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Business and Personal Development

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CERTIFIED NLP PRACTITIONER

INTRODUCING NLP AND ITS HISTORY

1. **Definitions of NLP**
2. **History of NLP**
3. **Uses of NLP**

HEIGHTENING SENSORY ACUITY; LEARNING TO CALIBRATE PART 1

4. **Calibration**
    a. V.A.K.O.G
    b. Language*

HOW TO BETTER RELATE WITH YOUR ENVIRONMENT

5. **Rapport**
    a. Matching
    b. Mirroring
    c. Cross-pacing6
    d. Pacing-leading
    e. Verbal + non-verbal utilisation

MAKING SOME SENCE ON HOW WE PROCESS INFORMATION

6. **Epistemology**
    a. F1
    b. First Access
    c. F2
    d. Linguistic Representations

STANDING IN SOMEONE ELSE'S SHOES 1

7. **Perceptual positions (multiple)**
    a. 1st position
    b. 2nd position
    c. 3rd position
    d. Additional meta-positions

HAVING CHOICE IN HOW YOU FEEL

8. **States**
    a. State elicitation
    b. Keeping another person's attention

CLARIFY YOUR OUTCOMES

9. **Outcome creation**
    a. Success principles
    b. Well formed outcomes

HAVE FLEXIBILITY TO CHOOSE THE WAY YOU SEE THE WORLD

10. **Representational System**
    a. Internal processing
    b. VAKOG
    c. Crossing representations
    d. Synaesthesia
    e. Increasing choice in representational systems
    f. Overlap
    g. Systems, Lead, preferred, primary or dominant

11. **Sub-modalities**
    a. VAK
    b. Map Across
    c. Driver Sub-modality
    d. Mapping
    e. Belief Change
    f. Swish

LANGUAGE PATTERNS TO POWER COMMUNICATION 1

12. *** Sensory specific language**
    a. Verbal predicates
    b. Translations in VAK

CHANGES IN PERCEPTION AND LANGUAGE

13. **Logical levels and Logical Types**
    a. Linguistic Map
    b. Iconic Partitions
    c. Hierarchy of chunking

HEIGHTENING SENSORY ACUITY; LEARNING TO CALIBRATE PART

14. ***Sensory acuity**
    a. Differences between interpretation, observation and calibration (interpretation, evaluation, description)
    b. Calibration of sound shifts
    c. Calibration of state shifts
    d. Calibration of visual/Kinaesthetic cues

EYE ACCESSINGA CUES

15. **Eye accessing Cues**
    a. Pacing and leading EAC in others and oneself
    b. Link EAC to rep systems & predicates
    c. Ecology and response to others EAC according to subject.

BASIC HYPNOSIS

16. Basic Hypnosis

a. Involuntary signal systems
b. N – Step Reframing

17. Circle of Excellence

a. Elicit and maintain a resourceful state

LANGUAGE PATTERNS TO POWER COMMUNICATION 2

18. Language Patterns

a. Meta-model
b. Universal process of Modelling
    i. *Generalisation*
    ii. *Distortion*
    iii. *Deep Structure/Surface Structure*
c. Linguistic presuppositions
d. Milton model
e. Metaphor competency
    i. *Isomorphic/homo-morphic mappings*
    ii. *Naturalistic metaphors*
    iii. *Through anchoring*
    iv. *Living metaphors*
f. Verbal package
g. Creating an intention /consequence
h. Framing
i. Questions of
    i. *Nouns - which/what x specifically*
    ii. *Verbs - x , how specifically*

STRATEGIES 1

19. Strategies

a. TOTE
b. Utilisation of Strategies
c. "Spelling" strategy

ANCHORING

20. Anchoring (VAK + spatial)

a. Re-imprinting
b. Time-line
    i. Visual timeline
    ii. Journey on timeline
    iii. Releasing position
    iv. Time line and the unconscious choice
    v. Beliefs in timeline (limiting choice)
c. Anxiety reframe
d. Utilisation
e. Collapsing anchors
f. Chaining Anchors

21. Chain of excellence

OTHER PATTERNS

22. Other Patterns

a. New behaviour generator
b. Alignment technique
c. Fat Phobia
d. Sanctuary
e. Incursion (state transference)
f. Fast allergy Relief Procedure

NEGOTIATING WITH OURSELVES AND OTHERS

23. Parts Interventions

a. Recognition in metaphors
b. Negotiation
c. Integration (visual squash)
d. Building a Team

THE NEW-GENERATION GENERATORS OF CHANGE

24. New Code

a. Alphabet game
b. Rhythm of Life
c. Peripheral vision drills
d. Self application of new code