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The Power of Less: an interview with Robert Dilts

A proactive “away from” strategy can lead to unexpected results. Robert Dilts came to NLP rather by accident. He went to the University of California at Santa Cruz as a conscious reaction to his previous twelve years of Catholic schooling. Indeed, UCSC’s radical image was as different from the traditional, Catholic education as you could get at the time. In his first year, Robert took art classes mainly, to compensate for the lack of these topics in his previous education. After this, he felt he missed using the right hemisphere of his brain. So he started taking physics and calculus classes during his second year. Having found a balance between left- and right-brain activities, Robert decided to look into philosophy and politics in his third year. He seemed predestined to become a renaissance man, knowing a lot about everything. No wonder he admires Leonardo da Vinci for more than his drawing skills.

To compensate for all the work that this wide variety of classes generated, Robert found a nice way to integrate the materials by combining the topics into one project. This allowed him to put more time into the project and go beyond the surface. For example, when he took classes in economics, computer programming and cultural anthropology, his project integrated them into a computer program for managers of companies wanting to expand in developing countries with cultural similarities that were manageable for them.

Having international trainers come to the Benelux countries is always a good excuse for an interview. My first, which appeared in the March 1998 issue of *NLP World*, was with John Grinder. This year’s “victim” is Robert Dilts. As before, the wording of this paper is filtered through my neurology and will therefore differ from the actual words used by Robert. Patrick Merlevede