

introduction to NLP

who should attend

Anybody who is curious about how to improve their professional and personal lives through understanding the relationship between mind and communication.
Anyone interested in the pursuit of excellence in any particular field.

topics we will cover

- Why NLP - Brief history - modelling excellence
- What is NLP - Presuppositions
- How does the brain work: perceptions and filters
- Sensory acuity - calibration
- Rapport
- Matching, pacing and leading
- Perceptual positions: second positioning
- Representational systems - predicates and eye accessing cues
- Well formed outcomes - the PACER model
- Stepping up and stepping down
- Possible applications of NLP - What will do you with it?

course style

Highly interactive. A combination of theory, discussion, roleplay and practical exercises will be used. Full course notes are provided.

duration

Two days (to begin with - there will be an option to continue towards achieving Practitioner's level).

investment

£495.00 + VAT (includes registration, refreshments, course materials and light buffet lunch).