The NLP Business Practitioner Course
Accredited by the NCFE and the UK Academy of Therapeutic Arts and Sciences

Practical Tools and Techniques for Dramatically improving your performance

Key Benefits:

- Increased self awareness and awareness of others

- Develop flexibility of communication to present information in a way that is understood by everyone

- Manage Stress Effectively

About this course

A large proportion of our working life is spent in communicating with and attempting to influence other people.

On this course you will learn how to use Neuro-Linguistic Programming (NLP) to enhance and improve the skills you already have.

"*If you would like to understand more about yourself, change the direction of your life and career then this is the course for you. I know it sounds corny but it changed my life, took my career in a new direction, made me more successful and increased my happiness levels. I would recommend this course to anyone that wants the self belief that they can change anything they want to, have the ability to do anything in life and that they have a choice to or not.*"
Penny Edge – Page Training

"*I wish I had done this course thirty years ago!*"
Tony Hughes – South Cheshire College

The Six Day Course Covers:

NLP – an introduction
Definitions
History
Possibilities
Presuppositions

Outcomes
Effective goal setting for your self and others

Chunking
Discovering whether people need 'the big picture' or the detail
Using this to get your message across successfully

Representational Systems
The difference between perception and reality
How we think and represent the world around us
How to discover the way others think

Rapport
Building and maintaining rapport

Calibrating
Calibrating the Body Language of others

Perceptual positions
Understanding the world from another's point of view

Submodalities
The 'building blocks' of perception, beliefs and behaviour
Using and changing submodalities to attain your goal

Meta model
Understanding and removing the deletions, distortions and generalisations common to language
Challenging to obtain the 'deep structure' of language and ideas

Milton Model
Hypnotic language patterns
Metaphors and nested metaphors

Strategies
How people do what they do
How to elicit people's strategies

The Course is held over 6 months with time to practice in between the one day sessions.