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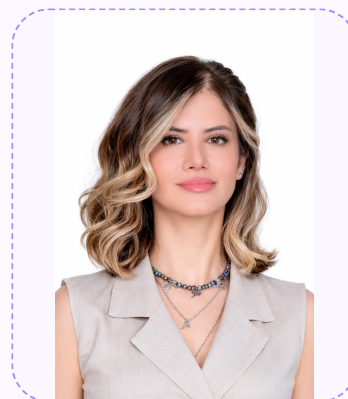
NLP Techniques in the Development of Self-Perception: A Psychological Evaluation

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NLP Techniques in the Development of Self-Perception: A Psychological Evaluation

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ABSTRACT

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Keywords: Techniques; Development; Self-perception; Psychological; Evaluation

Introduction

Self-perception is defined as a broad self-pattern that includes how an individual interprets mental representations of himself/herself, self-worth, competence beliefs, identity perception and roles in life. Basic components; Self-perception, which is cognitive, emotional, behavioral components and identity level, is defined as the self-pattern that includes how the individual interprets his self-perception of identity and the mental representation of his roles in life, self-worth, and belief in competence. Various methods used in psychological assessments today have been developed to understand and support the individual's self-perception. Neuro-linguistic programming (NLP); By examining language, behavior and thoughts, it offers techniques for understanding the self-representation of the

behavior, emotions, and thoughts, allowing for an in-depth examination of the perceptual plane of the self. These techniques also enable the development of strategies for recognizing and changing the individual's self-representations in psychological evaluation processes. (Ekşi, Sevim, & Kurt, 2016, p. 2). In addition, through the application of NLP techniques; It is about strengthening the basic elements of individuals such as self-esteem, self-awareness, self-confidence, self-efficacy, self-worth and intrinsic motivation. Therefore, these studies on the developmental and psychological dimensions of self-perception offer an important toolkit to increase the self-confidence and competence of the individual and to support psychological well-being. In this context, the integration of NLP techniques with psychoanalytic and clinical approaches is becoming one of the cornerstones of modern psychological assessments (Metin & Benlik-Kargal, 2018, p. 5).

feedback, life experiences, cultural factors, subconscious beliefs and metacognitive processes. This concept is shaped by an individual's self-beliefs, values, and self-evaluations and deepens over time through life experiences, social interactions, and internal thought patterns. The formation of self-perception can be considered within the framework of different theoretical approaches such as psychodynamic, cognitive-constructivist and human development perspectives.

The developmental stages of self-perception begin with the formation of childhood schemas that become permanent from the age of 0-7. Attachment styles, parent-child relationships, and socio-cultural interactions form the cornerstones of self-perception.

In shaping self-perception, the individual's own experiences as well as the feedback they receive from the outside world play an important role.

And also; Neurolinguistic Programming (NLP) techniques have recently attracted attention with their unique techniques. NLP aims to understand an individual's self-representation, self-perception, and inner speech by using language, thought, and behavior patterns, while at the same time, thanks to these techniques, it can identify the strengths and weaknesses of the individual in self-worth, self-efficacy, and self-esteem. The effect of language, the form of internal dialogues and communication styles play a critical role in the formation of self-perception; NLP techniques can be evaluated at the point of analysis by changing and transforming these elements. When we look at it in this context; It is observed that psychological evaluation processes can be enriched with objective and structured NLP approaches as well as traditional methods.

2.1. Measurement Approaches Of Self-Perception

These approaches include psychometric tools,

himself, his attitudes towards himself and his emotional states. (Kök, 2010, p. 15). In addition, qualitative approaches such as content analysis and in-depth interviews can reveal the individual's inner world and awareness levels about self-perception in more detail (Metin & Bencik Kangal, 2012, p. 5).

NLP techniques offer a different approach to these measurement processes by analyzing patterns of language, thought, emotion, and behavior. Thus; It aims to make the dynamics of self-perception visible. The examination of an individual's internal and/or external focus and an individual's internal speech and expression patterns is used to understand a person's self-representation, self-worth, self-confidence, self-efficacy, self-compassion and self-esteem levels. NLP applications aim to provide a more holistic approach to measurement processes by investigating one's own internal experiences and the expression of these experiences. In addition; It evaluates the process holistically by supporting it with internal and external observation and feedback mechanisms. Thus, in addition to traditional psychological measurement tools, NLP techniques offer a more comprehensive and interactive assessment of self-perception.

2.2. Basic Principles of NLP Techniques

The basic principles of NLP techniques aim to understand the person's language, behavior and thought patterns, and to restructure their mind, the way they use language and communication, taking into account the way they express themselves. The most important of these principles is the ability to directly access the subconscious and to change and transform language, behavior and thinking structure by creating conscious awareness. NLP is based on analyzing the language, representation system and body language used by the person during communication; Thus, positive or negative effects and changes in the individual's self-perception

allows the person to be reorganized in a way that supports the elements of self-esteem, self-worth, self-efficacy and self-confidence that shape their self-image. The techniques used strengthen the person's self-understanding by resolving communication blockages and transforming the person's accusatory and negative inner speech. Thus; It allows a positive approach to be developed by transforming negative experiences, situations, thoughts or behaviors. The basic principles of NLP techniques contribute to the development of self-perception while transforming subconscious programs and giving new meanings through neuroplasticity and language. However; It contributes to building a healthier and more holistic self-image and the psychological healing process.

While these principles are used in psychological evaluations to understand the dynamics of a person's self-perception, they also lay the groundwork for personal and social transformation processes (Çal, 2018, p. 113).

3. The Concept Of Neuro Linguistic Programming (NLP)

3.1. NLP as a Concept

The concept of Neuro Linguistic programming (NLP) refers to advanced mathematical and algorithmic approaches that go beyond traditional linear models, allowing for analyzing complex and dynamic systems (Karsai, 2017, p. 27). NLP techniques are effective in recognizing individual thought, behavior and emotion patterns and making sense of ambiguous and implicit structures in language patterns. Especially in psychological assessments, these techniques can be used to reveal cognitive and emotional processes in a person's inner world by analyzing language and behavior patterns (Yılmaz & O'Connor, 2013, p. 2).

However, these models are effective in analyzing

new dimension to the measurement and analysis processes in illuminating the inner worlds of individuals.

3.2. Analysis of language and thought patterns used

With NLP techniques; the analysis of the language, behavior and thought patterns used plays an important role in the development of self-perception (Yılmaz & O'Connor, 2013, p. 2). Language is closely related to the individual's beliefs and evaluations about himself; therefore, repetitive words, negative or exaggerated expressions in language can cause self-perception to be constructed in negative or strong ways (Kök, 2010, p. 12). NLP techniques allow these patterns to be detected and changed (Ekşi, Sevim, & Kurt, 2016, p. 9). In particular, the analysis of internal speech patterns, representation systems and the determination of sub-styles stand out as basic elements in making sense of an individual's feelings of self-esteem, self-efficacy and self-worth. It is observed that recognizing and reframing negative internal dialogues contributes to increasing self-confidence and self-efficacy. At the same time, generalizations and automatic behaviors in thought patterns can be followed through language and thought patterns. With the method of observation and analysis, how the individual expresses himself and the assumptions he develops towards the world are put forward (Yılmaz, 2019, p. 10). In this process, ambiguity, generalization, deletion and distortions in the language used can be identified and their negative effects on the individual's self-perception can be reduced. In this context; conscious management of language, behavior and thought patterns can be expressed as one of the basic building blocks of self-development.

4. The Relationship Between NLP and Self-Perception

NLP techniques offer powerful methods that can

objectively evaluate the developments in self-perception by monitoring the changes in the behavior and thought patterns of the individual. However; NLP-based assessment protocols play an important role in revealing the unconscious dynamics of a person's self-perception, and it is also important to consider cultural and individual differences during the implementation of these techniques. In particular, the analysis of internal speech and self-representations determines the quality of the individual's communication with himself, becoming a fundamental element in the development of self-confidence, self-efficacy, self-worth and self-esteem. The use of NLP in the development of self-perception accelerates psychological healing and development processes, enabling individuals to make sense of their own experiences more effectively. When NLP techniques are compared to psychological measurement tools, it is observed that they exhibit a more focused approach to internal processes. In this context, personalized intervention strategies can be created that are compatible with their dynamics. While analyzing individuals' internal and external communication styles with NLP techniques, negative or inadequate expression patterns regarding self-confidence, self-worth, and self-esteem can reveal negative effects on self-worth. Restrictive expressions such as "What if I can't", "I can't succeed", "I'm a failure", "I can't" damage the self-confidence of the individual, while expressions that point to self-confidence, self-efficacy, self-worth and self-esteem contribute to the strengthening of the person's self-perception. Systematic analysis of language and thought patterns used by individuals with NLP techniques allows awareness to be created and negative self-esteem patterns to be changed (Acar & Eker, 2019, p. 5). By increasing structured, positive and supportive self-talk, an individual's self-confidence and self-esteem can be strengthened.

4.2. Internal speech and self-representations

that express negative self-esteem or inadequacies are recognized and replaced with more positive and empowering expressions by reframing. This allows the person to break negative thought cycles by noticing their inner talk. It is observed that recognizing and transforming negative self-representation makes positive contributions to the development of self-perception. In this context, while the self-awareness of the individual increases, it supports psychological healing and development processes in the healthy shaping of self-perception. NLP techniques enable individuals to understand and know themselves by making these processes structured and systematic.

4.3. Observation and feedback mechanisms

Observation and feedback mechanisms are one of the basic elements in terms of the effectiveness of NLP techniques (Yılmaz & O'Connor, 2013, p. 2). The external behaviors and internal communications of the individual are carefully monitored and analyzed (Urfalı Dadandı, 2018, p. 1). Elements such as language, body language and tone of voice used during observations provide clues about the person's self-perception (Kapusuzoğlu, 2004, p. 3). In line with the core principles of NLP, feedback is not just for evaluation purposes; it also becomes a tool for raising awareness and instilling new thought patterns (Ekşi, Sevim, & Kurt, 2016, p. 9).

Negative automatic thoughts or limiting beliefs are detected by observing the individual's behavior and thought patterns through feedback mechanisms. However; the individual's awareness increases and they can be replaced with more positive and empowering statements. With NLP techniques, especially language and behavior. In this process, constructive feedback provided by experts contributes to the restructuring of the individual's internal dialogues and self-esteem (Akyıldız, 2006, p. 233).

of self-perception at conscious and unconscious levels, are based on scientific foundations, and provide psychological transformation (Kök, 2010, p. 12).

5. Psychological Assessment Methods

Psychological assessment methods include various tools and protocols that allow the individual to measure their inner world and behavioral attitudes objectively and subjectively. Conceptual tools include structured questionnaires, interview techniques and observation forms, while behavioral measurement tools; reaction times, language use and body language analysis. (Kök, 2010, p. 12).

5.1. NLP-Based Evaluation Protocols

Due to the subjective nature of NLP techniques, relying on personal expressions and language patterns, the consistency and validity of the measurements become questionable at times (Kök, 2010, p. 12). In particular, when assessment processes are applied to different people or in different environments, question marks may arise about whether the results are consistent (Yılmaz & O'Connor, 2013, p. 2). It is important to adapt the tools and protocols used to various opinions and lifestyles (Karsai, 2017, p. 27). In terms of reliability, measurements made by the same person or different people during the application process are expected to give consistent results (Akyıldız, 2006, p. 233). For this, measurement tools should be supported by psychometric criteria such as test-repetition reliability and internal consistency (Çetin Özoğlu, 1978, p. 50). However, in evaluations made with NLP techniques, the variability of the language and thought patterns used during the application may adversely affect the reliability (Yılmaz, 2019, p. 10). In order to overcome these problems, it is important to develop the rules of practice and increase the expertise levels of the practitioners (Metin & Bencik Kangal, 2012, p. 5).

person, overcoming the limitations of traditional psychological tools (Kök, 2010, p. 12).

NLP techniques utilize various communication and behavioral patterns in clinical practice. In particular, the analysis of expression and language patterns is used to reveal the individual's attitude towards himself and his internal prejudices (Yılmaz, 2019, p. 10). Through observation and feedback mechanisms, the therapist and the client can develop mutual awareness, while the structure and contents of internal conversations can be understood more clearly (Karsai, 2017, p. 27). These methods contribute to the positive restructuring of self-representations by strengthening the communication that the person establishes with himself (Akyıldız, 2006, p. 233).

7. Ethics and Limitations

The use of NLP techniques in psychological assessment processes brings significant ethical challenges and limitations. First of all, these techniques require respecting the privacy of individuals, confidentiality principles, and meticulous execution of consent processes (Kök, 2010, p. 12). Inappropriate use without the knowledge of the participants may increase the risk of ethical violations (Ekşi, Sevim, & Kurt, 2016, p. 9). At this point, the cultural compatibility of the techniques should be taken into consideration, and care should be taken about the generalizability of the results (Yılmaz & O'Connor, 2013, p. 2).

Another dimension of the limitations is the debate on the accuracy and reliability of NLP techniques, which requires practitioners to use these techniques as complementary tools (Karsai, 2017, p. 27). In addition, within the framework of ethical principles, unauthorized and inappropriate use of personal data or practices with manipulative purposes should be avoided (Akyıldız, 2006, p. 233).

7.1. Ethical Principles and Possible Risks

communicated clearly and accurately. Care should be taken in the use of NLP techniques, especially in the evaluation of deep psychological structures such as self-perception, and mistakes that will lead to misinterpretations should be avoided (Ekşi, Sevim, & Kurt, 2016, p. 9).

Possible risks include the emergence of negative aspects in individuals' self-perception, loss of self-confidence or an increase in anxiety levels as a result of wrong practices (Çetin Özoğlu, 1978, p. 50).

7.2. Cultural and Individual Differences

Cultural structures have a direct impact on how individuals shape their self-concept and also determine communication and perception processes (Urfalı Dadandı, 2018, p. 1). For example, in societies with collective cultures, the self is defined more in the context of the group, while personal characteristics and achievements come to the fore in individual-oriented cultures (Kapusuzoğlu, 2004, p. 3). These differences present significant difficulties or opportunities in understanding individuals' internal language and/or thought patterns in psychological assessments performed with NLP techniques (Kök, 2010, p. 12).

In addition, significant differences can be observed between individuals even within the same cultural structure. Genetics, family structure, education level and life experiences are the factors that affect the individual development of self-perception (Acar & Eker, 2019, p. 5). NLP methods can be used to detect these differences and design appropriate interventions (Yılmaz & O'Connor, 2013, p. 2). However, the effectiveness of these techniques may be limited if the cultural context is not taken into account (Urfalı Dadandı, 2018, p. 1).

Individual differences, on the other hand, constantly change due to factors such as

careful analyzes in psychological evaluations increase the effectiveness of NLP techniques and provide a more accurate understanding of self-perception (Metin & Bencik Kangal, 2012, p. 5).

8. Critical Evaluation Of Nlp Techniques

The basic assumptions and application methods of NLP techniques are the subject of various debates in terms of scientific validity and reliability. Since these techniques are especially focused on restructuring language and thought patterns, they can produce generalizing results without considering the effect of subjective perceptions and individual differences (Kapusuzoğlu, 2004, p. 3). Therefore, the suitability and applicability of NLP techniques to personal and cultural contexts may not be realized.

Another critical point is that the scientific basis of the models and techniques underlying NLP is limited (Ekşi, Sevim, & Kurt, 2016, p. 9). Some studies indicate that NLP techniques may have less scientific basis compared to standard methods used in psychological assessments (Acar & Eker, 2019, p. 5). This situation may invite biases and errors in the evaluation process (Karsai, 2017, p. 27). In addition, the inadequacy of control mechanisms that depend on the expertise and experience of the practitioner in NLP applications may adversely affect the reliability of the results (Akyıldız, 2006, p. 233).

What should be considered about the effectiveness of these techniques; It should be taken into account that applications are personal and may not give the same results for every individual, and that some concepts used in NLP may be incompatible with evidence-based approaches used in clinical psychology. In summary, the use of NLP techniques in psychological assessments should be constantly questioned in line with the scientific literature and application practices.

& O'Connor, 2013, p. 2). NLP analyzes individuals' internal thought processes and outward self-expressions and tries to create awareness about the self through mind reprogramming techniques. In this process, the language, thought and expression patterns used have a direct effect on the person's self-perception. For example, recognizing and transforming negative, blockage-causing and limiting expressions contributes to self-perception by providing positive transformation in the individual's internal speech. In addition, by increasing the individual's awareness of self-representations through observation and feedback mechanisms, negative patterns in the individual's self-perception can be broken and a healthier and more holistic self-construction can be achieved.

In this context; Considering the limitations of NLP techniques, it is not possible to talk about the effectiveness of a single method for each individual due to the limitations in generalizations and personal differences. When we look at it from the point of cultural and individual factors, it is observed that these factors can affect the results of NLP applications in various aspects. The use of these techniques together with psychological assessment tools is important in terms of supporting each other in terms of the validity and reliability of the method. As a result, NLP methods and techniques contribute to understanding personality and self-concepts from a holistic perspective in evaluations of self-perception; it requires a careful approach and interpretation as well as conscious use by the practitioner.

Methodology

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Conclusion

The results of the study show that NLP techniques can play an important role in shaping and strengthening self-perception (Yilmaz & O'Connor, 2013, p. 2). The use of NLP techniques in the development of self-perception is

examining the language and behavior patterns and mindset used by individuals. NLP stands out in allowing people to restructure their self-perception through verbal and non-verbal communication. In particular, through internal speech, mind screen and observation mechanisms, individuals' automatic thoughts, root beliefs and reactions are revealed; Thus, it is possible to recognize and change negative beliefs, blockages, labels and limiting thoughts.

NLP-based approaches in psychological assessments provide more dynamic and personalized inferences compared to traditional methods (Ekşi, Sevim, & Kurt, 2016, p. 9). Analysis of language, behavior, and thought patterns allows to closely monitor changes in individuals' self-perception (Acar & Eker, 2019, p. 5). However, subjective interpretations and cultural differences suggest the need for vigilance regarding the reliability and validity of these techniques, as they affect the success of the applications. The effectiveness of the methods should be supported by scientific research and attention should be paid to the fact that the

NLP-based assessment protocols provide promising findings regarding the usability of these methods in different individuals and contexts (Kök, 2010, p. 12). However, it is undeniable that the study has some limitations.

In particular, considering that cultural differences and individual differences may have significant effects on the effectiveness of NLP techniques, caution should be exercised in generalizing these approaches (Acar & Eker, 2019, p. 5).

NLP techniques have the potential to be a powerful tool in psychological assessments of self-perception and can also be used in therapeutic and developmental processes, taking into account their limitations and inappropriate cultural practices, in applications that will strengthen self-confidence and self-esteem by increasing individuals' self-awareness. Therefore, it can be stated that NLP techniques will make an important contribution to the development and reinforcement of self-perception by being based on scientific foundations and ethical frameworks when used in psychological evaluations.

Author Contribution

The author is responsible for the conceptual preparation, manuscript content, academic interpretation, and final approval of the submitted work unless otherwise stated.

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