

An Introduction to NLP Core Skills

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 the fundamentals of NLP.

Neuro Linguistic Programming or NLP is a body of knowledge that deals with enhancing our mind. NLP looks at patterns of behaviour, helps people increase their self-awareness and helps us to understand the connection between human behaviour, emotions, mind, body and actions.

Participants complete the course with an understanding of core NLP techniques and how to use them to improve their communication and actions.

Course Objectives

By the end of this course delegates will be able to:

- Understand underlying NLP principles
- Use NLP perspectives to examine themselves and raise their self awareness
- 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
- Establish rapport using NLP techniques and use empathic communication to get the most from their encounters

Duration of Course

1 day

Course Outline

What is NLP?

- How can NLP help you?
- What is a representational system?

The Presuppositions of NLP

- The map is not the territory
- People respond according to their map of the world
- There is no failure, only feedback
- The meaning of the communication is the response it elicits
- Individuals have all the resources they need to achieve their desired outcomes
- People are much more than their behaviour
- The mind and body are interlinked and affect each other
- Modelling successful performance leads to excellence

Establishing Rapport

- Feel at ease with your actions and what you are trying to achieve in life
- Use rapport in conversations and interactions with others
- Understand situations from the other person's perspective

Use of the Senses

- Actively use your senses: vision and sight, hearing and sound, feelings and touch, smell and aroma, and taste
- Recognize others primary representation systems through language and eye accessing cues
- Learn how to adapt your speech to help build rapport

Flexibility

- Being flexible in your approach to situations, creating new perspectives
- Understanding why you may interpret situations differently to others