

Advancing your Communications in Business

Two Day Essential NLP

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

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

- Set themselves empowering outcomes
- Establish rapport in order to communicate effectively
- Use language that motivates and maintains rapport
- Identify through observation aspects of individual's preferred method of thinking
- Determine key differences in thinking patterns and their effects
- connect with the realities of others
- Apply a system of personal development that enables the replication of skills
- Effectively manage their emotions
- Turn limiting beliefs into empowering ones
- Transfer new skills to future situations

Course Content

Communicating with yourself

- The steps of a well formed outcome
- NLP Operating principles – new, empowering ways of thinking
- Sub-modalities – how we think about what we think and its impact
- Representation systems – are we mainly visual, auditory or feeling?
- Modelling skills from another person
- A simple belief change process
- Resource anchoring – choosing how we feel
- A process to generate new behaviours

Communication with others

- The communication model – how to communicate for results
- Enabling others to achieve well formed outcomes
- Using body language and words to establish instant rapport
- How to read the external signs of internal thinking patterns
- 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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