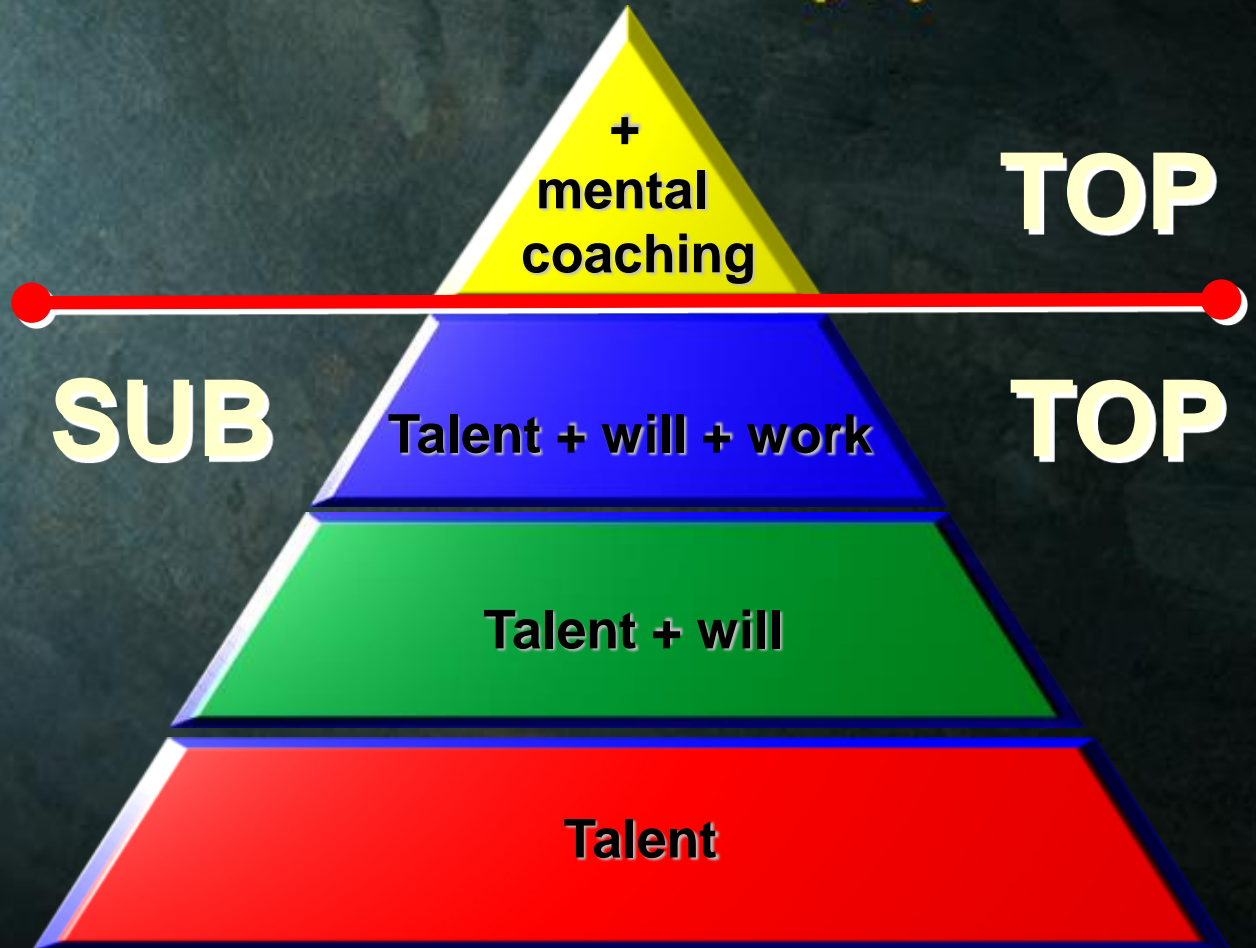
**Mental Coaching**



**Fitness Counsellor**



Conclusion



**SUB**

Talent + will + work

**TOP**

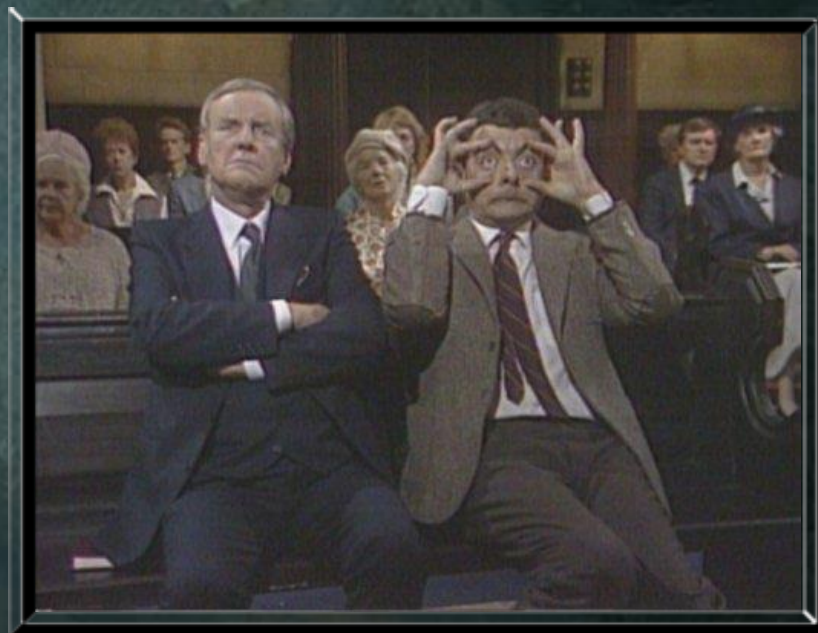
**TOP**

Talent + will

Talent



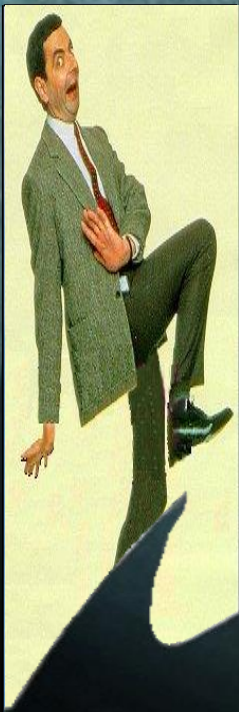
# Conclusion





Don't always believe your eyes





Thank You For Your Attention

