

Develop Peak Performance with the Power of NLP (Neuro Linguistic Programming)

Empowering techniques that will enable you to achieve peak performance for you, your team and your organisation

An Introduction...

NLP offers a powerful and practical approach to personal and corporate change and allows you to develop personal and team strategies that will accelerate achievement.

Designed for...

People who have responsibility for managing others and who want to make positive change for themselves, their team and the business. It is also suitable for people who are leaders of change and who want to use cutting edge techniques to introduce performance improvement.

Objectives

After attending this 2-day course you will have the skills to...

- Use NLP to change your mental patterns and develop your full potential
- Use NLP to generate enthusiasm, high motivation and positive attitude within your team
- Establish rapport easily with those you interact to ensure fulfilling and productive relationships are developed
- Discover effective methods of ethically influencing and persuading others

Focus - NLP PRESUPPOSITIONS

As with all journeys, it is often useful to begin with some form of map to give you some idea of the territory you are about to step out into.

The NLP map has significant signposts, the NLP Presuppositions. These are a collection of commonly held beliefs expressed in conversations with people who were being modelled for their excellence in their own area. To achieve excellence, the presupposition is that these statements are 'true'.

MANAGING SELF

Self-management is a capacity to form an accurate model of one and to be able to use that model to operate effectively in life (accurate self awareness). It is your ability to know your emotions and to control them. It includes your ability to self motivate, to persist in the face of obstacles and to control impulses. This includes:

- 'Submodalities' – the ability to use your five senses to put meaning to your experiences
- Anchoring - an anchor is a stimulus, which triggers a response pattern. The anchor is the association between the stimulus and response. You can develop positive anchors to enable you to be in whatever resourceful state you need for a given situation, for example, a presentation
- Well-Formed Outcomes - Success in anything that you do is down to you alone. To know clearly, up front, what exactly you want for any given situation – and what it will look like when you've got it – is the start of having personal control over your destination in life.

PERCEPTUAL POSITIONS

Perceptual positions are a powerful way of receiving personal feedback, empathising and appraising a future situation from a number of perspectives. Perceptual positions allow you to...

- See the situation through the eyes of the other party to build empathy
- Look at how the outcome can be improved
- View the interaction in a three dimensional way
- Allow you to become sensitive to what needs to be changed or improved. This can include your performance, the other party's reaction and behaviour

LOGICAL LEVELS

The Logical Levels is a six-stage model that enables you to look at alignment or congruency. The model can be used at individual, team, department and organisational levels. This is an essential model when going through change and developing new strategies.

The six levels are...

- Mission/Purpose
- Identity
- Beliefs/values
- Capabilities
- Behaviour
- Environment

BUILDING AND MAINTAINING RAPPORT

Rapport is an essential component in developing success for you and your business. Strong rapport leads to trusting relationships and within the competitive business environment this is essential.

You can build rapport in many ways including...

- Non-Verbal Communication
- Voice - by matching breathing, tone and pitch
- Language - by matching the other person's verbal processes and style
- Beliefs and values where deeper rapport takes place

SENSORY ACUITY

Sensory Acuity is having the ability to notice minute changes in another person's outward signs – 'micro' body language changes - as a result of a change in their inner thoughts. This can be achieved by noticing changes using your...

- VISUAL, AUDITORY AND FEELINGS senses to calibrate others' behaviour therefore reducing the likelihood of 'mind reading' and making assumptions

SENSORY STRATEGIES

We communicate through our senses and filters. Most commonly we do this in one of three ways – either visually, auditory or feelings and emotions. We use all three forms when communicating, however we tend to have a preferred form called our 'primary form'. This is reflected in the way we speak, think and use our body language.

By recognising others' primary form, you can use this, in conjunction with your own to build rapport, influence and persuade.