

Neuro Linguistic Programming

Overview

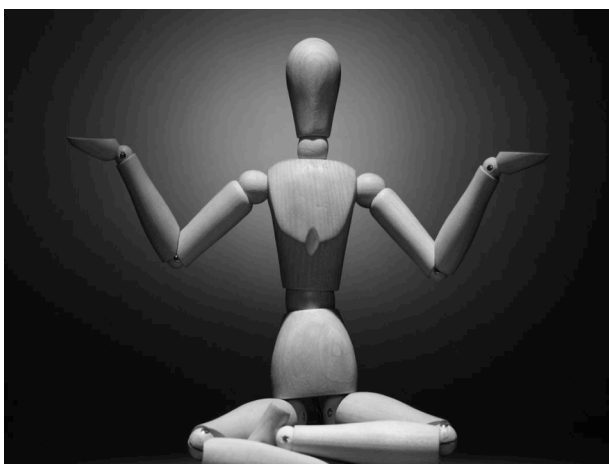
Neuro Linguistic Programming (NLP) is the study of perceptions and behaviors and emulation to become a more influential communicator and establish rapport with in seconds. This course will introduce you to finding patterns of non-verbal communication and how to mirror what you see, hear and sense. Through this modeling, connections are formed and relationships strengthened.

Objectives

- Become a more influential communicator
- Gain insight into yourself and others
- Create instant rapport
- Have better decision-making skills
- Achieve greater self-awareness
- Understand why communications work and why they fail
- Reach your potential and access the potential of others.

Who Should Attend

This course is for people who want effective communications and to motivate their team to enhanced levels of performance.



NLP Steps

- **Authentic Compliments:** People like to interact with others who make them feel intelligent.
- **Tailor Words:** To help others understand your point of view, tailor your words to match their system: Visual, Auditory or Kinesthetic.
- **Learning Style:** Reaching a person in their learning style will make them relate well to you and help create rapport.
- **Establish Rapport:** The most basic way to establish rapport is through matching and mirroring. Matching is replicating a person's physiology exactly. Mirroring is matching the mirror image of the person's physiology.
- **Non-Verbal Rapport:** Be conscious of your own body language and use it to your advantage; support the messages you give with your nonverbal cues.
- **Power in Body Language:** Watch others so you can match body language, not mimic, to create rapport.
- **Filters:** We all have different models of the world. We have different experiences, views, likes/dislikes and values. We filter our experiences differently.