



Communicating for influence using NLP

The workshop will enhance your communication skills to help you become more effective in your working relationships. By increasing your understanding of key communication skills and how NLP techniques can be applied to interactions with others, the workshop is designed to enhance your ability to influence others and gain their co-operation through building rapport. By developing a greater sense of self-awareness and applying NLP skills, you will be able to improve your working relationships.

Course duration

Typically 1 day

Pre-requisites

None

Who should attend?

All managers and staff working in teams or with internal and external customers.

Course style

Highly participative using small group discussions, exercises and case studies

Course Content

- what is communication and what are the key skills? What is neuro linguistic programming and how does it help?
- who do you need to influence?
- setting compelling outcomes
- understanding key preferences in communication and how these can be used for motivation, persuasion and influence using NLP techniques
- identifying behaviour patterns and how to change them
- coaching others to remove the barriers that sabotage their motivation
- changing your non-resourceful states into resourceful ones

Objectives

As a result of attending this workshop, you will be able to:

- influence others by understanding their reasoning
- identify your personal styles and their impact on others
- build effective working relationships by understanding how we perceive things
- build strategies to deal positively with others
- use different strategies to increase your self-confidence
- understand different models and how to apply them to improve interaction
- use practical methods to reduce stress in yourself and others
- understand how to manage frustration and anger in yourself and others and achieve win/win outcomes

To book your place please contact the Business Development team

T: 01635 845229 E: business@newbury-college.ac.uk

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