

NLP Course Outline

Every individual's perceptions and experiences of the world are unique and they communicate their ideas through their language and behaviours. To better understand other people, it is essential to be aware of how *they* communicate so that you can adapt your own style to suit.

Benefits of NLP

- Improved leadership and commandment of 'self'
- More effective leadership of other people
- Having greater influence and negotiative powers
- More successful and fruitful personal relationships
- Conflict resolution
- Happier, more loyal and motivated teams
- Greater productivity and task prioritisation

The 'standard' modules

There are 5 modules in our course. The first 2 are standard. Should you wish to include any of the additional modules in your course, you can.

Module 1 and 2: Behaviour and Language

- Learn the importance of taking responsibility for your communication and outcomes.
- Learn key rapport building skills to engage others more effectively.
- Tailor your language to match others' preferred styles, be them visual, auditory or kinaesthetic.
- Learn how individuals' beliefs directly impact their behaviours.
- Understand why some people prefer detail and others 'bigger picture' information.
- Appreciate why some people are more easily motivated than others and what to do about it.
- Build trusting and loyal relationships with others.

Additional modules

Module 3: Conflict resolution

- Learn practical techniques to diffuse situations of conflict or disagreement.
- Learn the causes of conflict including mind-reading and assumptions.
- Know how to deal with 'victims' or 'martyrs' in your personal and professional relationships.
- Deal with problems to create win-win solutions.

Module 4: Leadership

- Learn the importance of leading yourself before you can lead others.
- Improve your ability to motivate others by understanding how to tap into their *natural* motivators.
- Boost team productivity and fulfillment by enabling team members to take ownership of their own outcomes.
- Create a leadership style that is congruent with your values.

Module 5: Cross cultural communication

- Traditional NLP does not incorporate the impact that cultural differences and cultural backgrounds have on communication. Our course *does* explore this.
- For example, one core principle of NLP is that you have complete control of your own outcomes - but what about fate? Many people believe that 'fate' is very much a real factor to contend with.
- Similarly, in some cultures taking personal responsibility for your own outcomes might jar with your belief that it is the *group* that takes responsibility.
- In this module, we adapt NLP practice to suit important cross-cultural dimensions and is ideal for people who work with people, or in environments, that are culturally different from their own.

Course fees

Format		2 modules (Standard)	Standard + any 1 addt'l module	Standard + any 2 addt'l modules	Standard + all 3 addt'l modules
Training length		6 hours	3 hours	3 hours	3 hours
Group 2+ people. Max. 8 people.		\$298 pp	\$475 pp	\$635 pp	\$795 pp
1-1 1 client only		\$545	\$725	\$885	\$1,045

- pp = per person
- Each module takes up to 3 hours to complete.
- Modules 1&2 take place on consecutive evenings.
- Prices quoted apply if modules are booked at same time.
- Additional modules booked at a future date incur a premium: \$240pp group / \$300pp for 1-1 - per module.
- Courses take place on weekday evenings. For 9 - 5pm bookings a premium applies.
- Half and full days can be booked - a program will be tailored to suit your requirements.

Earlybird rates: Book your course at least 2 weeks before the course is due to start to benefit from a 10% discount.

E.g.

Course date: Tuesday 14 and Wednesday 15 July 2009. Earlybird rate available until Tuesday 30 June.

Book your course

Upcoming group session dates are posted on our website.

Email us to book your course: courses@clearhorizoncoaching.com