

Applying Neuro Linguistic Programming in the Workplace

1 Day ANL

OVERVIEW

This one-day course focuses on the practical application of NLP techniques in the workplace. It builds on the material covered in the Introduction to NLP course and introduces participants to new models and techniques.

By employing NLP at work participants will be able to introduce imaginative ways of working through problems to creative solutions.

DESIGNED FOR

The course is intended for any supervisor or manager who has a basic understanding of NLP and wants to learn more about the tools and techniques and their application in the workplace.

LEARNING OUTCOMES

By the end of this course participants will be able to:

- Use four NLP techniques to enhance performance in the workplace.
- Apply specific questions to assess a person's motivation and criteria for success.
- Detect limiting beliefs and barriers to progress and find out how easy it is to overcome these objections.
- Learn a problem solving model to help gain commitment to solutions.
- Demonstrate how well they can use their new skills.

TOPICS COVERED

Change your Language Patterns for Enhanced Performance

- Enhance your ability to lead others
- Create clarity of thought in yourself and others
- Discover hidden beliefs in others that promote or hinder personal development
- Practise a logical approach to questioning for greater personal effectiveness

Gauge Motivation Through the Art of Specific Questioning

- Learn new ways to question and listen
- Uncover unconscious motivators in yourself and others
- Put the right people in the right role
- Discover a new way to build rapport

Remove Barriers to Progress

- Overcome objections and blocks to improvements
- Keep conversations positive
- Discover how to make interventions that undermine negativity

Problem Solving Made Easy

- Use the idea of time lines to track problems in the office
- Use a problem solving model in a number of situations
- Build the four techniques into one powerful model

Action Planning

- Create an action plan to take back to work



EXTRA NOTES

Further Development:
Influencing & Persuading Skills with an Introduction to Negotiating (IPN)
Negotiation Skills Workshop for Managers (NGW1)

*An equivalent course is available in Arabic, French and Portuguese.
Please call us for details.*