

INTRODUCTION TO NLP WORKSHOP (2-Day Workshop)

Neuro-Linguistic Programming, (NLP), was created by Richard Bandler and John Grinder in 1975, who began developing models based on top communicators of the time. Their goal was to discover why certain people produced excellence, and then to create models to allow other people to carry out similar behaviours.

Inevitably from these models grew a host of techniques for rapidly and effectively changing thoughts, behaviours and beliefs that previously had limited a persons development. These techniques are what is commonly known as Neuro-Linguistic Programming, (NLP).

This two-day workshop introduces you to and trains you in the models and techniques of NLP, and their application in a number of Business situations.

Objectives

- ◆ To gain an overview and understanding of Neuro-Linguistic Programming and its background
- ◆ To learn and use some of the skills and techniques of NLP
- ◆ To improve your ability to quickly build rapport and increase your effectiveness when communicating with others, by using these NLP skills
- ◆ To provide an opportunity to practice and refine these skills during the workshop
- ◆ To identify and understand how you can use NLP in communication situations back in the work place

Learning Methods

This is an interactive workshop with frequent opportunities to practice the different NLP skills covered on the workshop.

The learning methods used are:

- Inputs to describe the models and skills covered
- Practice of the skills and techniques
- Demonstrations of some of the NLP skills and techniques
- Working on exercises in pairs, trios and groups
- Handouts and detailed notes

Who Should Attend

Managers who want to learn and practice how to use NLP models and techniques in carrying out their role, and how to use them in a range of business situations.

CONTENTS OF THE WORKSHOP

- Background to Neuro-Linguistic Programming
- Representational systems; the methods we use to process what we see, hear and feel
- Basic skills and techniques, and list of business uses to which they can be applied
- Accessing cues:
 - Ways of detecting which preferred way of thinking another person is using
 - First accessing cue-eye movements
- Second accessing cues – language systems
- Accessing cues exercise – eye movements
- Building rapport choosing your words to match an individual's preferred way of thinking in pictures, sounds or feelings – matching language systems
- Self-assessment questionnaire for identifying a person's preferred language system
- Non-verbal and verbal rapport skills:
 - Mirroring of body language and gestures, tone and speed of voice
 - Pacing and leading the other person's patterns of behaviour and voice quality
- Building rapport on the telephone
- Calibration – observing and listening to notice consistent pattern of behaviours to predict whether the other person is accepting your communication in a positive or negative way
- The NLP meta model – using the meta model to gain high quality information in communication with other people for gaining accuracy of information or identifying a person's intent or cause of action
- Skills of anchoring – skills of anchoring positive states to call up in difficult situations
- NLP business models – processes and steps which can be used in:
 - Sales situations
 - Negotiation situations
 - Coaching situations
 - Training situations

Number Of Delegates

Because of the interactive nature of this workshop, a maximum number of 10 people can attend the workshop.

Workshop Fees

The 2-day workshop is run in-company at a total cost of £1,200.

The cost of the venue and travelling expenses are not included in this fee, and the workshop can be run on the client's site.

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