

NLP Practitioner



Neuro-Linguistic Programming is a branch of performance psychology that has been well proven in fields as diverse as personal therapy, sport, entertainment and business in the 35 years since it was first introduced by Dr Richard Bandler and Dr John Grinder.

Aspects of NLP are now incorporated into MBA courses, advertising design, customer contact centre scripts, corporate training, e-learning and even the design of working environments and business processes.

NLP has also driven the development of coaching and mentoring theory and practice which has contributed so much to advances in business performance management.

Completion of our 7 day NLP Practitioner program will lead to full certification by the prestigious Society of NLP and is tailored to the needs of a business audience, providing an ideal opportunity to explore the applications of NLP in a closed group of your own staff and colleagues.

Course Contents

- Senses – the foundation of our experience and behaviour
- State – managing the way that we approach the world
- Outcomes – setting a clear direction
- Rapport – the bedrock of excellent communication
- Meta Model – questions that reveal deep meaning and true intentions
- Milton Model – communicating with influence and integrity
- Applying NLP within your own unique business environment and needs

Target Audience

- Managers who want to improve their performance and productivity across a broad spectrum of skills
- Managers who want to introduce coaching skills into their management style

The Pitch Doctor

The Pitch Doctor - Paul Boross - and his team of professional trainers have one mission: to help you win business.

How? By coaching you in the art and science of pitching. By showing you how to present yourself, your company and your product to optimal effect. By equipping you with a toolkit of psychology, NLP, performance, communication and storytelling techniques that not only deliver commercial results, but build relationships and keep clients coming back for more.

In short, by giving you the skills to win and the confidence to dare to.