

NLP Practitioner

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NLP Practitioner courses

Neuro-Linguistic Programming (NLP) is a method of modelling thought processes to install excellence and choice. If you know someone who does something exceptionally well, you can choose to learn how to do a specific task, but with NLP, you learn how that person thinks and can apply that strategy to any task you undertake.

People often believe that they have little control over stress, discomfort or pain when, in reality, they can change the nature of their experiences to make them more manageable or even more pleasurable. NLP therapy models provide immediate interventions to install new positive coping strategies or more appropriate behaviours.

Our NLP Practitioner courses are accredited by Richard Bandler, the creator of NLP and include the Society of NLP certification – a qualification recognised internationally. We teach by installing accelerated learning systems and all subjects are taught through practice.

NLP Practitioners use these techniques in all aspects of their work – from therapeutic and medical interventions to business management and sales. Master Practitioner and Business Practitioner courses provide additional modelling and enhanced installation techniques.

For most clients, NLP techniques will have an immediate (and long-lasting) effect and can be installed in a matter of seconds. For medical staff, it is this speed of installation that is important as many things may demand attention concurrently and the ability to shift a patient into a more resourceful state improves the quality of medical interventions.

Major technology groups have recently demonstrated how effective NLP-based communications could be utilised to prevent redundancies from unduly affecting morale. The methods chosen, combined with highly-effective NLP-based communication systems meant that even though companies had to reduce costs through international redundancies (and other measures), the remaining staff remained motivated and many submitted further cost cutting ideas to help the business survive.

As a relatively new technology, NLP has been introduced to many businesses to help influence the outcome of contract negotiations, management decisions, and customer relationships. NLP practitioners do this by defining the required outcome and determining what has to change in order to obtain it. By modelling thought processes NLP practitioners can model excellence or change limiting belief structures through the introduction of new or expanded cognitive processes.

In sales negotiations, meeting the customer in their 'model' will often yield better results, faster. Staff will gain knowledge, through accelerated learning techniques, how to shift people from a negative state to a positive state, easing problem resolution and enhancing interpersonal relationships. Contracts can be negotiated to favour the NLP-literate party by understanding how to determine when suggestions have been accepted and installed in the other party.

Equally important is identifying when other people are using these skills against you and what state they are aiming to elicit. NLP practitioners should be using these techniques elegantly and without conscious effort and this level of proficiency can only be obtained through using skills taught through usage, rather than just reading about the subject.

The Power2Change NLP Practitioner courses will introduce you to NLP and its associated technologies. The business practitioner, master practitioner and business master practitioner courses extend that knowledge and enhance your unconscious processes to provide you with immediately usable and enhanced communication skills.

NLP provides the framework to introduce positivism into every aspect of your life and this is why we consider the improvements that NLP provides to be so valuable for both therapy and the corporate world.

Whether you choose to use it in therapy, face-to-face meetings or large presentations, NLP enhances the message and is considered to be a technology in its own right now.

More information on Power2Change's NLP courses is available by contacting Mike Hawkes (mike@nlp-hypnosis.org) or David Taylor (david@nlp-hypnosis.org) via our websites www.power2change.com or www.nlp-hypnosis.org

Case studies

Therapeutic interventions

NLP-Hypnosis utilises NLP and hypnosis to install coping strategies or new behaviour patterns. As client data is considered confidential, the distribution of case studies is considered inappropriate. NLP-Hypnosis works with members of the public to assist with (inter-alia):

- Life coaching
- Resolving habits or addictions
- Removal of phobias
- Pain management
- Childbirth
- Reduction of trauma (and relief from PTSD)
- Chronic illness
- Relief from depression
- Stress management
- Irrational fears
- Cancer/HIV support
- Conflict resolution

Business: International Financial Services Provider

The company provides personal financial services to members of the public throughout Europe and the Southern Americas. The company was attempting to produce a new computer system that introduced new business rules and better working methods.

The system had been developed for some five years, was running two years late and internal communications had broken down such that managers refused to discuss issues and an active blame culture had developed. Sub-contractors had been employed to assist with the project but with poor project definition, this relationship had deteriorated to the point that both parties were communicating via solicitors. Morale was extremely low with high absenteeism and all teams involved had a belief that the development was a failure that would be cancelled prior to its completion, writing off some £40M of investment.

We were invited to analyse the programme and prioritised tasks that would allow the system to be completed. We set realistic objectives for the board and suggested that a pilot system could be delivered within 4-6 months if downward trends could be reversed.

Following the completion of our programme analysis, the board invited us to manage the entire programme and to introduce changes that would deliver a pilot system to the business within 6 months. The work undertaken included:

- Re-establishing communication channels between managers;
- Defining the deliverables for a pilot system and agreeing the scope of work that could be completed within the available time;
- Further project planning for post-pilot and international system roll-out (logistics, infrastructure, internationalisation etc);
- The production of detailed project plans and getting all managers to agree to production and delivery schedules for both UK and international divisions;
- The introduction of formal team briefs and intranet-based team communication systems;
- Re-structuring management teams to provide a more effective working environment with streamlined procedures;
- Motivating staff and changing belief structures such that management and all teams (business, development, field operations, infrastructure, logistics, finance etc) were committed to delivering a pilot within the available time and budget;
- Changing the team ethos from merely passing problems up to management to suggesting solutions (shifting the belief from 'here is a problem, what would you like us to do?' to 'we have this problem and I think we should do this ...');
- Modifying training systems to utilise accelerated learning techniques and introduce problem resolution methods;

- The introduction of a two-way reporting system between management and the board such that issues could be resolved as soon as they occurred;
- Improving supplier relationships and renegotiating sub-contractor contracts such that all parties were able to resume activities without resorting to further legal action;
- The negotiation of international system hosting contracts and the definition of international data centre and infrastructure managed services;
- The introduction of automated regression and performance testing systems to reduce costs associated with bringing in international field staff for system testing;
- Identification, modelling and installation of best working practices to improve performance (working out what works well, learning the cognitive processes required and installing these processes in other team members); and,
- Using covert NLP patterns to install positive thinking and stress reducing methods throughout the team.

Covert and overt NLP techniques were used throughout the time spent with the client. Covert techniques were utilised as the team consists of over 120 people based in disparate locations and it would take too long to introduce concepts and gain acceptance to utilise these techniques on a 'one-to-one' basis. Initially we sought permission from the board to utilise covert techniques and, following a few demonstrations, were advised to 'do what was necessary to save the project'.

Having delivered the system on time and to budget, we were retained as consultants on a part-time basis to ensure that the company continued to improve. This work is still ongoing.

Business: Corporate training

This client is a financial clearinghouse, providing credit rating and clearing activities for high-street retailers. The client asked for technical training in specific technologies.

Conventional training methods were suggesting that 2-3 weeks would be required for staff to gain the understanding required to utilise the technologies effectively. Having reviewed the suggested material, we modified the training to use NLP techniques and developed a new training system that would install the information subconsciously prior to providing conscious access routes to it. Effectively this reduced the required training time to 2 days.

We presented the course and installed over 6 complete technologies in the first day. At the beginning of the second day, we asked the delegates to produce working systems from first principles and all, without exception, were able to do this without further assistance.

This demonstrated how effectively NLP Training techniques could be utilised in teaching any subject in a faster and more effective manner. By training the subconscious mind first, then providing the conscious links to the installed information, people learn faster and retain information better than conventional 'death by PowerPoint' approaches.

Courses

Licensed Practitioner of Neuro-Linguistic Programming

This course is a full NLP practitioner training course that includes a Society of NLP license to practice. This is a seven day course and includes the following modules:

- Basic presuppositions of NLP
- Rapport
- Verbal and non-verbal communications
- Calibration and representational systems
- Language and language patterns
- Modelling with the Meta and Milton Models
- Trance and trance utilisation
- Content and context reframing
- Strategy detection, elicitation, utilisation and installation
- Accelerated learning techniques

Licensed Master Practitioner of NLP

This course also includes a Society of NLP license to practise and expands on the material covered in the Licensed Practitioner course. As the Society of NLP publishes a syllabus that any training institution must adhere to, any Society of NLP Licensed Practitioner may attend this ten day course. Subjects covered include:

- Review and further explanation of NLP
- Advanced rapport
- The influence of language
- Advanced submodality elicitation
- Further modelling techniques
- Model installations
- Group work
- Group hypnosis and trance-work
- Further NLP utilisation techniques and procedures

Clinical, Scientific and Forensic Hypnosis

NLP-Hypnosis offers several clinical and scientific hypnosis courses ranging from self-hypnosis techniques for the general public to more formal training and examination to Diploma level. All courses are independently assessed and are highly regarded.

Hypnosis courses can be arranged for specific purposes and include some of the NLP principles and accelerated learning processes. Course durations and costs vary depending on the subject required and the number of attendees.

NLP-Hypnosis workshops

Whether it's to keep up to date with latest techniques or to learn new procedures, NLP-Hypnosis provides an after-training support service for course attendees. This support service includes access to private sections of our website where there are discussion areas, support documentation and access to numerous licensed trainers and other practitioners. We also provide regular workshops and practice groups.