

Introduction

Effective communication is key to the success of organisations. However, it is often the one issue that is identified as being at the heart of problems – even more so now, with the ever increasing misuse of email.

In communicating information, opinion and ideas, expediency tends to take precedent over the establishment of effective business relationships.

By applying NLP business communication skills at a one to one level, a sound foundation of mutual understanding and tolerance is developed which can pave the way for more rapid forms of communication and will avoid typical misunderstandings.

Who will the course benefit

Everyone who is looking for the difference that makes the difference in their communications. This can include communicating with your peers, your team members, your manager, and your customers and, as importantly, with yourself and your thoughts and emotions.

Course Objectives

- Learn how and why you see the world as you do
- Establish rapport in order to communicate effectively
- Identify through observation aspects of individual's preferred method of thinking
- Determine key differences in thinking patterns and their effects
- Effectively manage your emotions
- Be able to influence others in your professional and personal life
- Set Positive business and personal goals
- Transfer new skills to future situations

Content Summary

- The background and underlying principles of NLP
- How to set achievable goals
- How to influence more effectively
- How to build rapport with anyone
- The VHF Channels of Communication and how to tune into someone else's wavelength
- How to gain greater understanding of someone else's position, for example in negotiation, sales or in relationships generally
- How to read the external signs of internal thinking patterns
- How to feel how you want to feel at any time
- Stepping into the shoes of others to better understand their realities
- Action plan for continued development

Style

The training is relaxed and informal and very practical - it gives you the opportunity to actually experience and use NLP

How to book

Call the office on **023 9225 5232**

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