

Course Outline

“think
learn?
succeed”

“smart training for clever people”

Communication Excellence with NLP

2 Days

Discover how NLP (Neuro-Linguistic Programming) can transform your communication! Learn to act upon the principles employed by star communicators, lay the foundations of strong communication, short-circuit power games, reprogram responses to people who push your buttons, detect nonverbal clues which reveal someone's unspoken message, make an unpalatable message easy to digest by catering to a listener's preferences, and smoothly navigate your way through conflicts. Master practical techniques you can apply immediately to enrich your personal and professional communication.

What you'll learn to do in this course

You'll come out of this session with powerful tools for becoming an effective communicator. We'll bring theory to life and tell you how to succeed. A range of practical tips will be presented to you. You'll talk through examples and enjoy practical exercises. At the end of the course, you should be able to:

- Use an NLP model of communication to increase your influence
- Code a message to pass through perceptual filters
- Calibrate someone's state, using eye accessing cues and language patterns
- Build rapport by matching verbal and nonverbal communication patterns
- Respond resourcefully to five key communication styles
- Use the Perceptual Positions model to understand others' positions
- Use “yes and” and conflict maps to handle disagreements

Topics you'll cover

- Making yourself a model communicator
- Following clues to internal representations
- Building rapport
- Pushing response buttons
- Seeing the situation from another perspective
- Speaking the language of influence

What others have said about the course...

‘Good hands on training with excellent interaction and learning opportunities’

Lutan. Thales Australia 2015

‘Helpful for planning, reflecting, diagnosing and building on practical skills’

Joey. Smart Design Studio 2015

‘Informative, well researched, lots of opportunity to practice knowledge acquired’

Emilia. NICTA 2015

‘Extremely valuable for our staff. You have a very engaging and thoughtful personality which makes it easy to contribute’

Luke. SE Timber 2015



Book your training NOW

Call Eleanor Shakiba on 0433 126 841

Download course information at www.thinklearnsucceed.com.au