

Introduction to NLP

Introduction

- * Do you find people interesting ?
- * Are you looking to assist people in some way by coaching or mentoring ?
- * Are you a trainer / coach / consultant / therapist / teacher ?
- * Are you looking at enhancing the quality of your life ?
- * Do you want to have more control over your life ?

If the answer to any of the above questions is “ Yes”, then please read on. NLP is a way of thinking and a set of skills that are easy to understand, these skills when used will give you more focus, greater self esteem, power to make good decisions, direction, self confidence, ability to create wealth, greater productivity, less procrastination and faster progress. In essence, NLP is the study of our thinking, behavior and language patterns to help us build sets of strategies for everything we do – for making decisions, building relationships, starting up a business, coaching a team of people, inspiring and motivating others, creating balance in our lives, negotiating our way through the day and, above all, learning how to learn. The good news is that we can learn how to refine our existing strategies as well as discovering new ones and even discarding those that are redundant.

What is the workshop about ?

So you are curious as to what NLP is all about? Good – because NLP thinking and processes are making a big impact on the way that we do business today and on the world of personal development. And we believe that there is no better place to start this learning than here on this 1 day foundation programme. You may find that in this 1 day workshop you get everything you want or you may find yourself hooked (as many do) and go on to qualify as an NLP Business or Master Practitioner. Whatever you decide we would certainly be pleased to support you at this stage of your journey.

What will you learn at the workshop

- * Learn skills to manage yourself and others
- * Learn how to achieve the goals that are important to you
- * Learn powerful ways of thinking and control over your thoughts
- * Learn powerful ways of communicating with yourself and others
- * Learn how to influence other people
- * Learn how to negotiate and manage change

Content

- * What is NLP and the beliefs of excellence
- * Patterns in Language
- * Logical Levels
- * Building Rapport
- * Anchoring
- * Modelling
- * Perceptual Positions
- * Filters
- * Manage your thinking process
- * Eye Accessing Cues
- * Clean Questions

Outcomes

- * Creatively manage change
- * Set compelling outcomes for yourself that will maximise the way you achieve the results you really want for your personal development and your business
- * Communicate in ways that enhance understanding and interest
- * Build quality relationships, based on trust and confidence through rapport
- * Motivate yourself and others by determining the values and criteria by which you and others make decisions
- * Recognise the impact of your own and others body language
- * Recognise and manage conflict in a way that promotes personal congruence
- * Be aware of your own and others use of both enabling and inhibiting patterns in language and challenge these patterns to increase learning and change
- * Have a greater understanding and respect for the different ways that people make sense of their experience leading to more choice and influence
- * Consider and adopt beliefs that support and create a learning culture

Who should attend this workshop ?

- * Anyone who wants to learn how to build and enhance relationships
- * Anyone who wants to develop the skills of self management that enable you to ‘keep your head’ when the world around you is reeling
- * Anyone who wants to learn how to recognise natural talents within yourself and in others and be able to draw on the skills that you need to achieve results that you want
- * Anyone who wants to find out what you really want and develop the rapport with yourself to achieve it
- * Anybody who wants to enhance your ability to inspire those around you with your sense of direction and your capacity to communicate in ways that are compelling
- * Anybody who wants to encourage accountability so that you and others take ownership of your experience and your contribution to business and to life
- * Anyone who wants to build the skills of mentoring so that those who are being mentored have the modelling skills to be able to get the most from their mentors