



# Unleash Your Potential

NLP TRAINING & COACHING | CHANGE YOUR THINKING—CHANGE YOUR RESULTS

## Perceptual Positons for Conflict Resolution

‘An NLP technique that enables a client to view a situation or problem from different perspectives, thereby providing new insight’. The process involves shifting the viewpoint and viewing a specific Internal Representation from one of three different positons. Originally created by John Grinder and Judith Delozier – 1987.

1. First Positon is looking through your own eyes.
2. Second Positon is looking through another person’s eyes (usually a significant person in the event).
3. Third Positon is observing the entire scene from a dissociated positon (say, above the entire event). This is useful as a Dissociative Technique and for incorporating learnings.

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**Note:** at each positon ask the client what are they seeing, hearing and/or feeling to help them get into the ‘position’. Then ask “what is the **positive** learning from this situation that you can use in the future?”

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**Example – Bruce is our client and he has a challenge with is colleague/partner, Natasha ...**

If Bruce is asked to replay a conversation with Natasha, the first position would be him running the event through his own eyes.

The second position would where Bruce runs the event through the eyes of Natasha and noticing what he says from Natasha’s viewpoint.

The third view point would be as a fly on the wall—taking into account Bruce and Natasha and noticing things from a detached point of view, taking in the situation as a whole.

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