Cheatography

Neurolinguistic Programming Cheat Sheet by Haaridha (Haaridha) via cheatography.com/202147/cs/42896/

Aphasia	
Definition	Difficulty in communication due to brain damage in language areas.
Causes	Typically stroke or tumor.
Broca's Aphasia	Damage to Broca's area leads to hesitant speech and trouble with language produc- tion.
BA Symptoms	Difficulty in expressing and understanding language. (Hesitant speech)
Wernicke's Aphasia	Damage to Wernicke's area results in difficulties in understanding language.
WA Symptoms	Confused speech, wordiness, and problems with language comprehension.(Non sensical speech)
Similarities	Both conditions result in significant impairments in communication abilities.
Language Variability	Aphasia symptoms vary across languages due to grammatical differences.

Neurolinguistic Programming (NLP)

Definition	Neurolinguistic Programming
	(NLP) is an approach to
	communication, personal
	development, and psycho-
	therapy that focuses on the
	connection between neurol-
	ogical processes, language,
	and behavioral patterns learned
	through experience. It suggests
	that these patterns can be
	changed to achieve specific
	goals in life.

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Neurolinguistic Programming (NLP) (cont)

Commun	NLP techniques aim to improve
ication	communication skills, including
Enhanc-	persuasion, negotiation, and
ement	rapport-building.
Personal	NLP offers strategies for self-i-
Develo-	mprovement, goal setting, and
pment	overcoming limiting beliefs.
Therap-	NLP techniques are used in
eutic	therapy to address phobias,
Interv-	trauma, and behavioral issues
entions	by altering thought patterns and
	responses.

Richard Bandler: Co-creator of NLP along with John Grinder. Known for developing techniques such as the Swish pattern and Anchoring.

John Grinder: Linguist and co-founder of NLP. Contributed to the development of NLP models, including the Meta Model and Milton Model.

Robert Dilts: Prominent figure in NLP who expanded its applications into areas such as leadership, creativity, and systemic thinking.

Mirror Syste	em
Definition	Neuronal network activated when observing actions, facili- tating understanding.
Research	Studies show activation in motor cortex areas relevant to observed actions.
Sign Language	Highlights the role of gestures in structured communication.

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Mirror System (cont)

Language	Mirror neurons play a role in
Compre-	language comprehension,
hension	especially in noisy settings.

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Pillars of NLP

Sensory Acuity	Developing heightened awareness of sensory cues such as body language, tone of voice, and subtle shifts in behavior. Utilized to build rapport, understand others' perspectives, and detect patterns in communication.
Rapport	Establishing a deep connection and trust with others through mirroring, matching, and pacing. Facilitates effective communication, persuasion, and building strong relations- hips.
Outcome Orient- ation	Setting clear and achievable goals while maintaining flexib- ility to adapt strategies as needed. Guides individuals towards desired outcomes and motivates action towards their objectives.

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Pillars of NLP (cont)	
Behavioral	Ability to modify behaviors,
Flexibility	thoughts, and responses to
	achieve desired outcomes.
	Essential for personal growth,
	overcoming obstacles, and
	adapting to diverse situations.
Content	Distinguishing between the
VS.	content (what is said) and the
Process	process (how it is said) of
	communication. Helps
	uncover underlying patterns,
	beliefs, and motivations driving
	behavior.

Hemispheric Specialization

Left	Dominant for language
Hemisphere	processing, especially in
	speech perception and
	understanding.
Right	Plays a role in emotional
Hemisphere	tone perception, humor
	comprehension, and abstract
	language tasks.
Interactions	Both hemispheres work
	together for interpreting
	meanings and resolving
	ambiguities in language.

Neurolinguistics research emphasizes the intricate nature of language skills.

Key Areas: Aphasia, hemispheric specialization, neuroimaging, and mirror system are vital in understanding language processing.

Ongoing Research: Despite progress, there's much to learn about brain regions and their coordination in language understanding.



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Neuroimaging Research	
fMRI Technique	Detects brain activity, more suitable for language compre- hension tasks.
Semantic Processing	Both hemispheres involved in processing semantic inform- ation.
Individual Differ- ences	An individualized approach identifies specific brain regions responsible for language tasks.

NLP - venn diagram



