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Original Article

The effect of NeuroLinguistic programming training on self-presentation and self-esteem of climbers in Tehran province

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ABSTRACT

The purpose of this study was to determine the effect of neuro-linguistic programming training on self-presentation and self-esteem of climbers. The executive approach of this research was the pretest and posttest method with control group. The population of the study was the climbers of Tehran province. The number of participants in the study was 30 where 15 were considered as the control group and 15 patients were in experimental group. The climbers sampling method for participation in the research was random sampling. To measure the variables of study trait Sport-confidence Inventory, State-Sport Confidence Inventory and sport self-presentation questionnaire were used. For data analysis, t-test was applied by using SPSS software. The results showed that there is a significant difference in both experimental and control groups about self-presentation after neuro-linguistic programming training and post-test mean scores in the experimental group dropped off significantly. The mean score of experimental group significantly increased in the post-test of state confidence and there is a significance relationship between the control and experimental groups in trait confidence after training then euro-linguistic programming strategies. The mean score of experimental group significantly increased in the post-test of trait-confidence and there is a significance relationship between the control and experimental groups in state confidence after neuro-linguistic programming training.

Keywords: Neuro-Linguistic Programming, Trait Confidence, State Confidence, Sport Self-Presentation.

Introduction

In neuro-linguistic approach, it is emphasized that man behavior is affected by neurological processes and by experience of the external world; neuropsychological processes start to leads the behavior. Neuro-linguistic programming helps people to understand their current situation and considered their favorable situation and learns how to vary from current state to desired state [1].

One of the twenty needs in the Alexandra classification is the need for "self-presentation". The need to self-presentation means affecting others, arousing their curiosity and entertaining them [2]. Obviously this feature among climbers have many associated risks and can have irreversible effects. On the other hand the confidence is one of the key factors in the successful implementation of athletic performance.

Many studies show that athletes with the optimal level of confidence have better focus. They also can have more control over their emotions. In addition, confidence is known effective in developing appropriate strategies (to succeed) for sporting activities and competitions [3]. The importance of confidence is considered as an important subject in scientific research by psychologists, researchers and scholars not only in terms of successful performance in sports but as one of the factors playing an important role in mental health and social responsibilities.

In the literature review of empirical research of neuro-linguistic programming training effect on self-presentation and self-esteem, we found that so far no research is performed about

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this relationship. While the positive effects of Neuro-linguistic programming strategy on different variables such as mental health and academic motivation in students [4, 5], self-efficacy [1, 6], depression [7], marital adjustment [8], were investigated in other researches.

So according to what was said and the important implications that self-esteem can have for athletes the basic research question is whether the teaching strategies of neuro-linguistic programming have influence on self-presentation and confidence of climbers?

Because of the nature of climbing that climbers deals with reaching summits and mountains and most likely in the process they will be proud and have high self-presentation and on the other hand, it is associated with many risks for climbers, thus the study of this subject has great importance to reduce the risks of climbing. If the results show that neuro-linguistic programming training has effect on self-presentation, the results of this research can be widely used in this field and the dangers faced by mountaineers will be greatly reduced. The main objective of the present study was to determine neuro-linguistic programming training effect on self-presentation and self-esteem of climbers.

Theoretical Principles

Neuro-linguistic programming: "neuro" means the essential coverage that all behaviors are the result of neural processes or neurological. "linguistic" indicates that the neural processes in models and strategies through linguistic and communication systems are presented and organized. "programming" refers to the process of organizing the components of a system to achieve a particular result [9]. According Dilts et al (1980), neuro-linguistic programming (NLP) is basically a process used by all human beings to encode, transmit, conduct and modify their behavior.

NLP takes three issues: the nervous system that deals with this fact that all behavior arise the vision, hearing, smell, taste neurological process.-Verbal or linguistic area, we use language to adjust our thinking and behavior, as well as to communicate with others- The plan section which include the selection methods that we can use to organize the viewpoints and actions to achieve the desired results and to organize actions to achieve our goals [10].

Neuro-linguistic programming purpose is to give more people a choice about what they do. NLP also makes it possible to communicate effectively with others in order to influence them, persuade and manipulate others to gain the desired response we expect [10].

Self-presentation means tending to show it to attract other attention affecting others, motivate them and arouse their curiosity and entertains them [2]. According Schelnker (1980), people consciously or unconsciously drawn pictures of themselves in their social interactions and the self-presentation process includes self-assessment of images that person offer about him and manipulation of the images to form impressions of others abouthim [11]. These people consider their own attitudes, their beliefs expression and their nonverbal behaviors to show themselves in the best possible condition.

Self-presentation concerns such apparent inability for good performance under pressure has an important role in explaining the anxiety among athletes [12] because people try to create good public image to protect their beliefs about themselves. Leary stated that concerns about self-presentation can be beneficial and harmful to athletes. Its benefit comes from increased motivation and effort for an activity. However, for some athletes, motivation is high to the extent that its increase has no benefit for them. In addition, increasing concerns about self-presentation can increase their self-assessment behavior. This issue could be harmful because self-assessment behavior can affect athletic performance [13].

Confidence

Confidence means person's judgment about his ability to perform the practical work. Confidence is about how person feel about their own and how person influences on all the thoughts, perceptions, emotions, desires, values and personal goals that is the key to human behavior [14]. Confidence depends on many internal and external factors. A part of confidence is based on the current assessment and another part depends on previous evaluations of important people [15].

So confident is influenced by the attitude of the family, health and physiology, the media, religious beliefs, and relationships with peers. The community also has an important role in the development of the image. If the community is positive and welcoming to people and consider a higher value for them, it will make a positive attitude towards them andfinally increase the confidence of people [16].

Research background

EhteshamiTabar (2006) in a research investigated neuro-linguistic programming training effect on improving the mental health and academic motivation of students [4]. The results approved the strategic role of self-efficacy and academic motivation of Neuro-linguistic programming on improvement of the mental health of students. Zamini, HosseiniNasab, Hashemi (2007) investigated neuro-linguistic programming training effect on self-efficacy and problem solving of students [1]. The results of analysis of covariance showed neuro-linguistic programming training have a significant positive impact on self-efficacy of people. The results suggest that the self-efficacy has no significant effect on students' problem-solving behavior.

Ahmadi et al. (2011) investigated the neuro-linguistic programming training effect on student depression [7]. Results showed neuro-linguistic programming training have significance impact on the students. They said because of the relation between the content of this program with daily issues, it can make change in people recognition and their viewpoint about life by change in life approach. Kajbaf, Moghadas and Aghai (2011) examined the effectiveness of neuro-linguistic

programming strategy on marital adjustment [8]. The results showed that there is a significant difference between pre-test and post-test scores of marital adjustment in the experimental group. But a significance difference is not observed between men and women in marital adjustment in post-test.

Arab Baferani et al (2012) performed a research on the effectiveness of neuro-linguistic programming training on marital adjustment of couples referred counseling center in Isfahan city [17]. The results showed there are significant differences between the experimental and control groups in all subscales of marital adjustment and marital adjustment increases via neuro-linguistic programming training. Kong (2014) in a research investigated the impact of Neuro-linguistic programming on knowledge and learning capabilities of innovation in non-profit organizations [18]. The results showed that there are significant relationships between Neuro-linguistic programming training on knowledge and learning capabilities.

Ong et al (2011) in a study entitled, "Narcissism, Extraversion and Adolescents' Self-Presentation on Facebook" investigated the impact of narcissism and extroversion on Adolescents' Self-Presentation of teenagers [19]. The results showed that extraversion and narcissism can predict self-presentation. Karunarante (2010) in a study evaluated the use of Neuro-linguistic programming in the treatment of phobia [20]. The results showed that neuro-linguistic programming is effective and efficient in the treatment of phobia. Mahdizadeh (2010) in a study examined the role of narcissism and self-esteem on adolescents' self-Presentation on Facebook [21]. The results showed that higher narcissism and lower self-esteem have the influence on the person's self-presentation.

Research Method

In this study, the Research method is half experimental study with pretest - posttest design and control group.

The study population is Tehran province climbers. The number of participants in the study was 30 that15 were in the control group and 15 were in experimental group. The sampling method for climbers selection were randomly sampling that 30 climbers in Tehran were randomly selected and then 15 climbers were randomly assigned to an experimental group and other were placed in a control group with 15 participants. The variables examined in this study are:

The independent variables: neuro-linguistic programming strategies and dependent variables: self-esteem and self-presentation.

Research Tools

To measure the confidence, the state and trait sport confidence questionnaire were used.The questionnaire contains 26 questions that 13 questions measure strait confident while 13 questions measures state sporting confidence.Grading is based on the Likert scale with 9 degrees. Coefficient of internal consistency of this instrument in Shafizadehresearch (2000) is obtained 0.89 for the trait-confidence and 0.91for the state-confidence, respectively using Cronbach's alpha [22]. Mac Guan et al (2008) questionnaire is used to measure the sport self-presentation. To measure self-presentation, the questionnaire consists of 21 questions based on the 5-point Likert from never (1) to always (5).Coefficient of internal consistency of this instrument was approved in Mac Guan et al research (2008).

Data analysis

To analyze the study data, ANCOVA and t-test was used after calculation of descriptive index (mean and standard deviation).

Findings

Descriptive index: Descriptive index related to sport self-presentation in the control and experimental groups are reported in Table 1 and Figure 1.

Table 1. Descriptive statistics related to sport self-presentation in control and experimental groups

Variables		The mean of scores	Standard Deviation
Experimental Group	Pre-test	52.60	7.02
	Post-test	32.07	3.22
Control Group	Pre-test	52.53	7.48
	Post-test	53.60	6.88

As can be seen in Table 1, the mean scores of the experimental group after the intervention (Neuro-linguistic learning strategies) have dropped considerably. In the control group, a significant difference was not found in the pre-test and post-test.

Descriptive index related to trait confidence in the experimental and control groups are reported in Table 2.

Table 2: Descriptive statistics of trait confidence in experimental and control groups

Variables		The mean scores	Standard Deviation
Experimental Group	Pre-test	46.60	14.53
	Post-test	71.27	7.80
Control Group	Pre-test	50.20	10.92
	Post-test	48.40	10.91

As can be seen in Table 2, the mean scores of trait confidence in the experimental group after the intervention (Neuro-linguistic learning strategies) have increased substantially. In the control group, a significant difference was not observed between the pre-test and post-test.

Descriptive index of the trait confidence in the experimental and control groups are reported in Table 3.

Table 3: Descriptive statistics of trait confidence in experimental and control groups

Variables		The mean of scores	Standard Deviation
Experimental Group	Pre-test	45.07	9.38
	Post-test	76.93	7.66
Control Group	Pre-test	44.73	12
	Post-test	37.67	14.51

As can be seen in Table 3,the mean scores of the experimental group in state confident after the intervention (Neuro-linguistic learning strategies) have increased significantly. The slight decrease in the control group can be seen in post-test scores rather than in the pre-test.

Illative Results

In this section, illative results are reported in terms of responding to the research hypotheses.

Hypothesis 1) Neuro-linguistic programming training has significance effect on climber self-presentation.

To investigate this hypothesis, an analysis of covariance (ANCOVA) was used.

F test results performed to check the assumption of homogeneity of regression slopes before and after a trial in the experimental group and the control group (120/77) is significant at the 0.000 level. Thus, we can conclude that the slope of the regression of pre-test and post-test is not identical. So instead of covariance analysis, t test is used for added scores (subtracting the pre-test and post-test and calculation of their difference).In Table 4, the results of t-test of added scores to compare the control and experimental group are reported. Before running of t-test, the assumption of homogeneity of both groups is essential. This hypothesis was tested by Levine test. The Levine statistics for assumption of homogeneity of variance test for two groups obtained (sig=0.853 F = 0.364), respectively and there is no significant difference between the variances of the two groups.

Table 4: Results of t-test of added scores to evaluate differences between experimental and control groups

Variable	Calibri (Body)	Mean	Standard Deviation	Mean differences	t statistics	Degree of Freedom	Significanc Level
self-presentation	Control	1.07	5.13	21.60	9.846	28	0.000
	Experimental	-20.53	6.77				

According to Table 4, t-statistics of the self-presentation differences between experimental groups with the control group (9.846) is significant. The mean (21.60) show that the mean scores of the experimental group significantly dropped off at the post-test and there is a significance relationship between the experimental and control groups in the self-presentation after learning the strategies of Neuro-linguistic programming.

The first hypothesis test results showed that the strategy of Neuro-linguistic programming training on self-presentation in climbers is impressive.These findings are consistent with the findings of Hall (2008), Kemp (1992) who believe that the Neuro-linguistic programming can be used to improve human communication and internal energy become prosperous [23, 24].

In the past few decades combinatorial theoretical and practical approaches have attracted many psychologists and linguists attention and by application of these approaches, "neuro-linguistic strategies" is shaped which are applied coordinately in a variety of areas.

In this educational approach, it is emphasized that of a man behavior is influenced by neuro develop mental processes and by the experience of the external world, neuropsychological and cognitive processing flow falls and guide the behavior. The teachings of this program by changing the beliefs of individual will cause changes in beliefs and self-control and help individuals to identify their abilities and talents in the field of self-actualization and achieving their life goals [25].

Concerns about self-presentation can spend athletes' working memory resources and cause them act less effective with information about the process. The findings suggest that strategies training of Neuro-linguistic programming with an emphasis on "target", "time management" and "self-giving" effects on the motivation levels of climbers and makes the most of its objectives and strategies to achieve focus. As a result concerns about self-presentation will decrease. Neuro-linguistic programming training offers some simple techniques to help people to change their idea. In coordination with the findings of previous research it can be suggested that neuro-linguistic programming techniques can be useful in the process of changing beliefs.

Hypothesis 2) Strategies of Neuro-linguistic programming training is effective on confidence of climbers.

To investigate this hypothesis, an analysis of covariance (ANCOVA) was used. F test results that were significant at the 0.000 level were used to check the assumption of homogeneity of regression slopes of pretests and post-tests in the experimental and control groups in confidence trait (28.894) and the state confidence (32.063).Thus, we can conclude that the slope of the regression of pre-test and post-test of trait and state confidence is not the same.

So instead of covariance analysis, t-test is used for added scores (subtracting the pre-test and post-test and calculation of their difference). Before running t-test, the assumption of homogeneity of variance of studied groups is essential. This hypothesis was tested by Levine test. The Levine-statistics for assumption of homogeneity of variance for two groups in state confident obtained: (Sig= 0.569 F=0.457). So there was no significant difference between the variances of the two groups. The Levine-statistics for assumption of homogeneity of variance for two groups in trait confident obtained: (Sig= 0.944 F=0.235). So there isn't a significant difference between the

variances of the two groups. In Table 5, the results of t-test of added scores to compare the control group with experimental group is reported.

Table 5: Results of t-test to compare the experimental and control groups in confidence

Variable	Group	Mean	Standard Deviation	Mean differences	t statistics	Degree of Freedom	Significance Level
Trait-confidence	Control	-1.80	5.12	-26.47	-8.05	28	0.000
	Experimental	24.67	11.66				
State-confidence	Control	-7.07	12.12	-38.93	-8.826	28	0.000
	Experimental	31.87	12.04				

According to Table 5, t-statistic tests the control group and experimental group differences in trait confidence (-8.05) is significant. So there are significant differences between the experimental and control groups in confidence trait. The mean difference (-26.47) shows that in the post-test of trait confidence of the experimental group significantly increased. As a result, there is significant difference between the control and experimental groups in confidence trait after learning strategies a Neuro-linguistic programming and it significantly increased in the experimental group.

According to Table 5 of t-statistic tests, t-statistic tests the control group and experimental group differences in state confidence (-8.826) is significant. So there is a significance difference between the experimental and control groups. The mean difference (-38.93) shows that in the post-test of state confidence of the experimental group significantly increased. As a result, there is significant difference between the control and experimental groups in state confidence after learning strategies a Neuro-linguistic programming and it significantly increased in the experimental group.

The second research hypothesis test results also showed that Neuro-linguistic programming training strategies affect the confidence in climbers. This finding are consistent with results of Ehteshami Tabar (2004), Zamini, Hoseininasab and Hashemi (2009), Simpson and Randal (2000), Paris and Paris (2001) [1, 4, 6, 26]. These findings suggest that strategies of Neuro-linguistic programming cause that climbers trust their ability to perform the essential skills, make necessary decisions to perform movements under pressure, successful strategies, focusing enough to successfully adapt to different situations, achieving competitive goals, success, stability, success, thinking and successful responses during competition, meet the challenges of competition and success in higher inequality assess.

In the explanation for this finding, it can be stated that because in the educational process, "Neuro-linguistic strategies" many skills such as goal setting, time management, assertiveness skills, systems of representation and neurological levels is trained to mountaineers. Then acquisition of these skills makes variety changes in individual and interpersonal ability. On the other hand, planning and time management facilitates the achievement of personal objectives and cause increase in self-confidence in person.

Lewis (2003) states that assertiveness skills training help people to expand their social support networks and communication and the development of social interaction, strengthen the sense of ability and competence and finally it cause the person feel capability and confidence [27].

Among other important NLP strategies are the appropriate targeting and planning to achieve the goal. NLP cause athletes to be able select their purposes and plan in order to achieve that target. Strategic planning of the individual neural lets person to be aware of his behavior, thoughts and feelings of self-consciousness and give the current state change plan to the desired state in his work area.

In general, neuro-linguistic programming help people to know their current state (feel, think, what they do, and the results obtained) and consider the desired situation (what they will) and learn how to vary from this situation to desired situation [28]. therefore as a result of all of these mentioned strategies and processes mentioned the ability and confidence in their ability will increase self-esteem and self-confidence in athletic person.

Conclusion

In general, the results show that by the NLP help, the climbers will be able to achieve their personal goals faster and more effective than ever before. In other words, favorite things, they will be more free in doing their favorite things and they'll get the most benefit from this work, obtain more information, and in particular, they will be in framework they want. Taking advantages of powerful technique of this method, such as goal setting, time management, assertiveness skills and representation systems, they will be able to set goals for themselves, to access the program, and by expressing themselves, they will feel competence and capable that all of which makes a person feel less need to self-presentation and further focus to achieve their goals and plans.

To achieve this goal, they will apply subjective sources (neurological component), which has never before been aware of its existence and learn how take advantage to achieve their goals in a very specific way. They will also learn how to harness their mental state incentives and in what way their accepted beliefs synchronized to achieve the results they desire (component programming NLP).Principles and techniques of NLP give people this ability to be creative and rich and confront with difficult situations [10].

In fact, neuro-linguistic programming goal is to provide more choices for people about the work they do. In fact, there is no chance of selection if there is only one way to do something but if anyone can find a more flexible way can control the situation in his favorite way. In fact NLP by widening the choice domain

help in improving the quality of life and work and person effect in individual, organizational and social life [10]. So when people have such a capability in different aspects of life feel empowerment and their confidence increases. When people are empowered and have high self-esteem, motivation, their self-presentation will decrease.

Practical suggestions

1. It is recommended that Sports professionals provide neuro-linguistic programming training for athletes in different sports to have the improvement in athletic performance and the success of our athletes by implementing this strategy.
2. Self-confidence is one of the most important factors in the growth and prosperity of human beings. The results showed that neural verbal learning strategies will increase confidence.So learning neuro-linguistic strategies enhance confidence and thus growth and development in various career fields.

The results show that neuro-linguistic programming training reduces self-presentation in the climbers. Therefore, it is recommended that athletes training in Neuro-linguistic strategies especially sports that are associated with a higher risk to be used. Because self-presentation motivation can force athletes to do potentially dangerous and damaging behaviors and thus hurt their health.

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