

NLP – An Introduction

Overview

Duration: One Day

This course will help develop the Neurolinguistic Programming (NLP) skills of attendees, helping attendees to understand the core principles of NLP and how to apply them.

Description

Neurolinguistic Programming (NLP) is described as the study of human excellence and demonstrates how to communicate effectively and influence others. It was developed in the 1970s by a group of psychologists who were studying successful people to analyse successful behaviour.

Since then, NLP has been developed further and examines thought processes, language patterns and human behaviour. NLP helps us to understand the connection between human behaviour, emotions, mind, body, and actions.

Basically, it helps us to improve the effectiveness and impact of our communication. This course will provide attendees with an understanding of the core NLP techniques and how to use them to improve their communication and actions.

Topics covered:

- What is NLP?
- Setting your goals
- The pre-suppositions of NLP, which include:
 - 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
 - If what you are doing is not working, do something different
 - You cannot not communicate
 - Individuals have all the resources they need to achieve their desired outcomes
 - Every behaviour has a positive intent
 - People are much more than their behaviour
 - The mind and body are interlinked and affect each other
 - Having choice is better than not having choice
 - Modelling successful performance leads to excellence

Rapport

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

Senses

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

Outcomes

- Understanding our beliefs and drivers
- Re-framing
- Creating your own 'Life Pizza' to understand your goals

Flexibility

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

Who Should Attend?

Anyone who wishes to develop their interpersonal skills using NLP techniques for both the work environment and in their personal life.