

Who is it for: sales people and account manager's leaders, managers and coaches, human resources professionals, anyone wanting to improve the way they interact with others at work.

Course Content:

- The background and underlying principles of NLP – 'the mindset for success'
- How to motivate yourself and others
- How to set achievable goals
- How to influence more effectively
- How to build rapport with anyone
- How to gain greater understanding of someone else's position, for example in negotiation, sales or in relationships generally
- How to feel how you want to feel at any time
- How to motivate yourself and others
- How to set achievable goals
- How to influence more effectively
- How to build rapport with anyone
- NLP sales & negotiating techniques

How to build:

- Excellent Communication & Rapport Skills
- *Discover what people are REALLY saying and understand the real meaning behind their words*
- Listening and Questioning Skills
- *Tune in to how people are talking to you*
- Forward-Moving Thinking
- *Remove the barriers that hold you back and boost your confidence*
- The Tools to Reach Your Full Potential
- *Change your thoughts about what is possible and make yourself think more productively about success*
- A Focused Approach to Life
- *Clear the clutter and turn challenges into success*

- Excellent Rapport & Confidence Building Skills
- *What makes people tick (including you)? Become more persuasive.*
- *You can learn how to say 'no' and get the other person to say 'yes'!*

Course Objectives

The objectives of the NLP Business Course are:

- To give you a stand-alone set of tools to apply to a coaching practice or life in general
- To give you extra insights into the hidden meanings behind what people say
- To enable you to facilitate change in a conversational way so that you can apply coaching skills to every situation even with resistant clients - ideal for coaching teenagers or anyone who has been 'sent' for coaching
- To give you a greater understanding about how people's minds affect their results