Two bibliographies on neurolinguistic programming are updates of an earlier literature review by the same compiler. The two lists contain citations of over 160 books, research reports, dissertations, journal articles, audio and video recordings, and research projects in progress on aspects of neurolinguistic programming. Appended notes suggest additional sources for related literature and a sample letter to a Neurolinguistic Programming (NLP) researcher gives recommendations for evaluating research design in the field. (MSE)
Bibliography of Literature on Neuro-Linguistic Programming

by

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In January of 1984, I published "Neurolinguistic Programming: A Resource Guide and Review of the Research" in The 1984 Annual: Developing Human Resources (L.D. Goodstein and J. W. Pfeiffer (eds), University Associates: San Diego CA, pp. 267-281). I still believe this is a good literature review, but the literature on NLP expanded so quickly that it became dated very quickly. Therefore, in an attempt to maintain a more current list, I compiled two updates. The other update is a companion to this from the days when I used a different personal computer. A combination of my article and these updates provide a relatively current bibliography. If you have any additions or corrections, they would be appreciated. Please send them to: Don McCormick Ph.D., 1535 Veteran Avenue, L.A., CA 90024 or call me at (213) 477-5034. (P.S. If you are publishing research, publishing an article, or your NLP dissertation will some day show up in Dissertation Abstracts International, please put the words "Neuro-Linguistic Programming" in the title. It makes it easier to find NLP research when other scholars (and I) search the literature.) The lists on these pages were last updated April 23, 1987.

ADDITIONS

Books

Cameron-Bandler, L. Solutions. San Rafael, CA: FuturePace, Inc., 1985. (?)
Linden, A. & Stass, F. "!.... Lab.
Pucelik, R.F. The META handbook: Basic principles of communication and change. Cupertino, CA: META Publications. (?)

Research

1980


1981


1982


1983


1984


1985
Coe, W. C., & Scharoff, J. A. An empirical evaluation of the neurolinguistic programming model. The International Journal of Clinical and Experimental Hypnosis, 33(4), 310-318. Using an antique research design, the authors naturally failed to find support for what they considered to be NLP's concepts.
Krugman, M. et al. Neuro-Linguistic Programming treatment for anxiety: Magic or Myth? Journal of Consulting and Clinical Psychology, 53(4), 526-530. "Overall, the findings of this study indicate that the NLP single-session treatement for phobias was no more effective in reducing public speaking anxiety than a self-control desensitization intervention of equal duration or a waiting-list control condition, as measured by self-report and behavioral ratings. The fact that subjects in each of the three conditions demonstrated significant decrements in public speaking anxiety indicates the danger of drawing conclusions about treatment effectiveness without appropriate statistical comparisons with changes obtained in control conditions. It is possible, for example, that the perceived rapid effectiveness of NLP that has been reported by Bandler and Grinder (1979) is an artifact of changes that would have been observed without the interventions that they describe." Later the authors say that "... any credible procedure appears to be capable of reducing irrational fears..."
Lucas, B.A. & Mcllvaine, J.R. Comparison of Feedback Modalities in Biofeedback Temperature Training. Psychological Reports, 55, 47-51. They expected that the group that received both auditory and visual feedback would be better at biofeedback "because Bandler and Grinder (1975) suggest that, while people synthesize environmental information through all feedback modalities, preference is usually given to one modality over the others." This did not prove to be true.
Matthews, W. J., I. Kirsch & D. Mosher. Double hypnotic induction: An initial empirical test. Journal of Abnormal Psychology, 94(1), 92-5. "...when presented on audiotape, the double hypnotic induction described by Bandler and Grinder (1975) is not more effective than a traditional induction." "It is possible the double induction, utilizing cues from the subject, would produce the powerful effects that Bandler and Grinder, and Lankton and Lankton (1983) reported, but this hypothesis remains to be experimentally tested."
1986
1987
Articles

Author unknown, Magical Therapy: An Introduction to Neurolinguistic Programming. Changes: The psychology and psychotherapy journal, Vol 1, No. 1.

Author unknown, NLP: Just a Bag of tricks? Changes: The psychology and psychotherapy journal, Vol 1, No. 2.


This article is an interesting discussion of an NLP based school of acting.


Carpenter, Tom. Couple cures fears, phobias. City Edition, 4(S), Dec. 18-25, 1985. p. 1, 6. This article contains one of the great "you can't win for losing" NLP quotes. Caroline Andreas said "... it took me six minutes to fix her phobia... we have this on video tape". They printed "...it took me six months...".


Ferguson, M. Study fails to find NLP sensory bias. Pram/Mind Bulletin 10(17), Oct. 21, 1985. p.2. This is just a short summary of the Coe & Sharcoff study (See research).


Greenberg, George and Deborah Ziegler, "Getting Fired: Crisis and Opportunity in Midlife" Voices/A Journal Published Quarterly by the American Academy of Psychotherapists, pp.66-73, Spring 1982.


McAllister, M. New process cuts therapy from years to minutes. The Sunday Camera, p. 57, June 10, 1979.


Yapko, M.D. (1984) Implications of the Ericksonian and Neurolinguistic Programming approaches for Responsibility of Therapeutic Outcomes. *American Journal of Clinical Hypnosis.* 27, 137-43. “The promotion of ideas such the NLP concept that all resistance is due to therapist inflexibility places full responsibility on the therapist for results at all times... but full responsibility for therapeutic outcomes is an unrealistic burden for therapists to bear.”


Research In Progress


Review and Critique of NLP research, Sid Jacobson, P.O. Box 15757, New Orleans, LA 70175 (504) 895-3665.
This is a companion to the other update.

Research
1979

1980


1981

1982
1983


1984

2


Hill, E.L. An Empirical Test of the Neuro-Linguistic Programming


1985


Books


Marvell-Mell, Linnea and Lewis, Byron A. The NLP Skill Builders Book 1: Basic Techniques in NLP. Metamorphous Press, Lake Oswego OR, 97034.

McMaster, Michael D. Creating the conditions for results, 4 books, $29.95 (paper) available from Metamorphous Press.

Articles


Gardner, F.M. "What's that you say? Eyes have the answer", The Oregonion, March 15, 1982.


McMaster, Michael, "est, NLP and Transformation: A Conversation with Michael McMaster". Available from RHA, PO Box 271422, Houston TX 77277, ($2.75).


Rushefsky, C. "Don't give up on the silent type too soon". The Cleveland Plain Dealer, Sunday, Oct. 21, 1984, p.14-p (syndicated through Newhouse News Service).

Russell, D. The firewalk experience... Fear into power. The Movement: An Exploration of Inner Awareness. 9(2), Feb. 1984 pp.6-7.


Saltmarsh & Rawlins, M. Illinois Guidance and Personnel Quarterly, (Spring).


Yeager, J. A Collection of Management Articles Related to NLP.
Published by the Eastern NLP Institute, P.O. Box 1212, Princeton NJ 08540 (609) 924-8868.


Audio Tapes

NLP Introductory Seminar $30
NLP in Education (Radio Interview) $5.50
2nd Annual Creativity Workshop $100
3rd Annual Creativity Workshop $100
Dynamic Learning Seminars, PO Box 350, Brookdale, CA. 95007


Video

Lasting Feelings (with Leslie Cameron-Bandler) $350
Making Futures Real (with Leslie Cameron-Bandler) $550
Wink Inc., 86 Culloden Park Rd., San Rafael, CA 94901.

Research in Progress
These people are engaged in research on NLP or are planning to engage in research.

Susan & Donald Davis
220 S. Washington St.
Alexandria, VA 22314

Todd Epstein
Dynamic Learning Center
PO Box 350,
Brookdale CA 95007
(408) 388-2692

Van T. Langeland
Southeast NLP Center
4915 Water Edge Dr.
Suite 100
Raleigh NC 27606
(919) 851-8688

Amber E. Goldstein,
Dept. of Psychiatry
Communications and Learning Center
Univ. of Miami, (305) 445-0930 or 326-2523

Jeff Salkin
NLP, Rapport & relation-

TOPIC
Weight Reduction
Submodalities,
Weight Control,
& Substance Abuse
NLP & learning strategies
NLP Treatment of Sexual Abuse

SOURCE
Journal of Marital & Family Therapy
Advertisement
the VAK
the VAK
personal
2330 Roxboro Rd. ship building in counseling
Cleveland Hts, OH 44106

Cynthia Taylor NLP and test anxiety Personal Contact
E. 106th Quad
Iowa State Univ, Ames, Iowa 50011 (515)294-7020

MISCELLANEOUS
The VAK, International NLP Newsletter, 1433 Webster St., Palo Alto, CA 94301. (this is a new address)

National Association of NLP, 496 L Guardia Pl., Suite 137, NYC 10012. President Rene Wilett (315)472-9042
APPENDIX A: A Letter to an NLP Researcher

Dear Researcher;

On the pages marked "Bibliography of research on NLP" you will find mostly dissertation research. The abstracts of these dissertations are printed in Dissertation Abstracts International (except for Andreas') and copies of the dissertations themselves are available from University Microfilms in Ann Arbor.

The "Bibliography of research on NLP" list was compiled at the end of 1983. These studies are reviewed in my article "Neurolinguistic Programming: A Resource Guide and Review of the Research". This article also contains a list of every article, tape, NLP center or book on NLP that I could find. The article appears in The 1984 Annual: Developing Human Resources, edited by Pfeiffer and Goodstein, University Associates, 8517 Production Ave., San Diego, CA 92126. This book is available at most college libraries. In my university, it is in the Management and Social Work libraries.

Most of the research on NLP is cited in the enclosed lists. If you wish to do a more extensive or up to the minute search, I recommend that you check the Dissertation Abstracts International, which is available at most college libraries. The book is organized according to key words in the dissertation title. Key words to check are "Neurolinguistic", "Linguistic, "Representation" "Representational", "Predicate", "Submodalities", "Swish", "Sensory", "Rapport", "Pacing", "Empathy", "Empathic", "Trust", "Trustworthiness", "Meta-Model", "Grinder", "Bandler", "Precision", and "Anchor". Check both the Psychology and Education sections at a minimum. If you are writing your dissertation on NLP, please include the word "Neuro-Linguistic" in your title so that other researchers interested in NLP can find your work. Schmedlen, Liggett, Macroy, Moine, Rebstock, Brengle, Beale, and Palubekkas' dissertations are all examples of studies that could escape a diligent scholar's notice because they do not have key words in the title that are easy for the NLP researcher to find.

You may also wish to check the Social Science Citation index and see who cites Bandler, Grinder, Cameron-Bandler, Dilts, LaBorde
or Gordon. If you really want to make a thorough search you may see who has cited secondary NLP authors such as Byron Lewis, R. Frank Pucelik, J. Richardson, etc..

I think it is useful to have a central person keeping track of NLP research who can act as a resource for other modelers, researchers and writers. So if you discover a book, article, a study or book review that is not included in this list (and I am sure there are a great deal I have missed), please send me a copy of it or a complete reference so that I can help others. I would also appreciate a note about work in progress you are conducting or know of.

A warning about research on NLP. There are a couple of mistakes that often show up in NLP research.

1. Many researchers don't test NLP models. Because of their unfamiliarity with the NLP models, they wind up testing something that resembles NLP but is not quite on the mark. For example, some researchers had subjects observe a therapist who matches predicates with a client and a therapist who mismatches predicates. Although NLP models would predict that the client would perceive the matching therapist as having established better rapport, I can find nothing in the literature that says that someone observing this would necessarily rate the matching therapist as better.

2. Many researchers test ancient concepts that are of little relevance to NLP practitioners. NLP technology evolves at a mind bogglingly rapid rate and some of what was written in the 70's is obsolete. It serves little purpose to spend many hours testing models that practitioners no longer use.

The best way to avoid these two mistakes is by talking about your research design with someone who is up on current NLP technology (preferably a trainer) and also is familiar with research design. Connierae Andreas [(303) 442-1102] would be an excellent choice. She has graciously offered to make herself available to talk with researchers about design. If you wish to talk with me about your work, I would also enjoy talking with you.

I should also mention that I would appreciate it a great deal if you cited my article in your publications.

NLP is damn hard to research well, but don't give up. Good luck, and keep "in touch".

Warmly,

Don McCormick Ph.D.