

Use Your NLP



Parts Integration Trainer

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Welcome to Parts Integration

For this third module I've chosen one of my favourite patterns, the Parts Integration. I particularly like this because it provides a profound solution to an everyday problem.

Who hasn't experienced that paralysing, mind-numbing feeling that comes from being in conflict with yourself? When you feel that 'part of me wants that' but at the same time 'another part of me wants the opposite'? The end result is usually that we do nothing and potentially miss out on an opportunity.

Indeed, for some people, the only way to get rid of that sense of internal conflict is to allow a deadline to pass without action. When it's too late for either part of you to win the debate, the conflict becomes unnecessary and the stress clears.

Sometimes the way we deal with it is to choose one of the options and try to ignore the conflicting demands of the opposing point of view. This may succeed for a while, but it usually results in the same issue repeating over and over again.

Another way that internal conflict can be experienced is through incongruity. That means that you say one thing but your voice tone or body language is giving a different message. The forced smile, the doubtful tone, these are examples of incongruence. It usually feels uncomfortable and looks half-hearted.

The Parts Integration pattern is the best way to deal with the problem of internal conflict. It allows you to resolve the conflict and take action.



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Overview

The Parts Integration pattern is also known as:

- Visual Squash
- Parts Negotiation

This technique is used to resolve internal conflict. The most obvious indicator that it's needed is when you catch yourself saying, '*Part of me wants to do that, but another part doesn't*'. Or '*one the one hand, I'd like to, but on the other hand...*' Sometimes this will be accompanied by gestures of weighing up the options in each hand.

Another indicator of internal conflict can be incongruity. If you hear yourself saying something and you feel that it's not really true for you or you're half-hearted about it, that suggests some internal conflict.

Parts Integration is built on the theory that significant emotional experiences in the past can give rise to the separation of a 'part' of the unconscious mind. The part will have been created to serve a particular purpose and may have beliefs and values that are different from the main body of the unconscious mind.

Internal conflict comes when the needs of one part are either in conflict with another part that has a different purpose or is in conflict with the main body of the unconscious.

The Parts Integration pattern resolves the conflict by indentifying the purpose behind the current behaviour or desire of the two parts and chunking up to find common ground. When the two parts are both aligned behind a common purpose, the conflict evaporates.

Parts Integration

1. Identify the conflict and the parts involved.
2. Have the part that represents the unwanted state or behaviour come out on the hand first.
3. Elicit the “Opposite Number” or the “Flip Side of the Coin” to come out on the other hand.
4. Make sure that you have a V-A-K image of each part.
5. Separate intention from behaviour.
6. Reframe each part so that they realise that they actually have the same intention by chunking up — ask, “What is the intention ...” or “For what purpose ...”
7. What resources or attributes does each part have that the other part would like to have?
8. Now, have the parts notice they were once part of a larger whole.
9. Bring the hands together.
10. Take the integrated part inside.
11. Test & future pace.

The Keys to Making it Work for You

If you are going to run this pattern for yourself, be aware that when you do it well, it will induce a degree of trance. To prevent myself from simply lapsing into a dream, I usually sit upright and give myself the instructions out loud. You may be better at staying focused than I am!

The key to the whole pattern is your ability to communicate with your own unconscious mind. And practising this will increase the rapport and co-operation between your conscious and unconscious.

Identify the conflict and the parts involved.

1. It may be obvious from the language you use to describe the situation. For example, *'part of me wants to go on holiday but part of me wants to just stay at home and enjoy my garden'* or *'part of me wants to go for promotion but part of me is worried about the extra responsibility'*.
2. Alternatively, it may seem that there is only one part involved, for example when there is an unwanted behaviour or habit. *'I can't seem to stop myself'*, might be an indicator in that case.
3. The indicator of a part being involved is when behaviour is being driven by beliefs or values that are only present some of the time.

Have the part that represents the unwanted state or behaviour come out on the hand first.

1. In a two-part conflict, there is usually one part that is driving behaviour or experience that is unwanted, with the other part being in line with overall outcomes and values. Start by asking this first part to *'come out and stand on one of your hands'*. Go with your instinct about which hand to raise, it doesn't make any difference to the process.
2. If both parts seem to be equally wanted or unwanted in relation to your overall outcomes and values then start with the one that seems to have most energy associated with it.
3. The key to this stage is dissociation from the part. Treat it like a separate person.

Have the second part come out onto the other hand.

1. Ask for the *'part that this first part is most in conflict with'* to come out and stand on your other hand.
2. This may or may not be the part you originally identified as the second part. The first part could be in conflict with several other parts (especially if it's driving some extreme behavior) so we're looking for the one where the conflict is greatest because that will get the greatest shift and results.

Make sure that you have a V-A-K image of each part.

1. Ask yourself, 'Does this part look like someone I know?' If so, who?
2. Ask yourself, 'How does this part feel in my hand?'
3. Ask yourself, 'Does this part have anything to say to me?' If so, what?
4. Build up a clear representation of each part separately.

Separate intention from behaviour.

1. Beginning with the first part, ask the part, 'What is your purpose in _____?' For example, 'What is your purpose in wanting to go for promotion?'

Reframe each part so that they realise that they actually have the same intention by chunking up — ask, "What is the intention ..." or "For what purpose ..."

1. Chunk up on the answer by asking, 'For what purpose?' and keep on chunking up until you reach a value.
 2. Do the same for the second part until you get to the same value.
 3. Typically, one part will take longer to chunk up to a value than the other
- What resources or attributes does each part have that the other part would like to have?

1. Have the parts turn and look at each other. Instruct them each to notice that the other part has skills, attributes or resources that could be useful in achieving their common purpose.
2. Your hands may begin to come together at this point.

Now, have the parts notice they were once part of a larger whole.

1. Address the parts together, saying, 'Notice that you were both once part of a larger whole'. This acknowledges that the part was created by dividing off from the unconscious mind and begins the process of re-integration.

Bring the hands together.

1. You can do this deliberately or you can let it happen naturally. I think it is more powerful if you allow the unconscious to take over. Instruct the parts, 'Come together only as quickly as you can understand how to work together to achieve ___(the common value)___'.
2. Watch as your hands come together. Don't try to control the pace, just allow the process to take whatever time is necessary.

Take the integrated part inside.

1. Bring the part back in through your heart, throat or solar plexus, whatever feels right.

Test & future pace.

Practice

As well as practising the complete pattern, there are several areas of practice that will increase your mastery of this pattern.

- Noticing areas of internal conflict
- Building rapport with your unconscious mind
- Chunking up

Notice areas of internal conflict

We all have our own cues that let us know when we're getting in our own way. If you're not getting the results you want in a particular area of life, pay attention. Are you stuck? Are you uncomfortable? Are you half-hearted about what you're doing? Notice what you do and how you feel. Notice the sound of your voice and the response you're getting from other people. If you're not congruent, your influence will be reduced.

Building rapport with your unconscious mind

I once heard John Grinder say to a training room full of NLP enthusiasts (including Master Practitioners and Trainers) that he thought that anyone who didn't have well-established 'yes and 'no' signals with their unconscious mind had no right to call themselves an NLP Practitioner. The collective response of the room suggested to me that there were lots of people who found themselves on the wrong side of that distinction!

So, pay attention to yourself. Take some quiet time and connect with your deeper self. Listen for the small voice of truth that can be drowned out in a busy day. Be open to discovering new parts of yourself!

Chunking up

If you've done a Practitioner training, you should have notes on this. If not, I'll be covering chunking up and down in a future module.

Applications

Use this pattern to resolve any areas of internal conflict or incongruity. There might be a obvious areas of indecision and a sense of being 'torn in two' but it may also be a sense of being 'stuck' that is the indicator for you.

Some common areas of internal conflict:

- Wanting independence vs wanting security
- Wanting status vs not wanting too much responsibility
- Wanting to negotiate a good deal vs wanting to be liked

I've also used this to good effect with clients who want to give up smoking or lose weight or get fit but who are doing nothing about it. I see this is as indicating a fundamental incongruity and by addressing it with Parts Integration I've had a lot of success in helping people to give up smoking.

Variations

If you learned Parts Integration from Tad James or any other ABNLP Trainer you probably learned to go for maximum impact by eliciting the two parts that are most in conflict with each other.

In many esoteric traditions it is understood that when something is created it's exact opposite also comes into being. If this thinking is applied to Parts, we see that when a Part is created in the unconscious, its opposite is also created. It's these two that are integrated by using the pattern and, according to some thinking, resolved to a higher level. The two separate parts cease to exist independently.

However, I also learned this pattern from Ian MacDermott and learned another point of view on this technique. It doesn't have to be about integrating parts back into the whole, it can be focused on negotiating parts so that they can co-exist. Ian's demonstrations made it clear that sometimes a part needs to be valued and honoured for its contribution.

Sometimes, rather than automatically seeking to re-integrate a part as quickly as possible, there is value in taking the time to really understand its purpose and validate the aspect of self that it represents.

The Keys to Making it Work in Coaching

This pattern is used for *simultaneous* incongruity. Sequential incongruity indicates a values conflict rather than a parts conflict.

Using the pattern overtly

This pattern is most easily used overtly. It is possible to do it, to some extent, covertly but to get the real benefit of it I think that the client needs to be aware of the intervention.

The keys, as with using the pattern for yourself, are in awareness of internal conflict, rapport with the unconscious and the ability to chunk up.

Be aware that when you do it well, this pattern will induce a degree of trance. If you are confident in the use of hypnotic techniques you can deepen the trance with arm catalepsy.

The key to the whole pattern is your ability to communicate with the client's unconscious mind and create the necessary dissociation from the parts. It will increase the rapport and co-operation between the client's conscious and unconscious and is therefore a great technique to use with someone who is still getting to grips with the idea of the unconscious. You will, however, need strong rapport to do that!

Identify the conflict and the parts involved.

1. It may be obvious from the language the client uses to describe the situation. For example, '*part of me wants to go on holiday but part of me wants to just stay at home and enjoy my garden*' or '*part of me wants to go for promotion but part of me is worried about the extra responsibility*'.
2. Also pay attention to non-verbal cues. The classic gesture of weighing up options on two hands often indicates a parts conflict. There may also be subtle changes in voice tone related to the parts.
3. Alternatively, it may seem that there is only one part involved, for example when there is an unwanted behaviour or habit. '*I can't seem to stop myself*', might be an indicator in that case.
4. The indicator of a part being involved is when behaviour is being driven by beliefs or values that are only present some of the time.
5. It's worth spending time at this stage to get really clear about the problem. (Have a look at the videos of the coaching demonstrations in this section)

Have the part that represents the unwanted state or behaviour come out on the hand first.

1. In a two-part conflict, there is usually one part that is driving behaviour or experience that is unwanted, with the other part being in line with overall outcomes and values. Start by asking this first part to '*come out and stand on one of your hands*'. You must be totally congruent about this instruction, especially with a client who is new to the process because you are essentially asking them to engage in an act of imagination and to access a trance state.
2. If both parts seem to be equally wanted or unwanted in relation to the client's overall outcomes and values then start with the one that seems to have most energy associated with it.
3. The key to this stage is dissociation from the part. Treat it like a separate person.
4. If you are confident in hypnotic techniques, induce arm catalepsy by using ambiguous touch at this stage. You can introduce it by saying, '*let me show you how to hold your arm and hand...*' This isn't just showing off, it will actually be more comfortable for the client if the process takes time to complete (and it often does!)

Have the second part come out onto the other hand.

1. Ask for the '*part that this first part is most in conflict with*' to come out and stand on the other hand.
2. This may or may not be the part you originally identified as the second part. The first part could be in conflict with several other parts (especially if it's driving some extreme behavior) so we're looking for the one where the conflict is greatest because that will get the greatest shift and results.
3. Induce arm catalepsy in the other arm too. (or if you prefer you can do both at once after getting both parts out).

Make sure that the client has a V-A-K image of each part.

1. Ask, '*Does this part look like someone you know?*' If so, who? This question contains a presupposition that the part looks like a person. Usually it does, and I find it easier to deal with a part that looks/behaves like a person than, for example 'a fluffy pink cloud' or 'a ball of wax'. However, if the client says it looks like something other than a person, it's the client's map of the world...
2. Ask, '*How does this part feel in your hand?*' Ask about weight, temperature, pressure.
3. Ask, '*Does this part have anything to say to you?*' If so, what?
4. Build up a clear representation of each part separately. Taking time to establish this representation reinforces the dissociation from the part.

Separate intention from behaviour.

1. Beginning with the first part, ask the part, 'What is your purpose in _____?' For example, 'What is your purpose in wanting to go for promotion?' Sometimes the client will respond, 'I don't know what it's purpose is'. If this happens instruct the client, 'Ask the part.' This re-establishes the dissociation.

Reframe each part so that they realise that they actually have the same intention by chunking up — ask, "What is the intention ..." or "For what purpose ..."

1. Chunk up on the answer by asking, 'For what purpose?' and keep on chunking up until you reach a value. If you get into a loop, then string together everything in the loop and ask, 'for what purpose?'
 2. Do the same for the second part until you get to the same value.
 3. Typically, one part will take longer to chunk up to a value than the other
- ### What resources or attributes does each part have that the other part would like to have?

1. Speaking directly to the parts, have the parts turn and look at each other. Instruct them each to notice that the other part has skills, attributes or resources that could be useful in achieving their common purpose.
2. If the hands begin to come together at this point, draw the client's attention to it.

Now, have the parts notice they were once part of a larger whole.

1. Address the parts together, saying, 'Notice that you were both once part of a larger whole'. This acknowledges that the part was created by dividing off from the unconscious mind and begins the process of re-integration.

Bring the hands together.

1. By this time the client's hands and arms are likely to be completely cataleptic and therefore beyond conscious control. Instruct the client, 'allow your hands to come together only as quickly as the parts can understand how to work together to achieve ___(the common value)___'.
2. Watch and wait as the hands come together. Maintain rapport with the client and acknowledge their inability to influence the hands consciously. Remember that the first time a person experiences this it can be slightly alarming! Ensure that this process gets all the time needed.

Take the integrated part inside.

1. Have the client bring the integrated part back inside, in whatever way feels right to them.

Test & future pace. (you know how to do this!)

Practice for Master Practitioners

As well as practising the complete pattern, there are several areas of practice that will increase your mastery of this pattern.

- Noticing incongruity and internal conflict
- Building rapport with the client's unconscious mind
- Chunking up

Notice incongruity and internal conflict

Set yourself the task to notice examples of incongruity. Sometimes it's really obvious when someone is incongruent, sometimes it's subtle. Apply your sensory acuity to detecting examples of half-hearted comments, distracting body language and unusual voice tone patterns. Build up a catalogue of cues that indicate incongruity and the possibility of parts conflicts.

Building rapport with the client's unconscious mind

If you've studied hypnosis you've probably already worked on this. The keys to working directly with the unconscious are:

- Recognition/acknowledgement
- Simple instructions

It can also help if you anchor your communication with the unconscious to a different (usually deeper) voice tone. In my opinion, John Overdurf is the real master of this. If you have access to any of his recordings, listen and learn.

Chunking up

Practice chunking up using questions like:

For what purpose?

What is your intention in...?

What is that an example of?

Coaching Applications

The obvious application of this is in any situation where the client indicates a parts conflict through incongruity or internal conflict. Sometimes the client is not aware of the incongruity, so careful pacing may be needed.

Smoking

As referred to earlier, I've had great results using Parts Integration as a starting place with clients wanting to give up smoking. Think about it, if the client presents saying, '*I want to give up smoking*', but has a 20-a-day habit, I'd call that incongruent, wouldn't you?

I've had one or two clients give up on the basis of that one intervention alone. In other cases, it's been the start of a series of interventions. All the clients I've used this approach with have successfully given up smoking.

This approach is relevant in any situation where the client has an outcome and isn't doing anything about achieving it.

Building rapport between conscious and unconscious

This is a great technique for fostering the relationship between conscious and unconscious. If you have a client who isn't given to much introspection and is even a bit sceptical about the idea of an unconscious mind that can act independently of the conscious mind, the this process can be a great convincer.

How to Teach Parts Integration

Pre-requisite sessions

Before you teach this make sure you have covered:

- Rapport
- Chunking up
- The unconscious mind
- Reframing by separating intention from behaviour

I usually teach this towards the end of a Practitioner programme when the basic skills have been mastered and people are good at establishing sufficient rapport to achieve quite significant change and are comfortable enough with each other to address areas of incongruity.

Assuming that you use the 4-Mat system to design your training session:

Why?

Parts Integration is a way to resolve internal conflict and incongruity, both of which can be at the heart of 'getting stuck' or can be the cause of lack of progress on projects and goals. Congruity is especially important for leaders because incongruity significantly reduces the ability to influence others.

What?

This is a very powerful technique that works by isolating the parts responsible for the conflict and addressing their highest purpose. By reframing their behaviour in terms of this purpose, it is possible to create alignment and agreement between the parts to work towards a common purpose.

Internal conflict is a very common experience. I like to share some everyday examples to get people thinking about their own areas of incongruity. I want them to approach this technique as the solution to a common problem, rather than a rare occurrence.

If your group are interested in the psychological/clinical theory, then you can spend some time on the theory of parts. With any other audience, I would focus on the practical use of this pattern. After all, it's still going to deliver huge benefits even if the incongruity isn't strictly speaking driven by a parts conflict.

How?

As ever, the key to delivering the 'how' is a great demonstration of this pattern. Choose a volunteer who has a clear conflict so that it will be easy to define the parts. Someone who is a good hypnotic subject will give you a really impressive demonstration, but you could also use it as opportunity to help someone get better acquainted with the workings of their unconscious mind.

My preference is to do the demonstration and then talk through the step-by-step process. If I have someone very procedural in the group I'll suggest that they follow the process in the manual as I do it – and I check in with that person at the end and ask, 'did I do it by the book?'

You can use the 'keys to making it work' to highlight the finer points.

If I'm using assistants with a big group, I'll ask them to keep the coaches focusing on process and if a coach gets stuck to ask them 'Where are you in the process? The key skills I'll be assessing during this exercise rapport, pacing, calibration and appropriate use of language.

What if?

Common questions are to do with the function of particular steps in the process and very often, 'what do you do if the hands don't come together?'

The answer to that is: if you presuppose that the hands WILL come together once the parts have found a common purpose, then it's clear that you must be sure that the parts really have got the same purpose. Sometimes you might think it's 'near enough' but it's not.

If you're sure that the parts now have the same purpose, you can 'kick-start' the hands coming together either by saying, 'did you notice that your hands have started to move together?' or by demonstrating the hands coming together with your own hands as you give the instruction again, 'allow your hands to come together only as quickly as the two parts understand how to work together...'

The other common question is, 'what if there are more than two parts involved?' In this case, work with the part responsible for the problem behaviour plus the part that this one is most in conflict with. If there are other parts involved you can come back to them and do a second intervention if necessary.

How to Demonstrate Parts Integration

Choosing a volunteer

The key to a great demonstration of this pattern is a volunteer who has a clear conflict that is easy to recognise. Remember Richard Bandler said that, 'a great NLP intervention is 99% working out what intervention to do and 1% actually doing it'.

I completely agree with that, but since I've already selected the intervention I want to demonstrate it's more a matter of finding a volunteer who clearly has a problem with a structure that lends itself to this pattern.

The video demonstrations in this module show the time it can take to get clear about the intervention needed. They are both examples where I didn't know what technique or pattern I was going to use before the volunteer came up.

My preference for this demo is to use someone who will really benefit from the experience of unconscious processing. It will be a really significant experience, to sit and watch their own hands moving without any conscious control, for someone who tends to be dissociated/digital and is not in the habit of trusting the unconscious.

Doing the demonstration

Bring your volunteer out to the front of the room so that everyone can see you and your volunteer.

I usually suggest that the rest of the group leaves note-taking for later when we go through the process step-by-step and concentrate on watching the process unfold.

As the movement of the hands begins, point out to the group the slightly jerky, erratic character of the movement that indicates catalepsy.

Take your time with this demo. It's not one to rush, and the volunteer's trance will be deeper if the atmosphere in the room is calm and quiet. Use your best Milton Erikson-style voice and remember that to you this might just be another NLP technique but to people seeing it for the first time it's pretty close to magic!

Questions

What are your personal indicators of internal conflict?

What has been your most powerful example of this pattern?

What indicators of incongruity have you noticed in others?

At what point in a Practitioner training would you teach this pattern?

How would you choose a demo subject for this pattern?

What are the most important things you have learned from working through this module?

Parts Integration Script

(with thanks to Terry Haggerty, who created this after watching me demonstrate the pattern during a Practitioner training.)

1. Identify the conflict and the parts involved.
2. Have the part that represents the unwanted state or behaviour come out on the hand first.

“The part that is doing that – would you ask the part to come out and stand on your hand.”
3. *Make sure client has a V-A-K image of the part. Start in person’s preferred rep system and then move on to the others.

“Does it look like somebody you know?”
“What does it sound like ...look like ...feel like?”
“What does it say – does it have anything to say?”
“What is the part that this part is most in conflict with – would you ask that part to stand on your other hand.”

Repeat from * for the other part
4. **Separate intention from behaviour. Reframe each part by chunking up.

“What’s the purpose of this part – what’s its positive intention?”
“For what purpose?”

If they loop, string all the answers together (to get them out of the loop)
“ ...and so what’s the purpose?”

Do this for the other part (repeat from **)
5. *“Have the 2 parts turn to face each other and realise that they have a common intention.”*

“Have this part (point to it) notice the resources that this part (point) has that are useful for its purpose.”

...and repeat for the other part.

“Now have each of the parts notice that they were once part of a larger whole... and you might notice your hands beginning to come together.” “Very good. That’s excellent.”

“Now allow your hands to come together only as quickly as the 2 parts can begin to work together.”

...There may be a long wait here...

“Now take the integrated part inside. That’s great. That’s excellent.”

6. Test and future pace.