

Advanced NLP Communication Skills Diploma

Inspiring others to achieve great things.

Workbook



Contents

- 4. **Introduction**
 - What is NLP?
 - The four Stages of Competence
 - Identify Your Preferred Thinking Pattern
- 15. **Language**
 - Language is Much More than just Words
 - Meanings
 - Past, Present and Future Verb Tenses
 - Past, Present and Future
- 23. **Presuppositions**
 - Presuppositions
 - Communicating on the Same Level
- 35. **Rapport Skills**
- 39. **The Milton Model**
 - The Milton Model and other Hypnotic Language Patterns
- 53. **Sleight of Mouth**
- 59. **Communication**
 - Effective Communication Skills
- 66. **Body Language**
 - Body Language of Great Presenters
 - Satir Categories
- 72. **Workbook Notes**

Welcome



Quotes

Welcome and congratulations on your commitment to massively improve the quality of your personal and professional life. You are about to join many others on a fantastic journey of success and fulfilment.



Definition

One of the surest and quickest ways to improve your professional and communicational skills is to increase your knowledge and skill in the use of language and language patterns. Whether you want to increase your language ability to improve your daily relationships, increase your success with interventions, be more persuasive and influential in your occupation or just increase your everyday effectiveness; you can and will have to do it through the use of language.



Activity

It doesn't matter what you want to accomplish or avoid today; it is likely that you will use language in mastering it. So, no matter what you want to achieve or avoid, learning and making the language patterns outlined today available, both at a conscious and an unconscious level, will help you immensely. In fact, you may begin to make extensive changes through the use of only language patterns.



Checklist

One side effect you will notice is that you will automatically begin to hear and change the language that has been limiting you and begin to use language to create new possibilities in all areas of your life. Language patterns are one of the most pervasively useful areas of communication, because anytime you are speaking the words you are saying, and how you say them, makes a tremendous difference. You will find that as you consciously incorporate the language patterns in this workshop into your daily life you will be able to make changes in all areas of your life.

But before you start I personally would ask only that you move at the speed that you want, there is a lot to take in, so don't think too hard about the important bits, as, it all will make sense by the end.

Here are a few tips for getting the most from this workbook:

1. Resist jumping several pages ahead during the seminar. If your mind is thinking about the future it's not in the present!
2. Take a note of every thought that you have, even if it doesn't make sense. Some of the most successful businesses are started or developed with a thought.
3. Before you leave for the day have a better understanding about how you can move your business and personal life forward by at least 10%.
4. Write down any useful tips and how you can apply them in reality to your business.
5. Be specific with detail. The subconscious mind only works towards the specifics you give it.

So when you're ready! I know you're as anxious as I am to get started. Relax, clear your mind of any preconceived ideas and look forward to applying the skills you are going to learn.



INTRODUCTION

What is NLP?



Neuro Linguistic Programming (NLP) is a process of modelling the conscious and unconscious patterns that are unique to each of us in such a way that we are continuously moving towards a higher potential.

Neuro

By increasing our awareness of the patterns in our thinking, we can learn how these thought patterns influence the results we are getting in work and in life. The key to finding personal and business success comes primarily from within ourselves and learning about how we think enables us to tap into our inner resources.

Linguistic

Our language is our life. What we can say is what we can think and what we can do. Learning to understand and master the structure of our language is essential in a world where we trade increasingly through our ability to communicate.

Programming

We run our lives by strategies, in a similar way that a computer uses a program to achieve a specific result. By understanding the strategies by which we run our lives we give ourselves choice - choice to do more of the same or choice to enhance our potential and our individual excellence.

In essence, NLP is the study of our thinking, behaviour and language patterns so that we can build sets of strategies that work for us in making decisions, building relationships, starting up a business, coaching a team of people, inspiring and motivating others, creating balance in our lives, negotiating our way through the day and, above all, learning how to learn.

We have strategies for everything we do. The good news is that we can learn how to refine existing strategies as well as learning new ones and even discard those that are redundant. The bad news is that for the most part the critical pieces of these strategies are outside of our conscious awareness. We typically do not consciously know what we do and especially how we do it.

This is where NLP comes in. With NLP we can unpack not only the conscious elements but especially the unconscious ones so that we can learn how we do what we do. This allows us to do what we really want and achieve what we deserve.

How does NLP work?

NLP pays very little attention to what people say they do, as that usually bears very little or no resemblance to what they actually do. You might think that by asking top achievers how they succeed you would get precise answers. You would be wrong! The key to success is often unknown at the conscious level. The previously unknown pieces are sometimes referred to as the magic of NLP. However it is not magic, merely an awareness of what really makes the difference that is so often missing in more traditional models and techniques. Using the tools of NLP you can elicit these unknown pieces so that you can "code" talent. There will be things you do that you do not (yet) understand.

Do you know, for example:

- What you do that is different in those relationships where you have exquisite rapport, where you know what the other person is going to say before they say it?
- How you control your feelings in some situations when in others you lose control?



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