

Effective Communication with NLP

Intensive ½ day in-house course

Excellent communication need not be the privilege of the few

Overview of course content

In this hands-on workshop you will develop practical strategies, to use both personally and professionally. You will also understand:

First principles - the key principles of NLP

Our past - understanding the effect of our beliefs and past experiences

Building rapport - the facts about body language

Our senses - making use of all our senses

The brain - demonstrating what happens in our brain to influence understanding

The mind - how the unconscious mind works

Language - understanding how we communicate through language patterns

Communication - highlighting the use of different levels/styles used in communication

Persuasion - how to influence and persuade others positively

A brief history...

Neuro Linguistic Programming (NLP) involves the study of human excellence, demonstrating how to communicate well and influence others. It incorporates tools and techniques to make messages more effective and persuasive. NLP is sometimes regarded with suspicion by those who see its usage as a way to manipulate others. Used properly, that should not be a concern, as it should focus on applying principles of rapport building and ways to improve communication.

Key benefits

Become more persuasive and deliver memorable messages

Increase your confidence when communicating

Communicate clearly and concisely

Understand and work better with other people



Duration and format

Intensive half day in-house course that can be tailored to a specific communication challenge.

Who is this course for?

Anyone whose success depends partly on the strength of their face-to-face communication.

It will benefit people in any organisation, but particularly those in sales, marketing, customer service and teams working together on projects.

// NLP is not voodoo and it is not rocket science - it is beliefs, skills and behaviours that help us to communicate more effectively... //

Effective Communication with NLP

Additional course detail

What's it all about?

Communication is one of the most important and impressive skills in business life. Good communication skills can be the difference between achieving your potential and not.

This programme incorporates tools and ideas used in Neuro-Linguistic Programming (NLP), and explores ways of communicating that make a real difference; it will show you how to be an outstanding communicator.

Why Effective Communication?

If you need to communicate successfully and influence others, then this is the programme for you.

- **Be more persuasive** - learn the essential skills to influence and inspire.
- **Be remembered** - deliver memorable messages.
- **Improve confidence** - with the skills to communicate effectively, your self esteem and self worth will be elevated to new levels.
- **Work better with others** - develop the flair to interact well with others.
- **Use your mind to its full potential** - use both sides of your brain to achieve maximum output.
- **Enhance your quality of life** - make better choices and discover new directions.
- **Know yourself and others better** - having a greater understanding of yourself and those around you will make you a better listener.
- **Motivate yourself and others** - enhance yours' and others' performance.
- **Become more creative** - solve problems and make better decisions.
- **Become a better communicator** - communicate with integrity and clarity.

How do we do it?



Communication

- Learn all about human interaction and how to communicate well.
- Discover how to make messages clearer, more effective and persuasive.
- Answer questions like: What does communication help to do? How do beliefs and values effect communication?

Introduction

- Understand how different methods of communication affect your work.
- Recognise good and bad communication.

The brain

- How to use the left and right side of your brain to achieve its full potential.
- Change the way you think by re-wiring your brain, breaking habits and thinking more positively.
- Learn how the unconscious mind affects our thinking.

Language

- What words to use to encourage better communication, how to use body language to build rapport.

Action planning

- Develop an action plan to take your new skills forward.

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Additional course detail

Continue and refresh your learning even after the course...

...all attendees on this course receive FREE access to the exclusive post course learning area of the Illumine website. This area includes:

Guide to learning - Hints, tips, tests and further reading to help you to use the time you spend learning as effectively as possible..

Related Courses

Think on Your Feet®	Complements this course as it builds the skill of responding when put on the spot by unexpected questions
Professional Presentations	The course for anyone who wants to improve formal presentation skills

About Illumine

Illumine Training provides management and personal skills development, focused on developing *better brains for better business*.

The range of courses and workshops is split into five business critical areas and are delivered through:

Public Workshops - 1 and 2 day workshops

In-house Courses - Specifically for teams or groups from within an organisation, tailoring as necessary.

FIT Sessions - In-house bite-size (90 minute) learning sessions designed by Illumine to maximise learning in the minimum time possible.

Other Options - Facilitation, Coaching, Away-days and Speakers.

How can I take this programme?

In-house courses - suitable for organisations that want to develop teams or groups of individuals from across the organisation. Programmes can be geared towards your organisation or industry sector with relevant activities, examples and case studies.

Discuss your needs with an account manager on **01753 866633** or email inhouse@illumine.co.uk.

Public verbal communication workshops (London)...

Effective Communication with NLP is an in-house course (for groups and teams). Unfortunately it's not available as a public workshop. We do have an alternative for you to consider:

Think On Your Feet® - This course is the core communication competence - the platform on which to build speaking, presenting, writing, persuading and negotiating skills. Find out more at www.illumine.co.uk/toyf

Continuous Development

CPD recognition is awarded on both public workshops and in-house courses, being dependent on the number of hours spent learning. On request Illumine will provide a certificate of attendance for you to use as evidence and attach to your record card.