

What is Neuro-Linguistic Programming (NLP)?

Neuro-Linguistic Programming (NLP) is different. It combines leading edge developments in communication psychology with practical, easily learned skills and techniques. It is fast becoming indispensable to anyone with a serious commitment to high quality training or group work, whatever their orientation.

NLP is about *how* you make sense of your world and *how* you make it what you want it to be. By understanding and influencing your own internal patterns, you influence your experience. The difference with NLP is that it gives you the *know how*.

NLP offers ways of recognising the specific skills by which you can excel at communicating, motivating, influencing, negotiating, goal setting and empowering yourself and others. This workshop can run from just two hours to a full day.

The Workshop

Key Topics

- Background to Neuro-Linguistic Programming
- Key elements and principles
- Your internal dialogue and its impact on behaviour
- Sensory acuity
- Building rapport
- Language patterns
- Reframing
- Well formed outcomes
- Practical exercises and applications

Who Should Attend

Anyone whose job involves communicating with others, is interested in exploring their own skills and techniques, and is curious about finding the most appropriate ways of working with other people.

Our Intention is to Help You to...

- identify your preferred thinking style
- identify how you influence yourself and maintain a positive frame of mind
- build and maintain rapport with colleagues and others
- explore the use of language in presentations, meetings, organisational changes

Outline Programme...

Neuro-Linguistic Programming

- what's in a name?

Preferred Thinking Styles

- how this often leads to misunderstanding

Reframing

- how to look on the bright side

Perceptual Positions

- seeing things from the other person's point of view

Building Rapport

- matching, pacing and leading

Language Patterns

- meaning what you say and saying what you mean

Applications in Work

- in meetings, during change, influencing and negotiating, setting objectives

Your Consultant

Linda Richardson MA MCIPD

Linda has an impressive track record as a specialist in personnel development, management and communication skills and has worked in the public, voluntary and industrial sectors throughout the UK. She has conceived and presented, for a wide range of prestige clients, customised training packages some of which are now available under licence. A qualified practitioner in Neuro-Linguistic Programming, she is highly regarded as an events facilitator for meetings, team building and strategy development. Linda also tutors students studying for membership of the Chartered Institute of Personnel and Development through Open Learning.

