

Neuro-linguistic programming for audiologists – a transformational approach to adult rehab counselling

Mrs Heidi Modrovich^{1,2}

¹*Time Wealth Mastery, Hobart, Australia*

²*Institute of Applied Psychology, Sydney, Australia*

Overview:

Neuro-linguistic Programming (NLP) was created in the 1970s by Richard Bandler & John Grinder to provide a practical, therapeutic framework of transformational learning promoting positive behavioural changes for psychotherapy patients. The technique is widely accepted in executive and leadership coaching. There is increasing evidence of its effectiveness in the treatment of phobias, anxiety and depression. The underlying principal in the NLP model suggests that our internal representation of the external world is based upon the “pattern” by which we filter external information through subjective generalizations, distortions, and deletions to respond quickly to stressors in our external world. Given that our behaviours are based largely on our values, beliefs, and feelings which are rooted in our subjective internal representation of the world, the NLP model argues that an understanding of how we approach mental processes, such as decision making, may assist in creating more positive, successful outcomes through a strategic psychotherapeutic approach.

This learning lab aims to provide participants with a basic understanding of their own internal patterning, or “meta-programs”, which is paramount to their success in a coaching relationship to build rapport, create trust, and promote positive behavioural changes in adult rehabilitation. Anecdotally, many rehab audiologists feel a gap in their ability to counsel their clients beyond the fitting of hearing devices. Many feel they are ill equipped to counsel clients on their feelings of grief, loss, and/or helplessness as a result of communication breakdown with significant others. Whilst the understanding and application of the NLP model takes more extensive training than can be provided in the learning lab, it is hoped that clinicians will be able to quickly and effectively map their clients’ meta-programs during history taking, and be able to create a more customized approach to counselling as an added tool to promote compliance to rehab recommendations.

Learning Objectives:

- Basic understanding of the principle of neuro-linguistic programming
- Self-awareness of their own meta-programs and how this may affect their counselling approach for different clients
- Able to quickly map a clients’ meta-programming during the traditional history taking
- Understanding of how NLP techniques may be applicable within the audiological setting to promote positive rehab outcomes

Reference:

Hoobyar, T. Dotz, T. Sander, S. 2013 *NLP: The Essential Guide to Neuro-Linguistic Programming*. HarperCollins Publishers, New York