

CHAPTER I

INTRODUCTION

1.1 Background of Study

Neuro-linguistic programming (NLP) was established in the 1970s by Richard Bandler and John Grinder, both of whom were academics at the University of Santa Cruz in California. The term Neuro-Linguistic Programming came about as a result of the three different topics that are included in it. Neurology refers to the study of the mind and how we think, linguistics to the study of how we use language and how it affects us, and programming to the study of how we sequence our actions in order to achieve the goals we have set.

O'Connor, J. (2012) states that neuro is a representation of the mind and how humans think. These neural networks are responsible for our capacity to train the nervous system or the brain, which enables us to perceive our surroundings, think and feel, and select the proper behaviour for a certain circumstance (Andreas, S. & Faulkner, C., 2008). Neural networks are also responsible for our ability to create memories. There is a clear relationship between the working techniques of NLP and intraneuronal connections, the way in which the world is seen, and the aspects of the environment that are kept or ignored, such as representations of ourselves and others, as well as the manner in which information is stored in memory and recalled when it is needed.

On the other hand, linguistics is concerned with how we use language and how it influences us (O'Connor, J., 2012). The way that we think is reflected in the

structure of language. When we talk about linguistics, we are referring to the verbal and nonverbal communication systems that enable us to characterise our environment. In addition, this word covers both conscious and unconscious modes of communication (Andreas, S., & Faulkner, C., 2008).

According to O'Connor, J. (2012), programming is the activity of organising behaviour in order to accomplish particular objectives. Over the course of our life, we are able to program our thoughts, feelings, and actions in response to a wide range of circumstances. This word, which originates from the field of computer science, refers to the one-of-a-kind manner in which human nervous systems operate. The reason for this choice was to emphasise the fact that our own brains are capable of being programmed, and that we have the ability to alter the programs that we use to carry out various activities that we already have with other people in order to make them more successful, which will ultimately lead us in the direction that we want to go (Andreas, S. & Faulkner, C., 2008).

Neuro-linguistic programming (NLP) is a form of mind programming that use language as a medium, including verbal and nonverbal techniques, to produce thoughts and behaviour. In other terms, neuro-linguistic programming (NLP) is the study of how language influences the ideas and actions of individuals. In the field of neuro-linguistic programming (NLP), both verbal and nonverbal language are considered to be equally significant sources of information that impact behaviour.

The mirroring technique is one of the NLP strategies. The act of unconsciously imitating the movements, facial expressions, voice, or posture of

another individual is referred to as mirroring. According to Iacoboni (2009), this is a complicated topic that goes much beyond the simple duplication of movement dynamics. Imitating the pace of breathing, voice modulation, rhythm, breathing pauses, and movement intensity are all examples of subtler adjustments that are included in the process of mirroring others. Mirroring is characterised by the subconscious adjustment and reproduction of the behaviours of another person, which enables people to engage in nonverbal communication with one another by using clever manipulation.

It is believed that mirror neurones have a part in our capacity to learn new abilities through imitation, in understanding the behaviours, ideas, and even emotions of other people, and eventually in the comprehension of language. One way to think about every contact that takes place between persons is as a dynamic process in which information is sent repeatedly between individuals. Emotions may be communicated through facial expressions, while purpose can be conveyed through body motions.

However, it is essential to keep in mind that the mirroring method must be utilised in an advanced and subtle manner in order to prevent giving the impression that one is making fun of or insulting the other person. An excessive amount of obvious mirroring might result in unfavourable responses from other people and can make relationships more difficult. Generally speaking, mirroring is a technique that may be utilised in NLP to enhance the efficiency of communication and to develop deeper relationships with other people, whether in a personal or professional setting. This strategy can assist an individual in better

comprehending and adapting to the communication style of another individual, as well as making it easier for that one's messages to be heard.

Developing a rapport or relationship with their guests, creating an interview setting that is comfortable, and, eventually, entertaining the audience are all goals that talk show presenters attempt to achieve through the use of the effective communication method known as mirroring. Eye contact, gestures, postures, body movements, and tone of voice are all important aspects to consider while working to enhance communication skills. In addition to verbal communication, these nonverbal actions can give hints, additional information, and significance to whatever is being communicated. A strong connection with both parties may be developed throughout the discussion by utilising actions that match the behaviour of the person you are speaking with. This can help you build a strong connection with both parties. The exchange of verbal and nonverbal information between individuals is the core of social interaction. This information is automatically processed simultaneously.

Several studies about mirroring have been conducted. In 2020, Oky Dicky Ardiansyah Prima, Yuta Ono, Kumiko Hosogoe, Miyu Nakano and Takashi Imabuchi investigate the phenomenon of nonverbal mirroring communication. The significance of nonverbal communication in one's interactions with other people is the base on which this research is built. Within the context of direct interactions, research that was conducted and entitled "Automatic Analysis of Nonverbal Mirroring Communication" investigated the application of computer vision technology to automatically recognise and determine mirroring behaviours

when they occur. For the purpose of developing a system that is capable of recognising various gestures, calculating temporal delays between gestures, and maybe showing mirroring activity, the researchers utilised a variety of techniques that included human posture evaluation, hand gesture identification, action detection, and cross correlation. The effectiveness of the technology was shown by the analysis of real-life conversation footage. There is a huge influence that this research will have on the future of communication analysis. Some of the potential applications of this research include human-computer interaction systems that can adapt to the communication styles selected by users.

The examples of mirroring in conversation are presented below:



Figure 1 1.1 Preliminary data

Chris Evans and Scott Evans appeared as a guest on an episode of The Tonight Show Starring Jimmy Fallon, which was released on YouTube on January 2, 2023. Fallon, Chris and Scott talk about Scott's slightly embarrassing childhood story. 15:04, Fallon hugs Scott after hearing what happened to him as a child and says "it's going to be okay, it's going to be alright" Fallon does NLP mirroring pattern known as Symbolic mirroring type. Fallon shows that he is actively listening and trying to understand Scott's experience by calming him down.



Figure 2 1.1 Preliminary data 2

Chris Evans appeared as a guest on an episode of The Tonight Show Starring Jimmy Fallon. They both played a game and whoever lost would be punished by being doused with cold water. In this segment, Chris lost and he got the punishment. Chris got cold then laughed and was followed by Fallon who laughed. They both laughed as seen in the picture above. Fallon does NLP mirroring pattern known as behavioural mirroring type.



Figure 3 1.1 Preliminary data 3

Chris Pratt appeared as a guest on an episode of The Tonight Show Starring Jimmy Fallon, which was released on YouTube on May 24, 2023. Chris told how he was nominated for the teen choice award. Chris said "I just got started in Hollywood, I worked on a TV show. I got nominated for something called the

Best Sidekick, for like a Teen Choice Awards. It was a really big deal to me. I got to take a limo. It was like all so new and novel still, And I had this little bit where I was like pres-- I didn't win. and Fallon said "We get it. You're a big star". Fallon replied by summarizing it with 1 term, namely 'big star'. Fallon does exchanged matches by exchanging Chris' long sentences with 1 term that has the same meaning.

The author is interested in conducting research on the activities of mirroring that occur on talk show. Because it has guest stars that have won awards, earned important nominations, and are extremely prominent in a variety of sectors, such as the movie industry, The Tonight Show Starring Jimmy Fallon is a very interesting show to examine because it features these individuals. During the course of this talk show, there are various situations of mirroring, such as copying someone's body language, following their speech patterns, or laughing along with the guest and others to analyse.

1.2 Problems of the Study

According to the background above, the problems of the research can be formulated as follows:

- (1). What NLP mirroring pattern is used by the host in “Tonight Show Starring Jimmy Fallon”?
- (2). How is the NLP mirroring pattern realized in the interaction between the host and the guests on “Tonight Show Starring Jimmy Fallon”?
- (3). Why does the host used NLP mirroring pattern on “Tonight Show Starring Jimmy Fallon”?

1.3 Objectives of the Study

With reference problems, the objectives of the research are stated:

- (1). to identify what types NLP mirroring pattern is used by the host in “Tonight Show Starring Jimmy Fallon”,
- (2). to analyse how the NLP mirroring pattern realized in the interaction between the host and the guests on “Tonight Show Starring Jimmy Fallon”, and
- (3). to explain why does the host use NLP mirroring pattern on “Tonight Show Starring Jimmy Fallon”.

1.4 Scope of the study

This paper makes an attempt to concentrate the research on the NLP mirroring pattern on the television show "The Tonight Show Starring Jimmy Fallon" by employing the NLP pattern theory that was proposed by Richard Bandler and John Grinder (2008). This theory can be found in the book titled "The Big Book of NLP Techniques" written by Shlomo Vaknin.

1.5 Significance of the Study

The researcher has high hopes that the research will have a big influence, both theoretically and practically, concerning the history of the research and the aims of the study. In theory, the outcomes of the research might provide further information to other academics working in the field of linguistics. The research will, in a practical sense, be beneficial to particular parties.

1. To the university: This study has the potential to serve as an extra resource for activities that are used in the educational setting.

2. To other researchers: This research has the potential to serve as a great resource for further research on the same subject in the future.
3. To readers in common: Through the use of this research, the readers will get new knowledge on mirroring, especially regarding the manner of how mirroring is performed and the purposes that mirroring serves in conversation.

