



PRACTICAL NEURO LINGUISTIC PROGRAMMING (NLP) (4 Days)

RATIONALE

Neuro Linguistic Programming (NLP) is the science of understanding how the mind works. Using this understanding one can manage oneself and others more effectively. NLP provides tools to build relationships and influence others.

Practical NLP is about applying the NLP concept in everyday life. While the basic course of NLP practitioners are typically at least six to twelve days long, Practical NLP has compressed it down to four days by focusing on the most practical aspects that can be very useful when needed. Practical NLP is useful for effectively managing self and others.

By attending this program participants will have a new and meaningful way of interpreting the events within and around them. They will then be able to act and respond to the events in the most ecological way (good for themselves and the environment around them).

OBJECTIVES

At the end of the program, participants will:

- Have attained fundamental knowledge on the principles of NLP and its applications.
- Be able to manage themselves more effectively.
- Be effective in managing relationships.
- Be able to easily influence others and manage conflicts effectively.
- Will be happier with themselves and with others

CONTENTS:

MODULE 1

NLP Fundamentals

- The Four Pillars of NLP
 - *Sensory Acuity, Rapport, Behavioural Flexibility, Outcome*
- Conscious and unconscious levels
 - *Functions of conscious and unconscious minds*
 - *Programming the unconscious mind*
- NLP Suppositions (Convenient Assumptions)
 - *Understanding the 14 NLP Suppositions*
- Language and Behaviours
 - *How words affect behaviours*
 - *Watch your words!*
- Hypnosis
 - *Induction*
 - *Power of suggestions*

MODULE 2

Managing Self

- Understanding self
 - *Self-profiling*
 - *Goal setting*
 - *Self-limiting beliefs*
- Understanding Emotions
 - *Six basic emotions*
 - *Causes of emotions*
 - *Consequences of emotion*
- Managing Emotions
 - *Awareness*
 - *Responsiveness*
 - *Anchoring*
- NLP Suppositions on Managing Self

MODULE 3

Managing Relationship

- Understanding Modalities and submodalities
 - *Visual, Audio, Kinesthetics*
 - *Construct and Recall*
- Building rapport
 - *Trust*
 - *Matching modalities*
- Communication
 - *Deletion, Distortion, Generalization*
 - *Gestures and tonality*
- Managing Others' Emotions
 - *Empathy*
 - *Support*
- NLP Suppositions on Managing Relationship

MODULE 4

Influencing Others

- Hypnotism
 - *Creating emotion, injecting suggestion, testing influence*
 - *Mesmerizing language*
- Changing Others' Behaviours
 - *Understanding and modifying attitude*
 - *Inducing behavioural change*
- Negotiation
 - *Understanding objectives*
 - *Language of negotiation*
 - *Flexibility*
- Conflicts
 - *Causes of conflicts*
 - *Resolving conflicts*
 - *Perceptual positioning*
- NLP Suppositions on influencing others

METHODOLOGY

Main approach: Understanding theories and practicing applications. There will be numerous exercises during the sessions.

PARTICIPANTS

This program is designed for supervisors, managers and executives who lead and manage teams as well as those who rely on influencing skills.