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Inevitable Illusions Using Your Brain--for a Change

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"Fascinating and insightful. . . . I cannot recall a book that has made me think more about the nature of thinking." -- Richard C. Lewontin Harvard University Everyone knows that optical illusions trick us because of the way we see. Now scientists have discovered that cognitive illusions, a set of biases deeply embedded in the human mind, can actually distort the way we think. In Inevitable Illusions, distinguished cognitive researcher Massimo Piattelli-Palmarini takes us on a provocative, challenging, and thoroughly entertaining exploration of the games our minds play. He opens the doors onto the newly charted realm of the cognitive unconscious to reveal the full range of illusions, showing how they inhibit our ability to reason--no matter what our educational background or IQ. Inevitable Illusions is stimulating, eye-opening food for thought. Bandler covers a lot of ground in this book - in his unique style - and provides real insight into areas such as sub-modalities and multiple perspectives in a fairly short period (157 pages). The content is edited notes from a series of Bandler workshops (in a similar vein to Frogs into Princes and Trance-Formations). The book begins with an overview of NLP - making particular reference to the "new" submodality patterns (the book was written in 1985) and presenting these as a faster and more powerful way of creating personal change. Subsequent chapters provide a humorous exploration of many of the traditional approaches to personal change and outline many useful guiding principles (structure versus content etc) for the application of NLP to personal change. The author makes repeated reference to a number of epistemological issues underlying traditional psychological approaches that tend to focus on "what's wrong, when you broke, ... what broke you, ... and why you broke." He goes on to state that "psychologists have never been interested in how you broke, or how you continue to maintain the state of being broken." NLP on the other hand, Bandler asserts, assumes people work perfectly and that people are just doing something different from what we (or they) want to have happen. This provides a clear indication of the approach adopted in the remainder of the book, and suggests that the focus of NLP on subjective experience (as the study of subjective experience) is entirely valid and necessary. Bandler provides a convincing argument for tailoring all our change work to the individual - purely because each individual is unique. The book continues with a useful and insightful exploration of

a number of techniques (including the fast phobia cure, contrastive analysis in belief change, integrated anchors and Swish,) as well as discussion of more general (and generative) strategies for learning and motivation.

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