



Affordable Training NLP Diploma

"Change is the law of life. And those who look only to the past or present are certain to miss the future" J F Kennedy

Five days of amazing discoveries and understandings, learning and applying some of the pioneering tools and techniques of **NLP**.

INTRODUCTION

History of **NLP**

NLP Modelling: The nature of the world, being human and subjective experience.

The Presuppositions of **NLP**

SKILLS FOR UNDERSTANDING PERSUASION AND INFLUENCE

Calibration: Understand body language and the secret of a person's unconscious non verbal responses.

Rapport:

- Gain the ability to get onto a person's wavelength quickly and easily
- Pace and lead and Match and Mirror so that people unconsciously identify with you
- Understand a person's psycho-geography and Boundaries.
- Use your voice tone, volume, pitch and timbre to build rapid rapport
- Gracefully disagree with others while maintaining rapport

Representational Systems: The 5 senses

- Discover how our senses affect each representation system
- Learn how to identify and match representations for a deeper understanding
- Discover how a person is thinking
- How all of this applies to Life Coaching

Sub-modalities: For rapid change

- Understand the finer distinctions of how people think
- Discover how a person's internally structures their beliefs and how to change them
- Learn how to quickly and easily change unwanted feelings and behaviours



Perceptual Positions:

- Learn the three ways to review a particular experience from different perspectives
- Discover how a person sees hears and feels about that situation
- Understand a person's beliefs, values and capabilities in that context

Behavioural Frames:

- Understand the 5 behavioural frames
- Discover how to identify the positive intension of a behaviour
- Learn how to create new possibilities

Anchoring: Run your own nervous system and get yourself and others into a more positive state.

- Learn how to use resource anchors to strengthen personal resources and access them whenever required
- Discover how to remove bad feelings from the past by collapsing anchors
- Use Break State to rapidly change a person's current frame of reference
- Create a "Circle of Excellence" & feel fantastic

Language Patterns: Use language to get to the heart of the matter and show the way to choice and transformation.

Cartesian Logic/quantum Logic: Questioning technique to test and understand the complexity, validity and content of a sentence.

Chunking: How to organise or break down an experience into larger or smaller pieces.

The Meta Model: The questioning techniques developed by John Grinder and Richard Bandler

- Learn the right question to get to the root of the problem
- Discover how to ask questions that get you the information needed with great speed and precision
- Gain the ability to challenge and overcome objections comfortably, identify a person's limitations, clarify meaning, and open up choice
- How to use the Meta Model for Life Coaching

Milton Model: The language of trance and persuasion (Milton Erickson M.D)

- Discover how to use the artfully vague language patterns
- Pace a person's experience
- Induce trance effortlessly
- Access unconscious resources
- Gain greater acceptance of your message
- Learn how to write great persuasive spin and speeches

Logical levels technique: For alignment of self

- Discover the 6 categories can be used to identify strengths and weaknesses



- Learn how to create change where problems exist
- How Logical Levels can be used for Life Coaching, Change Management, problem solving, solution checker, goal alignment

Accreditation

With our NLP Diploma course you receive a Mind Flexibility Diploma. This certificate counts as the first 5 days towards the fully accredited INLPTA NLP Practitioner certificate.

"A mind expanding course which can benefit anyone, I have learnt many new skills and have increased my understanding of people and communication ten fold" Natasha Greene

"Great Trainers with a mass of fantastic knowledge, they are good spirited and make learning easy and enjoyable, I can't wait to do the Practitioner" Martin Lovell

"I've just booked myself on the Practitioner! Mind Flexibility planted seed of NLP, and there's a forest growing in my head with all these learning's! Richard McClean

