

NLP Practitioner Training

NLP is a set of tools used widely today in management, sales, marketing, human resources and personal development.

In this 19 day NLP Practitioner training programme you will find powerful ways to create goals, reach them faster and with greater pleasure, solve business or personal issues, maintain stability or accompany change.

The three and four-day modules, (19 days training in total,) lead to NLP Practitioner Certification. In Module 1, NLP Essential Skills, we cover:

Rapport and influence – Relationships are vital to real success in any field. We cover the use of language both verbal and non-verbal to extend your existing range of influence and deepen your connection with existing friends and colleagues.

Goals and outcomes – the outcome process gives a series of principles which work with the functioning of the brain to maximise the likelihood of a goal's success and which neutralise the most common mistakes. The process is scalable, from small decisions to major projects, and adaptable so that you can easily learn to do it informally.

Values and motivation – people are reluctant to act against their values and keen to contribute if their values are met. We give keys to a simple process that you can use to unlock people's enthusiasm. You can apply the ideas easily into a normal conversation, or make them part of a formal process. Either way, this works powerfully in goal planning, negotiations and relationship or team building.

Learning frame – participants come away learning more than they expect, and we make explicit the techniques and principles we use that take learning out of the realms of slow, drab effort and make it easy and pleasurable. You can then use these to promote your own personal or organisational learning.

Perceptual Positions – a powerful model you can apply to improve difficult working or other relationships, with individuals and in groups. It is also superbly effective when working in conflict resolution and negotiation, and it's great for improving presentations, too.

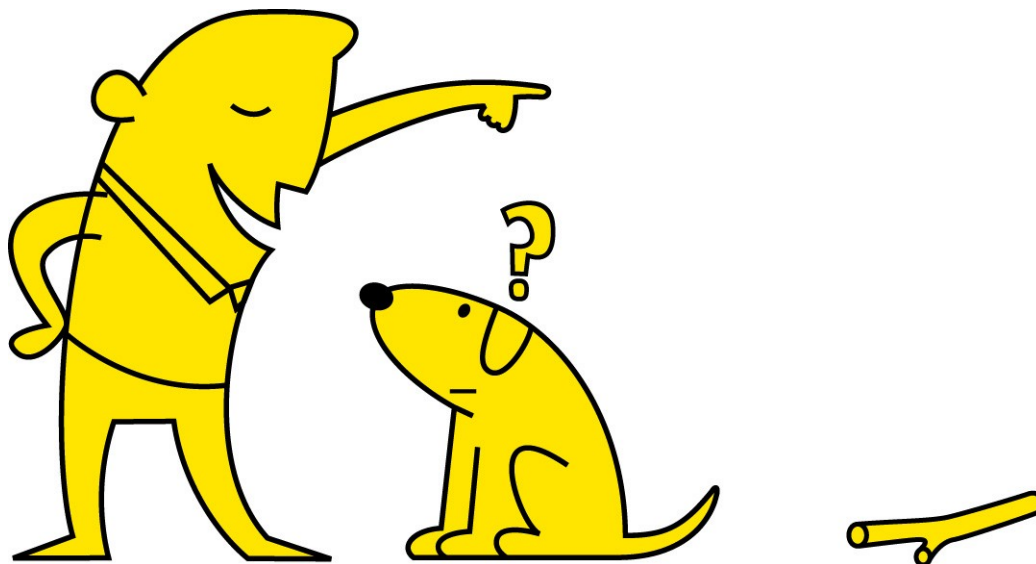
Core coaching competencies – coaching is a skill that is increasingly valued within the workplace. It avoids the hazards of authoritarian or micromanagement, and helps individuals flourish in their skills, satisfaction and productivity. You don't need to be a 'coach' to coach, the ideas and methods can be used equally by teachers, parents, architects and managers.

Attention training – exercises to develop focussed attention, which you can apply in all kinds of work and life situations. These exercises are also valuable as a means of relieving stress.

Summary:

NLP Essential skills is a perfect way to start exploring what NLP can bring to you.

It is an easy start, and small investment in time to pick up some of the most valuable mental tools available today.



Module 2

Specifically we cover:

Predicates – the language of the senses, an understanding of which can quickly add precision to communication and sparkle to presentations.

Submodalities – a powerful distinction in how your brain makes sense of pictures, sounds, feelings and smells. Submodalities are the key that opens a treasure chest of rapid, subtle effective techniques for change and communication.

Swish – a submodality driven technique that uses the brain's capacity to learn fast to help people change unwanted behaviours into desired qualities in a quick and lasting manner.

Mapping across – Take unique qualities and attributes from one area of your life and using submodalities transfer them to another area where they can have a great impact. You could map across from social life to work, sport to business, and many others. We have seen startling results in mapping across from illness to health.

Circle of excellence – One of the most potent performance preparation techniques we know. It is used to coach top athletes and politicians world-wide. Great to use for speeches, sports, interviews or any situation where you need to be your best and failure is not an option.

Somatic syntax – the language of the body is the oldest language we have. Somatic syntax is a skill builder which you can use to change your state, add force and subtlety to presentations and tune into the logic of unique gestures used by the people you need to influence.

Strategies – What would it be like if you had a way to analyse a skill, break it down into key components, and take it on yourself in a fraction of the time of normal learning? What would you want to learn? The strategy work of NLP allows you to do just that, and helps you teach those skills more effectively, too.

Eye accessing cues – if the eyes are the windows of the soul, their movements give clues as to the working of the brain. Eye accessing cues give valuable information about how a person thinks. Use in negotiation, therapy, sales, or just for fun.

New light through old windows – is a process that brings new learning from past events, supporting improved performance or the ability to let go of old stories and move to towards brighter possibilities.

Module 3

Once you have built a clear and solid foundation in NLP through Modules 1 and 2, Module 3 develops the core concepts and amplifies them with a whole spectrum of performance and life enhancing techniques that you can use every day. Below you will find more of the details of what you can explore and learn with us.

Specifically we cover:

States and anchors- your state determines much of how you think, the decisions you make and what you do. So it makes sense that tools to change your state and the state of others deliberately and precisely have immense value and practical application.

Timelines – and how you represent time can be used in a great many ways, from exploring and learning from the past, planning delicious futures or making irresistible presentations.

T-D search – uses anchoring as a way to find the origin of an issue, or a resource. A valuable tool in searching out and dealing with past problems, or recovering attitudes and energy from the past that can serve you today.

Change personal history – though it may not be possible to change the past, it is certainly possible to change perceptions of the past. Many people have memories of events that leave them feeling unresourceful and colour their choices in unhelpful ways. This technique is a great method resolving issues from the past.

Phobia cure – Phobias are examples of how fast we can learn. A single traumatic experience can leave a person terrified of that situation for life. Using the structure of experience the phobia cure can be used to unlearn that fear in just a few minutes.

Storyboarding – based on a study of Walt Disney, this technique uses states, anchoring and timelines as a powerful planning and coaching tool for individuals or groups. It is perfect for people with a strong inner critic, people who want to develop their imagination, and people whose plans never quite work out.

Archetypal energies – a simple clear model which you can apply in coaching, in presentations, and relationships to create balanced successes.

Module 4

These four days concentrate on language and language patterns. If you have ever been curious as to how language relates to and leads the internal experience of yourself and others, then you will have a ball at this module. These models are so practical and versatile that you will find them universally applicable, whether you work as a therapist, journalist, CEO or parent.

As trainers we take great pleasure in teaching this module. We wish we could just bottle the four days and sell them that way so more people could enjoy and benefit from them, but it is something you need to experience to appreciate.

Specifically we cover:

The Meta model – the original language model of NLP, the meta model shows how the structure of people's language relates to their experience, and gives a frame for intervening to directly open up new vistas of possibility in how they think. It is also wonderful as a model to communicate precisely and avoid time wasting ambiguities.

The Milton model –Based on the study of world renowned psychiatrist and hypnotist Milton Erickson, this is the inverse of the meta-model. It uses artfully vague language in which ambiguities abound. It allows people to create their own meaning, and can be used to lead people into different states.

Clean language – is the third language model of NLP. It is a series of questions that guide attention with a minimum of interference from the questioner, allowing extremely efficient exploration of thoughts, plans and problems. Practise of clean language really develops listening skills which are vital to all managers, parents, teachers, leaders and health professionals.

Metaphor - is a key that opens a treasure chest for great communicators. Once you have it, you will have access to a host of tools sparkling with the wonder of childhood, as precise as a surgeon's scalpel, and with which you will be able to amplify your message so it reaches the people you want to hear it. We explain the principles of how metaphor can be so powerful, with exercises to develop your application of it.

Information chunk size – often a major stumbling block in communication. People's preference for whether they like details or overviews can frustrate what could be a simple conversation. We cover how to recognise the issue and increase your flexibility so you can reach a wider range of people.

Trance and hypnosis – trance is a natural state that people drop into and out of everyday; while day dreaming, watching television, on public transport, at work, in times of extreme stress and with the aid of alcohol or other substances. Some trance states are healthier than others. Hypnosis is a method of developing trance states, and a way to utilise them beneficially.

Though this is a profoundly enjoyable part of the training, is also very useful as it gives the tools to recognise your own and other people's trances, so you can exit them into something more useful, or develop them into something transformative.

Stories/scripts and games people live by – scripts and stories are powerful ways of recognising and changing the repeating patterns people run during their lives, in whichever context they appear, relationships, work and money, or health.



Module 5

The final module of the NLP School Europe practitioner training is like the end of a journey. There are still techniques, concepts and tools to be learned, we include a day of formal assessment, and there is much to be integrated. Specifically we cover:

Frames – cover the scope of attention. Since our actions are determined by where we put our attention, skill with frames can resolve a great many issues.

6 Step reframing – a simple yet powerful technique that can be used to change unwanted habits and develop new ones.

Negotiation reframe – If you have ever felt caught between two choices, this technique allows a fast, deep reintegration of the parts that are struggling with each other.

SCORE model – this model gives a generative frame to move from the roots of an issue to the positive consequences of resolving it and beyond.

Belief change cycle – people are limited by their beliefs on what is possible, what they are capable of and what they deserve. Unstated beliefs can sabotage all kinds of situations. Yet beliefs change over time and this technique accelerates that process and moves people from the mire of unnecessary limits to a field of appealing possibilities.

Assessment -We will assess you on a number of different levels; your cognitive understanding of the techniques and concepts of NLP, your ability to apply NLP techniques with skill and elegance and the application of emotional intelligence and ethics.

At NLP School Europe we have high standards. We will only certify those people who meet those standards. Attendance at our training does not guarantee that we will certify you. You pay for the time resources of the training, not for the certificate. You earn the certification through the skill you develop in practice. If you do that, then by the time you come to Module 5 you will have enjoyed a range of positive experiences, breakthroughs and bright stories that will have more than repaid your investment.

If you have read this far you may have spent some time imagining how you can apply the content of the course in different parts of your life. Some parts of the course may appeal more instantly and powerfully than others. Imagination is not reality, and there is a lot more in the course that may delight you and serve you than we have time to summarise here. However much we write you will only really know and really benefit from the training if you find out for yourself.