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Neuro-Linguistic Programming
Research Data Base [Vinyamata E, 2011. | Id:373]

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Vinyamata E F: The Neuro-Linguistic Programming Approach to Conflict Resolution, Negotiation and Change. Journal of Conflictology 2(1): 1-5, 2011.

Abstract: Neuro-Linguistic Programming (NLP) can bring new perspectives and new results to any endeavour involving personal (i.e. internal) and interpersonal communication. The organisation of information to achieve results is at the core of NLP and also a frequent goal for interpersonal conflict managers such as arbiters, mediators and negotiators. This article sheds light on one particular NLP tool, namely chunking.

Chunking is a direct application of the NLP Meta-model, a communications model used to find and challenge linguistic distortions in the client's language. Chunking deals with information size and direction. Information can be chunked up or down in size and can be moved laterally to find alternative examples of a concept at the same level of information.

In a conflict resolution or mediation setting, chunking up can be a guide to reach an initial agreement level, a compromise between the parties. Chunking down, on the other hand can be used to deal with specific problems and find a leverage point to make a breakthrough. Overall, NLP technologies such as chunking can bring performance, alternative methodologies and solutions at times where the highest academic approaches are not enough.

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