

NLP – 1st article

Well Formed Outcomes

A Well Formed Outcome is when we know what we want out of a situation in fairly defined terms. There is a significant body of evidence to suggest that a major factor in the success of any endeavour lies in establishing a clear idea of the outcome.

A Well Formed Outcome reminds me of the Alice In Wonderland quote when Alice asks the cat “Which way should I go from here” and the cat replies “That depends a great deal on where you want to get to”. Then Alice replies “Well I don’t really mind where I get to” and the cat replies “Well it doesn’t matter which way you go”.

Or if we link it to business it ties in with Stephen Covey and his 7 Habits of Highly Effective People, Habit 2 Begin with the End in Mind. Focus on your outcome and everything should flow from that.

NLP suggests that well-formed outcomes meet 4 key criteria.

1. They are stated in the positive

The task is to establish a positive idea of what you do want, rather than an idea of what you ‘don’t want’. You get what you focus on.

The problem with any outcome stated in negative terms is that your mind will be programmed to focus on the unwanted result and may work hard, outside your consciousness, to deliver that result. For instance if I say the one thing you must not focus on is a blue rabbit with pink ears. What happens? Of course you thought about a blue rabbit with pink ears, this is because our mind cannot process a 'don't' or a 'not'. It has to imagine it first before cancelling it.

2. They have sensory-based representations of success

The question here is how you will recognise success when you have achieved your outcome. Sensory-based representations of success are the 3 main NLP channels:

- what will you see ?
- what will you hear ?
- what will you feel ?

3. They are self-maintained

The outcome will be something that *you* can initiate and maintain independently. You can only change yourself and your outcome should be something that reflects this. For

an outcome to be well formed, what you set out to achieve must be within your control, as must all the resources necessary to achieve it.

4. They are mindful and respectful of consequences

It is important that you have asked yourself questions about the consequences of achieving any outcome before you start. The key questions are:

- Will achieving this outcome preserve the benefits of the present situation?
- Does this outcome fit with who I am?
- Will there be any adverse consequences for others?
- Is the effort worth the cost?

Now an exercise for you. Think of something you want to achieve and write it down using these 4 points and then see what happens with the powerful Law of Attraction.

The Law of Attraction is very simple. It is based on the premise that thoughts are magnetic and have a frequency and as you think you send your thoughts out into the universe and they attract all things on the same frequency and these come to you. So you are like a human transmission tower. If you want to change your life you change your thoughts.

So change your thinking, think about what you would like to achieve and the success you are looking for. Keep saying this to yourself and see what happens. You really have nothing to lose.