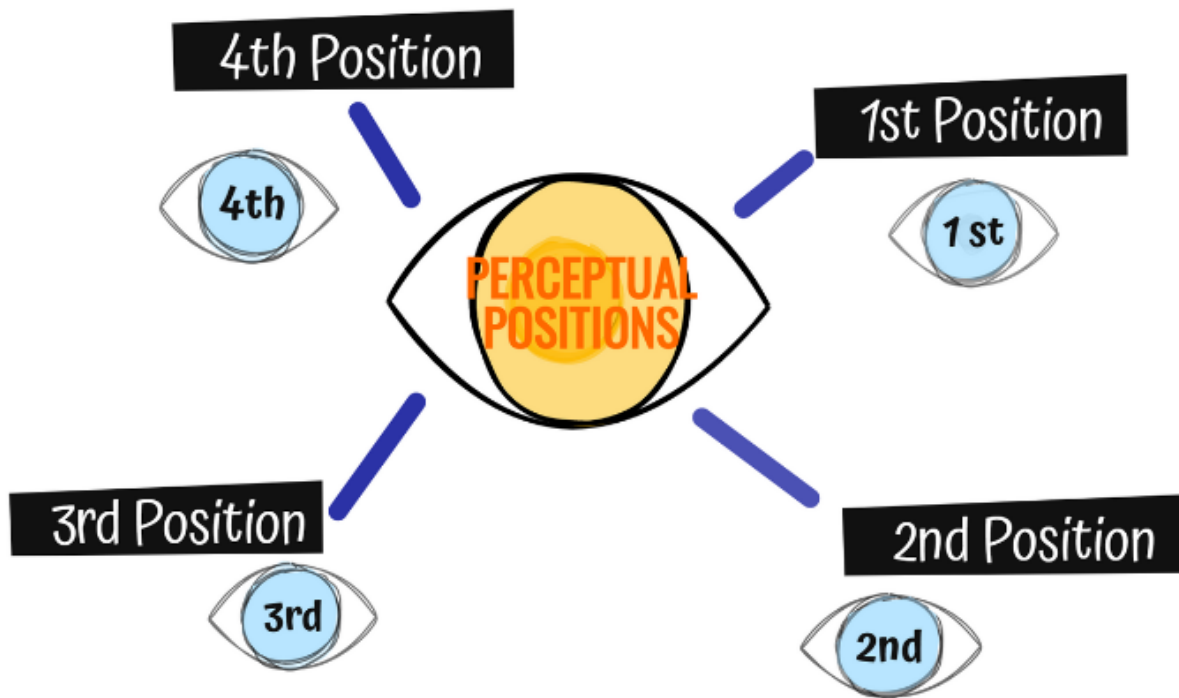


F2. PERCEPTUAL POSITIONS - 1st, 2nd, 3rd and 4th



Overview

Next up we have the extremely powerful Perceptual Positions that make it possible to shift your perception, our vantage point, on demand.

When they created NLP in the 1970's, Richard Bandler and John Grinder created the *Perceptual Positions Process*. Were you to Google these tools, you might come across it as:

- Triple Positions
- Aligning Perceptual Positions
- Perceptual Coaching
- Perception Strategies

They all deal with the three major perspectives from which things can be viewed.

- **Self**
- **Other**
- **Observer**

By discussing them, Bandler and Grinder's aim was to enhance in a person - across a lifetime of self-discovery - flexibility, wisdom and resourcefulness.

Here are the four Perceptual Positions in a nutshell...

1 - 1st Position - Self

1st Position is when our point of view in the memory is happening TO us.

What we **see, feel, hear, taste, touch,** and **smell** is being experienced through our own senses.

1st Position is considered an *associated position* because you're experiencing your senses within the memory. The more you sense your body - its tactile awareness and inner sensations - the purer the first position.

You will experience 1st Position as:

- Your personal experience
- You know you're in your own body
- You know exactly how you feel
- You know what you want
- It is the position of authenticity
- It is the position we had as babies

Strong examples of 1st Position:

High performance sports or anything that requires intense levels of focus like "problem" states. When in 1st Position you are not worried about being "objective" or about another's perspective. You are able to be "in the zone."

2 - 2nd Position - Other

2nd Position is when our point of view in the memory is being seen through someone else's eye.

What we **see, feel, hear, taste, touch,** and **smell** is being experienced through the viewpoint of another's senses. Family members, friends, colleagues, whoever it is.

Like the 1st Position, the **2nd Position** is considered an *associated position* because it is happening through the senses of our bodies. However, IT IS FROM THE OUTSIDE, LOOKING IN.

You will experience 2nd Position as:

- You feel someone else's pain or joy
- A position of great solicitation and understanding
- you anticipate others needs before they even know they needs
- Whatever someone else outside of might need, you have a sense of it
- When we go too far with second position, we tend to be OVER solicitous, OVER dependent, COdependent.

Strong examples of 2nd Position:

Good salespeople, negotiators and therapists are usually highly effective at 2nd Position. They call this process seeing and hearing the world through the eyes and ears of another. A person does this to create empathy, as well as how to sense how the other person "builds their map."

3 - 3rd Position - Observer

3rd Position is when our point of view in the memory is as though we are a "fly on the wall" and we are observing what's going on. Or said another way, you see and hear yourself and others outside of you as if on a cinema screen.

UNlike 1st Position and 2nd Position, **3rd Position** is considered a *disassociated position* because we do not experience it through the senses of our body.

You will experience 3rd Position as:

- assuming an objective observer position
- the observer position
- seeing what's going completely outside yourself
- outside a situation
- potentially detached/disassociated
- recording what's happening

Strong examples of 3rd Position:

3rd Position is useful when you want to shift from emotionally charged experiences to get an objective view.

3rd Position is useful for stepping back and getting insights into situations and seeing and hearing "the bigger picture."

4 - 4th Position - All

4th Position is when our point of view in the memory is commonly referred to as "The World View" because it is used as a standard of "what ALL others think."

Like 3rd Position, **4th Position** is considered a *disassociated position* because we do not experience "what ALL others think" through the senses of our body.

Though it is used infrequently, it is worth a mention when performing an ecology of the memory so we can make sure each perceptual position aligns for an empowering story.

Strong examples of 4th Position:

Seeing a situation from a universal and all-encompassing viewpoint, or as if you know what they all think.