

Dear Logical Levelling People,

Some house keeping:

1. Keltic bookshop will be here to morrow at lunch time, selling EFL stuff. They can take orders for NLP books and send them on.

What do I recommend? Introducing NLP by Seymour and O'Connor
Solutions by Leslie Cameron Bandler
Tools for Dreamers by Robert Dilts

Remember this is one person's mapping and you might well find other books I can't cope with to be sheer inspiration for you.

Daring to give out a book list verges on hubris.

2. Amanda McKean will be with us just before coffee break to talk to people who might be able to help us spread the sort of Humanistic teaching message we try to.

She wants to know, for example, how to contact other school psychologists in Portugal.

3. Just before the lunch break Marie Delaney will arrive, traffic willing, with three boys she teaches French to, all regarded as *very difficult* in their school. She has been using NLP skills in help the disaffected school population. We will take her and the lads to lunch and our task is to get decent rapport with them. She reckons they are very bright. The PM session 2.00-3.30 will have you working with them and trying to suss out their learning patterns.

Marie will bring us, I hope, a window onto how difficult kids can be dealt with using NLP skills.

4. After tea you have a choice between Judy Baker's second session and Marie Delaney. I suggest you half go to one and half to the other- you can go this by pairing off with some one. We could have a feed-across session tomorrow morning.

Applications of **Logical Levels**.

How many times have I attacked a problem on the level it presented at, without checking where the root problem lay?

Example: my wife acts inefficiently about the publication of one of her poems on a postcard with a photograph by a friend of ours. What I observe are what seem to be to be a set of inadequate behaviours with regard to placing the card in Canterbury postcard shops.

If I try to get her to smarten up at practical behaviour level, I am ignoring that behind the behaviour lies a huge Robert Musil -like feeling/belief that she should NOT publish her poems, that she should write in secret. So she was persuaded by the photographer friend to let him have a poem to go with his picture.... She agreed agst her better judgement....and is currently in a state of considerable incongruence.

Hence the floopy commercial behaviours.

In this case her belief negatively governs her actions (or inactions)

As you come to the end of this reading, can I ask you to go over to your homework partner (on the shedding of beliefs) and then make a foursome with another pair to pools your thoughts on old beliefs, aging beliefs and new beliefs you are "hatching".

Mario 