



**DELIVERING RESULTS...increasing sales**

# NLP in Business

## Introduction

As a person in business, it is important to maintain your own self development. This 1 day programme will give you the confidence to deal with a wide variety of business situations and the skill to communicate more effectively with other team members as well as customers and suppliers. NLP was developed from the study of highly effective individuals carried out in the USA in the 1970's. It is now respected worldwide. Using the tools and techniques of NLP in your daily business life will produce extremely impressive results. You will learn how to communicate better with others, deal with difficult situations, deal with limiting beliefs, and handle stressful situations.



## Programme Content

- Pre-suppositions
- Rapport building
- Well Formed Outcomes to define goals
- Representational Systems
- Creating and maintaining resourceful states
- Representational Systems
- Values & Beliefs
- Influencing Language
- Non verbal communication
- Practice in a safe environment

## Contact Details

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