



NLP: STRATEGIES FOR Recreating Excellence in the Workplace

Course Introduction:

Neuro Linguistic Programming (NLP) is the science, or art of creating and recreating human excellence in all areas of communication and influence. The processes examine the effective habits of highly motivated top performers in both business and social situation, enabling them to adapt their behaviors and skills to any given situation.

In the 1970s a group of psychologists set out to discover what made successful people successful? They investigated how different styles of language, the links between words and actions, and sequences of behavior, influenced people.

From these early investigations they created a new concept of understanding thought processes, behaviors and language patterns. They named this process Neuro Linguistic Programming or NLP. This concept has been developed over the past three decades to enable us to interpret human experiences, by understanding how people think, feel and react.

Within the business world NLP is now seen as a vital skill to improve the effectiveness and impact of communication, not only with clients, but with colleagues and friends alike.

By examining in detail how they achieve their outcomes it is possible to reproduce and hone best practice for the good of the individual, team and organization.

Course Objectives:

By the end of this highly interactive and innovative course participants will understand how:

- To study how people process information
- To examine a model for determining values and motivation
- To provide insights into thinking strategies and processes
- To understand non verbal communication
- To consider how to use enhanced communication skills
- To put yourself in others shoes in order to understand them more completely
- To recreate excellence again and again
- To create trust and rapport with friends and colleagues
- To create well formed outcomes and action plans

Who Should Attend?

This course is for Participants professional people who truly wish to grow in personal power, authenticity and integrity by:

- Communicating with others effectively
- Motivating themselves and others
- Thinking positively
- Creating actions that really make a difference

- Creating an emotionally healthy, productive workplace that ensures a an open and positive organizational culture
- Recreating excellence again and again
- Understanding motivational traits by observing behaviors, and communicating effectively with others

Course Outline:

Self Awareness

- Key concepts of NLP
- The relationships between NLP and Emotional Intelligence
- Connecting your feelings for greater self awareness
- Eliciting emotions
- Noticing your unconscious messages and following your intuitions
- Self talk and what it means
- Maslows Hierarchy of Needs
- Internal and external referencing

Self Regulation

- Self confidence and what it means
- Overcoming self limiting beliefs
- The concept of Time lining
- Phobias, fears and unpleasant situations
- Sub modalities, what they are and how to utilize them
- Changing unwanted behaviors and emotions
- Perceptual positions
- Well formed outcomes
- Building high performance states
- Anchoring

Motivation

- Logical levels of change
- The importance of values in motivation
- Eliciting values for yourself and your organization
- The secrets of motivation
- Setting goals that motivate
- Creating a positive future for your organization
- Testing your well formed outcomes
- Stepping into the future

Empathy

- Sharpening your senses to the signals others are sending you
- Communicating first impressions
- The secrets of body language
- How we communicate
- Filters to communication
- Understanding the science of lying
- How to build lasting rapport
- Climates of trust
- Modeling how others do things

Social Skills

- Language and thinking patterns
- The importance of eye movements in relation to language patterns
- Perceptual positions and final agreements
- Metaphors telling the same story in a different way
- Reframing a tool to persuade and inspire people
- Listening for clues and powerful persuasion tactics
- Matching and mismatching
- NLP in the workplace how to use the tools

Course Methodology:

A variety of methodologies will be used during the course that includes:

- (30%) Based on Case Studies
- (30%) Techniques
- (30%) Role Play
- (10%) Concepts
- Pre-test and Post-test
- Variety of Learning Methods
- Lectures
- Case Studies and Self Questionnaires
- Group Work
- Discussion
- Presentation

Course Fees:

To be advice as per course location. This rate includes participant's manual, Hands-Outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Course Certificate:

International Center for Training & Development (ICTD) will award an internationally recognized certificate(s) for each delegate on completion of training.

Course Timings:

Daily Course Timings:

08:00 - 08:20	Morning Coffee / Tea
08:20 - 10:00	First Session
10:00 - 10:20	Coffee / Tea / Snacks
10:20 - 12:20	Second Session
12:20 - 13:30	Lunch Break & Prayer Break
13:30 - 15:00	Last Session

