XCELERATE TRAINING INSTITUTE

your learning & development partner

HUMAN RESOURCES MANAGEMENT (HRM)

NLP Training Course

DURATION	LANGUAGE	FORMAT
5 days	**English**	**Classroom / Online**

Upcoming dates

Dates	Venue	Format	Fee
3 – 7 May 2027	Live online	Online (live)	**€1,200**
14 – 18 Jun 2027	Madrid	Classroom	**€5,500**
8 – 12 Nov 2027	Live online	Online (live)	**€1,200**

Register or ask a question

Online: x8ti.com/course/nlp-training-course/

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NLP Training Course

Introduction

Introduction

Neuro-linguistic programming (NLP) is a psychological approach created in the 1970's by Richard Bandler and John Grinder.

It focuses on analyzing strategies used by successful individuals and applying them to reach a personal goal. In other words, it is a practical approach to human behavior for modelling excellence. Its primary focus is on how to operate your own mind and body to create what you want in life.

Practitioners have used NLP at work to improve productivity or progress in their jobs. Not only this but the discoveries made from the methodology of NLP have been used in business, education, and health, as well as therapy.

It has also been applied as a therapy for many psychological disorders, phobias, depression, anxiety disorders and post-traumatic disorder. It is often said that NLP has made the greatest contribution to the behavioral sciences in the last 30 years.

This course on Neuro-Linguistic Programming by Xcelerate Training Institute will help you uncover and work with the processes that precede behavior. You will learn to streamline your thoughts and action. And you will learn a set of skills that can be the foundation for all the goals in your life.

Learning Objectives

- Know how to program your brain
- Practice how to re-program your brain
- Copy other role models for success
- Boost your social skills
- Improve your communication skills
- Tap into your most powerful mental states
- Gain greater emotional control
- Remove negative experiences
- Develop unshakable confidence

Training Methodology

We at Xcelerate Training Institute employ highly interactive presentation with practical exercises and discussion methods to help you understand patterns and behavior of self and others as well. It will be complemented by the inclusion of several management games, paper-pencil exercises, activities, role plays, videos, and robust practice sessions.

Benefits for Your Organization

- Learn interventions and technique that you can make use of in your practice to help your team members
- Understand the nature, mindset, and behavioral process of the people around you
- Discover how the team members create a world of their own
- Learn how to create change in the moment
- Generate patterns of communication that transform
- Use hypnotic language patterns to increase your power
- Achieve success while working with your clients, stakeholders and team members
- Learn how to design strategies for better results and achieving goals
- Use the power of working with the memories of a person to change their personal history

Benefits for You

- Build instant rapport with everyone
- Adopt self-empowering beliefs
- Build confidence and stay motivated
- Release emotions that are negative and limit your decision-making
- Achieve your set goals
- Live a meaningful and powerful life
- Use win-win methods to negotiate and mediate conflict
- Use language patterns to influence, intrigue and move others
- Leadership skills that lead to more business
- Techniques for positivity and lasting change

Target Audience

Anyone who has done the basics course of NLP

Course Outline

Introduction to NLP, Rapport, and Representational Systems

- History of NLP
- Definition of NLP
- Principles of Success and Physiology of Excellence
- Understand NLP Communication Model and how our Mind Filters Events
- Understanding our Unconscious Mind
- The Presuppositions of NLP

Rapport and Representational Systems

- Building Rapport with Mirroring and Matching
- Observing Other People
- Representational Systems Preference Test and Predicates
- List of Predicate Phrases and its Exercise
- Eye Pattern Chart and Questions

- Conditions and Keys to Achievable Outcomes

Anchoring

- Anchoring Techniques
- Anchoring Elicitation Script
- Collapse Anchors, Chaining Anchors, and Scripts
- Change Personal History and Scripts

NLP Language Patterns

- NLP Language Overview
- The Meta and Milton Model
- Language Presuppositions, Quiz, and Presupposition Sentences
- Metaphors for Change

Sensory Acuity and Sub-modalities

- Sub-modalities, mapping and checklists
- Triggers in NLP
- Understand Swish Patterns
- How to change Belief Scripts?
- Fast Phobia Model

Strategies

- Meta Model for change
- What is a Strategy, its components, and sequence?
- TOTE Model of Strategies
- Conditions of NLP Strategies
- Strategy Elicitation, Installing or Changing Strategies
- Strategy Utilization
- Types of strategies
- Buying and Love Strategies
- Motivation Strategies
- Problems in Strategies
- Learning Strategies
- Spelling Strategies

Re-framing

- Re-framing – Perception is Projection
- Six-Step Re-frame and Scripts

Time Line Therapy

- NLP Model of Timeline Therapy
- How to release your Anxiety?
- Discovering Root Cause to negative emotions and Limiting Decisions
- Re-frames

- Steps for formulating Goal

Sales and Negotiation

- 5 steps sales Process
- Negotiations and Influencing
- Handling Objections
- Integrating NLP Techniques

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Registration Form

NLP Training Course

Preferred dates: ..... Venue or online: .....

Duration: 5 days Language: .....

Please complete and email this form to us, or register online. We confirm your place and send the invoice within one working day.

Delegate information

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Official email: ..... Personal email: .....

Company information

Company name: .....

Address: .....

City / country: ..... VAT / tax number: .....

Person responsible for training & development

Full name (Mr / Ms / Dr / Eng): .....

Position: ..... Telephone / mobile: .....

Email: .....

Payment

☐ Please invoice me ☐ Please invoice my company

Signature: ..... Date: .....

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Email this form
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Register online
Open the course page