NLP (Neuro Linguistic Programming)

Introduction

NLP (Neuro Linguistic Programming) provides a whole host of techniques which can facilitate growth, change and development in any business. NLP can unleash human potential, helping employees to enjoy and excel in what they do. Picture a united high performance team supported by inspiring leadership, management and coaching. This course will help you people get there!

Course Objectives

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

- Explain where NLP came from?
- Define NLP
- List the key personalities in NLP
- Model excellent behaviour from others
- Utilise NLP to communicate more effectively
- Create positive relationships with the people around you
- List the Four Steps to Success
- Use positive language to influence and persuade
- Explain the filters that help to influence and motivate
- Detail our beliefs and behaviours to enable paradigm shifts in these two areas
- Program state and mood changes to help us deal with stress and difficult situations
- Plan successful outcomes and positive futures

Content
A sample of what is covered includes:

Module One – Background and Development of NLP

- What is NLP? Who started it, where, when and why?
- NLP Model of Communication and Personality – why everyone is different and unique
- 'Excellence Beliefs' upon which NLP is based
- Key personalities in NLP
- Anthony Robbins in action – video clip
- Attaining excellence by modelling it from others

Module Two – Communication and Rapport

- The three components of communication
- What is rapport and why do we want it?
- The VHF channels of communication and how to use them to tune in to others' wavelengths
- Eye movements and what they *really* mean
- Sensory acuity – unlocking the deeper secrets of body language
- The Four Steps to Success model

Module Three – Influencing with Language

- The power of language
- Listening to others 'filters' and what they mean
- Using filters to influence and motivate
- Meta Model – word power and how to use it to eliminate misunderstandings
- Metaphors and how to use them to create more influential and meaningful dialogues
- The 15 'power words' and how to use them persuasively

Module Four – Beliefs and Behaviour

- Beliefs drive behaviour – how to shift out of a Cycle of Self Sabotage and into a Cycle of Excellence simply by making different belief-related choices.
- How to dismantle negative, limiting beliefs and install positive, empowering ones using visualisation and 'walk through' techniques
- Behaviour change – using the WHOOSH technique to positively change an unwanted behaviour permanently (as seen in the Anthony Robbins video)
- State control – how to create and trigger 'anchors' to access inner resources such as confidence, feeling relaxed, in control, etc.

Module Five – Outcomes and Goals

- Values – discover what is really important to you in your career and in life
- The Unstoppable Combination – ensuring that goals are aligned to values and beliefs to ensure their achievement
- Defining what you really, really want using the Well Formed Outcome questionnaire
- Plotting goals using the Back to the Future technique
- CANI for achieving massive change incrementally and steadily

Module Six – Creating a Compelling Future

- The Walt Disney Creative Thinking Strategy
- Logical Levels technique for achieving empowering personal change
- Timelines for positioning goals, removing blocks, overcoming anxieties and accessing resources
- 'Visualisation' techniques using all the senses to trigger the Reticular Activating System in the brain and achieve goals easily and effortlessly
- Future pacing – the power of behaving "as if" to attract beneficial outcomes

Skills Practice

- Case studies of 'difficult people' situations and how they will be dealt with in the future