



neuro linguistic programming NLP
the study of human excellence



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“Communication and influencing with integrity”

Is effective communication a fundamental process in your business?

Is the building of long-lasting, meaningful and congruent relationships with your clients, customers and team important to you?

Would you like to influence with integrity?

Neuro Linguistic Programming (NLP) has many definitions. For us it is simply the modelling and achieving of excellence.

By ‘modelling’ the success patterns of those who excel in any area of life - business, health, emotional intelligence, communication or relationships for example - pioneers in the field of NLP have identified the key factors that can help you become more effective, successful and fulfilled.

In particular, NLP shows you how to become a more effective communicator with your work colleagues and your friends. Establish rapport - one of the keys to effective communication.

Mission’s NLP workshops will help you understand how your mind works and how to run your mind more effectively - thereby giving you more control over how you feel and how to deal with stressful situations.

Knowing what you want in any area of your life and becoming clear about your goals is a fundamental life-skill shared by all effective people. NLP offers you these skills in a simple but highly effective form. Through NLP you will be able to choose how you feel rather than being the victim of events. This often results in individuals becoming more successful in key areas of their life, by modelling their own and others’ success strategies and discovering how to duplicate them more often.

Who should attend?

- Relationship Managers
- Client Facing/Sales Teams
- Sales Managers

Duration:

One or two day programme

Delegates:

Minimum of 12 and up to 25

Objectives:

- Increase your knowledge of NLP and its effective application in the work environment
- Practice NLP techniques applicable to your working environment

Topics/Content:

- What is NLP?
- A state of mind!
- The presuppositions and pillars of NLP
- Building rapport - matching, eye accessing cues and predicates
- The power of language - Milton and Meta Model
- Chunking - the art of questioning
- Logical Levels

Outcomes:

- An increased self awareness
- Building and maintaining effective relationships
- Asking effective questions
- An increased understanding of the ability to influence with congruence and integrity
- An increased understanding of spoken language and its importance in our interactions

Investment:

Investment either per delegate or total investment for the course

“*NLP may be the most powerful vehicle for change in existence.*”

Modern Psychology

“*NLP could be the most important synthesis of knowledge about human communication to emerge since the sixties.*”

Science Digest

mission

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