Business Learning

SOLUTIONS

NLP CORE SKILLS

1-day course on Neuro Linguistic Programming – Suitable as an introduction to NLP

Description of Course

This introductory course to NLP (Neuro Linguistic Programming) covers the fundamental principles and techniques used by NLP practitioners and helps the delegates to quickly understand what NLP is all about.

Neuro Linguistic Programming or NLP is a body of knowledge that deals with enhancing our mind. NLP looks at patterns of behaviour and helps people increase their self-awareness. Effectively, people can use NLP to reprogram their mind, change the patterns of their thoughts and emotional behaviours. NLP brings together three distinct areas of *neuroscience*, *linguistics* and *behavioural patterns*.

By the end of this course, participants will be able to:

- Use **NLP perspectives** to examine themselves and understand underlying **NLP principles**
- Modify their **internal representation** of **past events** and convert them to positive experiences
- Use a number of NLP skills to **reprogram themselves, increase their confidence**, **read others** and **memorise** better
- Set their **goals** systematically
- **Establish rapport** using NLP techniques and use **empathic communication** to get the most from their encounters
- **Persuade** others using **language patterns** & **NLP meta-programming**

Aimed at:

All people who wish to gain an insight into NLP and learn how it can effectively change behaviours to obtain desired results

Duration of course

1 day

Methodology

The NLP skills covered in this course have been carefully selected for common business and personal situations encountered by professionals. Personal and business examples are extensively used throughout the courses which set a useful context and help the delegates to better understand how NLP techniques work and what their effects are.

The comprehensive workbook designed for this course contains detailed NLP scripts which can be used during the course and also afterwards as a reference

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Course Outline

What is NLP?

- How can NLP help you?
- What is a representational system?
- How can you filter the data you receive from the world to get optimum results?
- What is meta-programming?
- How does the brain process information?
- What are NLP presuppositions?

What do you believe?

- What are perspectives?
- How to reprogram your mind to experience an event differently
- How to reframe your mind
- Positive versus negative mentality

What are NLP Techniques?

- How to exploit classical conditioning to your benefit
- How to increase the efficiency of your memorisation
- How to read eye movements
- How to set goals

How to Establish Rapport

- How to use fundamental NLP principles to establish rapport by using specific mind techniques
- How to be empathic
- How to increase your inter-personal communication skills

How to Persuade

- How to use correct mentality to convince others
- How to use language patterns to understand others' motivations and use effective keywords in convincing others of your cause

How to Increase your Confidence

- How to deal with your inner voice
- How to replace your mental criticism with a positive, confidence boosting attitude
- How to use NLP to increase the efficiency of your learning