

Diploma in Neurolinguistic Programming (NLP)

Programme Objectives

This four-day programme has been designed specifically for individuals working in a corporate environment and is especially useful for those who manage or influence other people.

Our objectives are

- to supply some of the latest knowledge about how the mind works best, so that delegates can develop further their personal effectiveness and impact within their organisations
- to demonstrate the practical benefits of applying NLP (neurolinguistic programming) to working in business
- to provide a thorough education in the key principles, patterns and techniques of NLP to the standards required by the International NLP Trainers Association (INLPTA)
- to bring high standards of education and client care.

How Delegates Will Benefit

The programme addresses key aspects of personal performance that are critical in business today—effective self-management and leadership, successful team-working, powerful communications, and first-rate analysis and decision-making. Upon its completion delegates can expect to have gained

- fresh perspectives and new insights into how we create our experience
- a range of practical approaches for enhancing one's work, career and personal life
- a greater ability to break through personal blocks and perceived limitations
- more self-awareness and understanding
- skills for coaching and enabling colleagues to release their potential and uncover the personal resources they need
- a qualification issued by one of the most rigorous and ethical NLP organisations.

Delegates Will Acquire a New Set of Tools for

Effective Leadership

- increasing personal presence and charisma
- experiencing more “flow” at work
- boosting personal impact and influence within organisations
- breaking through personal limitations and increasing one's flexibility of response in any situation
- changing the content and meaning of difficult experiences so they can be turned into positive resources

- increasing job satisfaction by generating motivation
- making conditioning and automatic associations work in one's favour.

Successful Team-Working

- fine-tuning one's senses to be able to read other people better
- gaining a greater appreciation of other people's perspectives
- increasing skills of observation, rapport and influence
- improving relationships further

Higher Quality Analysis and Greater Creativity

- increasing chances of success by knowing how to design goals well
- discovering and applying one's personal time structure in planning
- addressing problem-solving from new angles

Powerful Communications

- using language which engages everyone
- restructuring communications so they are easily understood
- ensuring unconscious and conscious messages are consistent.

Diploma Syllabus

The programme follows a syllabus prescribed by INLPTA (www.inlpta.co.uk) and includes the following material. Reference will also be made to recent findings from psychology and neuroscience.

- The history of neurolinguistic programming
- The Three Legs of NLP
- The NLP Communications Model
- The presuppositions of NLP
- The Present to Desired State Model
- Rapport, pacing and leading
- Sensory acuity, calibration
- A feedback model
- Well-formedness conditions for Outcomes
- An introduction to Submodalities
- New Behaviour Generator pattern
- The power of positive language
- Chunking
- Presuppositions
- Representational systems
- Predicates
- State management
- Simple kinaesthetic Anchoring
- An introduction to Timelines.