

Duration 2 days

Course Description

Imagine being able to successfully cope with ambiguity and an ever-changing business environment. Imagine enjoying and coping with the stress that complexity brings. Imagine having the flexibility to lead your teams through a variety of challenges, motivating and coaching them to success.

You may have heard of NLP and the personal power it gives you and be wondering how it works in your business life. This program will show you how to do just that and explains it in a way that makes it easy to grasp and instantly applicable.

Workshop Benefits

- Understand how different people think and why that's important
- Increase your observation skills and learn to people read for better rapport and communication
- Enhance your communication skills
- Understand what motivates people
- Set clear, achievable and well-formed outcomes and goals
- How to build working relationships quickly
- The keys to Persuasion and Influence
- Understand and use personal values that really motivate
- Preparing for the most difficult meetings to turn them into success

Subject Areas

- What is NLP?
- NLP Communication model
- Rapport - What indicates rapport?
- Language patterns and reframing
- Content reframing, context reframing
- Moving from procrastination to motivation
- Learning states
- Influencing with integrity