

NLP Techniques for Managing People

How to facilitate meetings and events that people enjoy, and that get great results.

WHO SHOULD ATTEND

Anyone in a managerial or leadership role who would like to increase their own impact, influence and presence and support others to also maximise their fullest potential.

SUMMARY

75% of the Fortune 500 top companies have made NLP (Neuro Linguistic Programming) a compulsory part of their training and development programmes.

NLP thinking and processes are making a big impact on the way that we do business in the world today and in relation to personal development. In this one day workshop, we will explore the principles of NLP, and have the opportunity to discover their application and influence when getting the best out of people and managing others.

The workshop is interactive, experiential and flexible to allow you to achieve the goals that are important to you personally. You can expect to learn new skills and take away a proven set of tools and techniques to help you to have increased impact with all aspects of thinking, communication, influence and change.

WHAT YOU'LL LEARN

- The background and basics of NLP
- How we perceive the world and why that affects our results
- Ways to communicate that enhance understanding and interest
- Develop quality relationships, based on trust and confidence through building rapport
- Recognise the impact and importance of your own and others body language
- Increase awareness of enabling and inhibiting patterns in language and challenge these patterns to increase learning and change
- Develop a greater understanding and respect for the different ways that people make sense of their experience leading to more choice and influence
- How to understand situations from different points of view and be able to take effective, balanced decisions to gain the co-operation and commitment of everyone involved
- How to adapt to different thinking and learning styles, and experience different perspectives
- Ways to motivate yourself and others by determining the values and criteria by which you and others make decisions
- Ways to set compelling goals and outcomes to maximise the way you achieve the results you really want for your personal development and your business