

NLP Business Practitioner

Why Attend?

Neuro-Linguistic Programming is the study of excellence in human performance.

It is an extremely practical tool for creating success in business today. When you learn the secrets of NLP you will be able to easily apply them to enhance any area of your life. For example, you will raise your skills as a communicator to a highly advanced level, enabling you to achieve personal and professional results way beyond your previous expectations.



The principles of NLP are so powerful and yet so simple and easy to learn. They will work time and again to bring you unprecedented success.

This programme is specifically geared to business applications. The training draws upon a wide range of tools rather than adopting a fixed way of working. It is packed with practical advice on what works in a customer driven business.

The training is run in two parts:-

NLP Practitioner Part 1 - The Foundations of NLP – 7 days

Part 1 gives you a full introduction to the key NLP skills.

What Will You Learn?

You will learn how to:

- Easily gain rapport in one-to-one and group situations
- Avoid the misunderstandings that get in the way of business
- Gain advanced levels of awareness for deeper understanding
- 'Read' people in order to know best how to get your ideas across
- Use non-verbal communication to achieve your desired outcome
- Increase your flexibility in communicating one to one and in groups
- Negotiate successfully – even when parties have totally different agendas
- Use the secrets of influence in all areas of your life
- Handle 'difficult' people and situations successfully
- Motivate yourself and others
- Set your goals in a way that ensures you achieve them
- Create resourceful mental states to achieve success
- Cut through the waffle in business conversations
- Ask exactly the right questions to overcome obstacles in business

And much more.....

On successful completion of this part of the training you will receive an NLP Practitioner Certification Part 1

continued

Practitioner Part 2 – The Business of Excellence – 13 days

Part 2 will raise your expertise to yet another level.

What You Will Learn?

You will learn how to:

- Communicate with both the conscious and unconscious mind
- Use masterful language e.g. in negotiation, presenting and sales
- Notice and respond to the underlying structure of language
- Listen not just to what people say but also how in business conversations
- Programme yourself for success in any situation
- Discover in minutes exactly what motivates someone
- Know exactly how someone is convinced in specific business contexts
- Know the buttons to press – and even appeal to the cynics
- Overcome objections to your ideas in business
- Easily find out and respond to people's buying strategies
- Elicit people's decision making strategies in seconds to sell ideas
- Discover your behaviour strategies – and change them when appropriate
- Change limiting beliefs to achieve the results you desire
- Resolve internal conflict within yourself and others
- Increase your versatility in creating states of excellence at will
- Change unwanted behaviour in yourself and others
- Create the personal alignment and congruence required for success
- Use the power of metaphor in business communication
- Discover how people mentally represent their concept of time
- How to use people's representations of time to ensure they achieve goals

And much more.....

On successful completion of the training you will receive certification as a Practitioner of NLP recognised by the Association for NLP (ANLP).

How Will the Training Be Conducted?

The training is conducted in modules that can be from two days upwards.

You will have the opportunity to use your skills in between modules to consolidate your learning. The training style is extremely practical with a mixture of inputs, demonstrations and experiential exercises.

What If I Attend This Training?

Imagine being able to use these advanced skills every single day in all areas of your life. Just consider the benefits of being able to take charge of how you think and feel. What would it be like to hear people saying how you are able to speak their language? How about having total confidence in yourself and increased choices in your personal and professional life? The applications of this training are far too numerous to list – and the benefits to you are enormous.