

Syllabus

- 1 Introduction**
- 2 What is NLP?**
 - 2.1 NLP Origins
 - 2.2 NLP Modelling, NLP Training and NLP Application 6
 - 2.3 NLP Definitions
- 3 Five Principles To Achieve Success**
- 4 12 Presuppositions Of NLP**
- 5 Outcomes, Intentions and Consequences**
- 6 Sensory Acuity and Rapport**
- 7 Sensory Acuity - (V.I.B.E.S)**
- 8 Calibration**
- 9 Rapport**
 - 9.1 Matching, Mirroring, Responsiveness and Rapport the Easy Way
 - 9.2 How do you know when you have rapport?
 - 9.3 Influencing with Integrity
 - 9.4 Practising Rapport
- 10 Epistemology**
 - 10.1 The Black Box
 - 10.2 Epistemology: F1 Transforms
 - 10.3 Epistemology: First Access
 - 10.4 Epistemology: F2 Transforms and Linguistic Representation
- 11 Representational Systems**
 - 11.1 Representational Systems
 - 11.2 Sensory-Specific Phrases
 - 11.3 Representational Systems Preference Test
 - 11.4 Translations
 - 11.5 Translation Exercise
- 12 Primary and Lead Representational Systems**
 - 12.1 Characteristics of Primary Rep Systems
 - 12.2 Overlap
 - 12.3 Synthesia
- 13 Eye Accessing Cues**
- 14 Perceptual Positions**
 - 14.1 Triple Position
- 15 Internal Dialogue**
- 16 Involuntary Signals**
 - 16.1 Creating an Ally

- 17 NLP Frames**
 - 17.1 The Discovery Frame and Learning Experiences
 - 17.2 The "Agreement Frame"
- 18 Present State and Desired State**
- 19 Well-formed Outcomes**
- 20 Logical Levels in the Linguistic Map**
 - 20.1 Logical Levels and Logical Types
- 21 The Hierarchy of Ideas (Chunking)**
- 22 Submodalities**
 - 22.1 "Mapping Across" Submodalities
 - 22.2 Key Elements in Submodality Change
 - 22.3 Submodalities Belief Change Script
 - 22.4 Associated/Dissociated
- 23 Influencing Submodalities with Language**
- 24 Driver SubModality**
- 25 The Swish Pattern**
- 26 Language Patterns**
 - 26.1 Presuppositions
 - 26.2 Presupposition Examples
 - 26.3 What is presupposed in these sentences?
 - 26.4 Deep Structure and Surface Structure
- 27 Meta Model**
 - 27.1 Considerations For Using The Meta Model
 - 27.2 Meta Model Practice
- 28 The "Milton Model": Hypnotic Language Patterns**
 - 28.1 Distortions
 - 28.2 Generalisations
 - 28.3 Deletions
 - 28.4 Pacing
 - 28.5 Indirect Suggestions
 - 28.6 Intonation Patterns
- 29 Chain of Excellence**
- 30 Strategies**
 - 30.1 What we can do with strategies
 - 30.2 Types of strategies
 - 30.3 T.O.T.E. Model Of Strategies
 - 30.4 Strategy Elements
 - 30.5 Steps In Eliciting Strategies
 - 30.6 Key Points In Eliciting A Strategy
- 31 Anchoring**
- 32 The Circle Of Excellence**

- 33 Constructing a Metaphor**
- 34 Collapse Anchors**
- 35 Stacking and Chaining Anchors**
- 36 Utilising Strategies**
 - 36.1 Changing Strategies
 - 36.2 Design and Install a New Strategy from Scratch
 - 36.3 Motivation Strategies
 - 36.4 Buying Strategies
 - 36.5 Typical Problems in Decision Strategies
 - 36.6 Elements in the Convincer Strategy
 - 36.7 Spelling Strategies
 - 36.8 The Strategy” For Creativity
- 37 New Behaviour Generator**
- 38 New Behaviour Generator Refinements**
- 39 Six Step Reframe to N Step Reframe**
- 40 Parts Integration (Visual Squash)**
 - 40.1 Part Negotiation
 - 40.2 Timelines
 - 40.3 Eliciting the Timeline
 - 40.4 “Test-drive” the timeline
 - 40.5 Clearing Anxiety
- 41 Application of NLP in Business**
 - 41.1 Dealing With 'Difficult' People
 - 41.2 Meetings
 - 41.3 Negotiating
 - 41.4 Selling with NLP
- 42 Fast Phobia Cure Technique**
- 43 Goal-Setting**
- 44 Goal setting using Timelines**

Evaluations

- 1 Case studies and Assignments**
- 2 Pattern Demonstration with External Evaluator**
- 3 10 mins Presentation**
- 4 Coaching Exercises**