

# Better Communication with NLP

Hands-on course of 2 days - 14h

Ref.: PNL - Price 2024: CHF1 550 (excl. taxes)

## EDUCATIONAL OBJECTIVES

At the end of the training, the trainee will be able to:

Understand the assumptions of the NLP model

Set specific goals

Sync up with the other person's mode of communication

Become aware of your limiting beliefs

Master listening techniques

## THE PROGRAMME

last updated: 06/2022

### 1) About NLP

- NLP is a model, not a theory.
- Incorporate the presuppositions of NLP that are essential to communication.
- Impact of the three poles of human functioning.
- How our "world map" is established.

*Group discussion* : Discussion on the positive effects of integrating NLP presuppositions into one's practice.

### 2) Setting powerful and concrete goals

- Effectively setting goals.
- Training in NLP goal setting.
- Checking that the goal is properly worded.

*Exercise* : Set a realistic goal.

### 3) Understanding others better

- Determining the benefits of putting yourself in the other person's shoes.
- Technique to identify different issues in the relationship.

*Exercise* : Practice the technique of perception positions.

### 4) Creating a good rapport immediately by syncing up

- The impact of timing in the relationship.
- Different forms of synchronization used in NLP.
- Synchronizing naturally.

*Exercise* : Practice instantly syncing up with the other person using simulations.

### 5) Listening with genuine interest

- Learning to discover rather than project.
- Pitfalls of "banal" listening.
- Characteristics of good listening.

*Hands-on work* : Listen without interrupting, ask questions, avoid projection, rephrase from simulations.

### 6) Identifying and reframing limiting beliefs

- Personal beliefs and their impact on behavior.

## TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

## ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

## TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

## TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

## ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at [psh-accueil@ORSYS.fr](mailto:psh-accueil@ORSYS.fr) to review your request and its feasibility.

- Identifying harmful beliefs, changing them.

*Exercise : Practice the technique of belief change.*

#### 7) How to put yourself in a positive state

- Develop a positive state to mobilize your potential.
- How to have resources available when needed.
- Make a limiting experience go away.

*Exercise : Practice resource anchoring. Practice the collapsing anchors technique.*

## DATES

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### REMOTE CLASS

2025 : 06 Feb, 22 May, 01 Sep,  
11 Dec