Opening new choice points in our personal and professional lives offers more capacity to remain objective. Reality testing involves recognizing when emotions or personal bias can cause us to become less objective.

EQ lets us know the scope of our emotional wellbeing and offers structure to set points of reference. Once we are aware of the emotional landscape, NLP offers strategies and processes get us moving forward with action. As a tool to loosen up our model of the world, here are eleven NLP Convenient Assumptions.

**CONVENIENT ASSUMPTIONS SHIFT ABILITY TO REMAIN OBJECTIVE**

1. **You cannot not communicate.**
   - Notice what is left unsaid or is communicated through body language. NLP checks for congruence in these messages.

2. **The map is not the territory.**
   - The words we use are our interpretation of events and things, they are not the event or item that they represent. Originally coined by the Polish-American philosopher and scientist Alfred Korzybski, it relates to the principle that we, as human beings, do no operate directly in the world but rather in a model of it. In layman's terms we use the information we take in through our five senses to build in our mind an internal representation or internal map of the world.
   - Acknowledge that each person is influenced by, and operates from, their own model of the world.
3. By being more flexible, you create more choice.

- The element in a system with the most flexibility has the most control. The system (person) with the most flexibility of behaviour will have the most influence on the system.

4. The meaning of communication received is the response it produces.

- Communication creates an experience in the listener or reader. The result is the response that we elicit. That response may not necessarily match what we intended to communicate.

5. There is no failure only feedback.

- Everything is a learning opportunity to find out what works and what doesn't work. It is important to separate behavior from identity.

6. Every behaviour has a positive intention.

- The person exhibiting a certain behavior has a positive intention at a deep structure level. When we are changing unwanted behaviors or habits, and moving toward healing, it is necessary to find the root of our unmet need. We then create new and better choices that preserve the positive intention.

7. Every behaviour is useful in some context.

8. Everyone is always doing what they believe is right. We are all doing are best!

- The behaviour or decision that an individual makes is the best choice available to them given the circumstances as they see it. People always
make the best choice available to them at a specific moment in time. Often there are better choices. NLP discovers more effective choices and how to create more useful or desirable actions and beliefs.

9. There are no non-resourceful people, only non-resourceful states.

- NLP teaches how to access these resources at appropriate times and places.

10. You are in charge of your mind and therefore your results.

11. Behaviour and change are to be evaluated in terms of context and ecology.

Sister Leadership does not suggesting that the above convenient assumptions are “THE TRUTH” but we do suggest that by acting “AS IF” these presuppositions are true we have found that excellent results are easier to achieve.