



Course:

Neuro-Linguistic Programming (NLP)

The Art of the Possible

Course ID: BN160020

Duration: 4 days (2 days for level 1 and 2 days for level 2)

Instructor:

Course Description:

Living and excelling in the world of possibilities is the key to success in the 21st century. NLP is the pathway to reintroduce curiosity and enquiring mind, leading to a whole suite of choices and possible changes. This course offers you opportunities to increase your options in the way you manage yourself and your staff. NLP was developed by Richard Bandler, a computer scientist, and John Grinder, a professor in linguistics to assist people in achieving outstanding results consistently in all their endeavors. Participants are to be lead step-by-step to master how successful people think. Analysis is conducted of how these people see, what they hear, what feelings they have and how they behave. Tools and techniques are presented and application guided for anyone wanting to make changes in their lives. A set of operating principles is offered that create ‘the difference that make the difference.’

Level 1: Basic Principles (First 2 days)

How you will benefit:

- Learn what makes people tick.
- Interact with people more positively.
- Effective at managing conflicts
- Become a better team member who can motivate your team.
- Make presentations and meetings easier.
- Make appraisals work better.
- Reduce stress.
- Increase productivity.

What you will cover:

Neuro-Linguistic Programming

- Operating principles
- Well formed outcomes
- Tips

Understanding man as a brain-driven machine

- Beliefs
- Meanings
- Meta model
- Deletions
- Distortions
- Generalisations



- Tips

Positive Interaction

- Representational systems
- Predicates
- Eye accessing movements
- Visual
- Auditory
- Kinesthetic
- Internal dialogue
- Body language
- Perceptual positions
- Tips

Transition from Member to Team Member

- Connectedness/ purpose
- Identity
- Benefits/values
- Capabilities
- Behaviors
- Environment
- Anchors
- Tips

Motivation

- Move towards or away from
- Options-procedures
- Sameness-difference
- Internal-external
- Evidence
- Repetition
- General-detail
- Proactive-reactive
- People and places
- In or through time
- Timelines
- Warning

Level 2: Applications (Last 2 days)

Coaching

- Learning styles
- Language
- The Milton Model
- Tips



Presentations and Meetings

- State management
- Speak their language
- Mental rehearsal
- Tips

Appraisals

- Frames
- Outcome frame
- Ecology frame
- Evidence frame
- As-if frame
- Back track frame
- Reframing
- Metaphor
- Story telling
- Tips

Stress Reduction

- Sub modalities
- Satir's categories
- Detachment-a way to reduce stress
- Tips

Who Should Attend

- Business owners, all managers, staffs and person who is interested in Neuro-Linguistic Programming to improve business success and the ways of working.



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- **World Class Curriculum** - our course curriculums incorporate best-in-business thinking and practices and are designed for all organizational levels.
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