

Personal Empowerment Business Suite

2023 Course Outlines



Language & Communication

Persuasion & Influence

Sales Effectiveness

Executive Negotiation

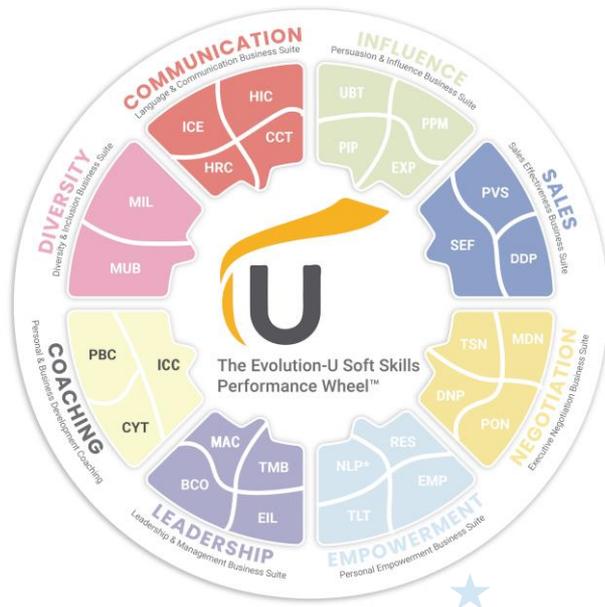
Leadership & Management

Personal Empowerment

Personal & Business Coaching

Diversity & Inclusion

Our Courses: The Soft Skills Performance Wheel™



"A focused offering of engaging soft skills trainings, providing usable tools for better and measurable performance praised by our Clients"

The **Evolution-U Business Suites** are comprised of approximately 30 unique executive training courses containing 200+ unique modules drawing on best of breed business psychology and NLP applications which we have selected and formatted to deliver focused, results driven content.

* NLP courses: NLP Certification, NLP Fundamentals and NLP in Business

Personal Empowerment Business Suite

The Evolution-U Personal Empowerment Business Suite is a comprehensive series of trainings designed to create behavioural change across teams and individuals that positively impact organisational productivity, client interactions, team dynamics and staff retention.

Principles of Personal Empowerment (EMP) One of the keys to inspirational leadership is the self-confidence and conviction required to back decisions and persuade others that these decisions are in their best interests. This training introduces a series of techniques for dealing with often critical shortfalls in personal perception and confidence that impact leadership effectiveness.

Format options include virtual, keynote, half day, one day or two-day workshop, for up to 12 people. Additional participants quoted upon request.

Level: Foundation

Building Resilience (RES) Why do some people suffer real hardships and not falter while others in similar situations cannot regain their confidence, enter depression and lose a few years of their lives? Answering the question "What exactly is that quality of resilience that carries people through life?" Is a game changer and the objective of this workshop. Resilience is a major contributor to individual success. Leaders need resilience both for the challenges they must face and overcome, and due to the need to transmit to their teams that they are in control. In this workshop, awareness of the contributing factors around eroded resilience and a toolkit of how to manage them and build resilience is delivered. All participants will develop their individual

"Building Resilience Action Plan" so that they can take the principles taught into their lives.

Format options include keynote or half day workshop, for up to 12 people.

Level: Foundation.

NLP Practitioner Certification (NLP) The 5 day Evolution-U NLP Practitioner certification training is accredited by the American Board of NLP (ABNLP). NLP is used to improve outcomes in areas of business, education, personal development and therapy and includes powerful tools in all these applications.

This course is a five days module, for up to 12 people.

Level: Advanced.

Time Line Therapy™ (TLT) Time Line Therapy™ is the most effective technique available for releasing negative emotions and limiting decisions. NLP Practitioner certification is a prerequisite for becoming TLT certified. The Evolution-U TLT Practitioner certification training is accredited by the Time Line Therapy Association (TLTA). This training also includes an Hypnotherapy Practitioner certification approved by the American Board of Hypnotherapy.

This course is available in one and half days module, for up to 12 people. Level: Expert. Pre-requisite: NLP.

NLP Fundamentals (NLF) This one day training introduces the core principles in Neuro Linguistic Programming (NLP), forming a foundation for further learning and application of the subject. Key content is covered including the NLP Communication Model, Personal Empowerment, Developing Sensory Acuity, Building Rapport, Goal Setting, Representational Systems and Eye Patterns. After taking this training participants will have a valuable understanding of NLP and a series of tool that can be used to improve personal and business outcomes.

This course is available in keynote or full day module, for up to 12 people. Additional participants quoted upon request. Level: Foundation.

NLP in Business (NLB) This two days training introduces the core principles in Neuro Linguistic Programming (NLP) and their applications in business. Day 1 of the training forms the foundation for further learning and application, while day 2 covers a series of techniques designed to improve business outcomes. Day 1 includes the NLP Communication Model, Personal Empowerment, Developing Sensory Acuity, Building Rapport, Goal Setting, Representational Systems and Eye Patterns. Day 2 content is more business focused and covers the 5 Step Sales Process, the Hierarchy of Ideas, NLP Reframing, Anchoring for Motivation and how to apply the tools to coaching team members.

This course is available in two days module, for up to 12 people. Additional participants quoted upon request. Level: Foundation.

Client Testimonials

Course: NLP

*"The Certified NLP Practitioner Course enhanced my life, I recommend it. **Wonderful, tremendously powerful, and delivered with mastery.** Neil makes it interesting and takes you to a higher state of learning. Immediately applicable, and certainly is an investment in the most important asset: your mind."*

R. Rodriguez, General Manager, IDI Composites International

*"One of the most interesting, involved and enjoyable course I have been on. If only I had Neil as my teacher during college, I would have retired by now! **What I learned has and will continue to have positive impact on me.** Neil was inspiring and committed throughout the course even when faced with dedicated skeptics - thoroughly fun learning experience."*

Atul Khanna, CFO

*"The 7-day course is an absolute eye opener which allowed me to gain some very useful skills for both my personal and professional development. **Taking 7 days off the hectic work schedule may be challenging, but it is definitely worth the time.** Neil managed to engage and inspire the class as he teaches and shares his experience. I would highly recommend taking the NLP Practitioner Certification Course with Neil."*

Angel Law, Human Resources Manager

*"**I cannot think of another training I have attended which has given me as much learning,** not only professionally but personally as well. I warmly recommend Neil and his NLP training and albeit the challenge nowadays to attend a 7 days training, it is well worth the time."*

Gerard Belicha, CEO RedPacket and Publisher of Equestrio China

*"The NLP Practitioner course with Neil provided the **very applicable and useful skills of NLP to all areas of life including career, personal and self-skills.** The way Neil conducted the course was the key contributor to the group adapting, remembering and benefiting from the techniques. A highly recommended for future personal and career development."*

Felicia Cheung, Senior Account Manager, Telstra International

*"I have to say that I was quite skeptical about NLP and after listening to various audio files however it all came together in the course and I credit that to Neil and the way he conducted the sessions. **What I particularly enjoyed (and found most useful) were the parts about hypnotic language, the hierarchy of ideas, and the elicitation of strategies.**"*

Oliver Hoffmann, Managing Director & Chief Executive, UniCredit Bank AG, Hong Kong Branch

Principles of Personal Empowerment (EMP)

Course Outline

One of the keys to inspirational leadership is the self-confidence and conviction required to back decisions and persuade others that these decisions are in their best interests. A leader who is not him or herself empowered will have trouble convincing others to commit to their strategic vision or remain within the company. This one day training introduces a series of techniques for dealing with often critical shortfalls in personal perception and confidence that impact leadership effectiveness.



Learning Objectives

By taking this course, participants will:

- Understand the dynamics and underlying principles of negotiation;
- Learn the fundamentals of personal empowerment, how to use them both for self and others;
- Improve personal focus and results by asking the right questions and accessing resourceful states for better results;
- Understand the value of, and process for, effective goal setting. All attendees will use the techniques taught to develop personal goals during class. This tool can be used to develop more empowered goals for team members;
- Recognize when limiting decisions are impacting performance both for self and team members;

- Develop techniques for helping remove limiting beliefs so as to empower self and others to achieve their potential;
- Use the Evolution-U Personal Empowerment Plan (EPEP) to document a structured plan for operating at a high level of personal empowerment for self or others;

As well as instructor led presentation, this content includes numerous group break outs and exercises to engage participants and encourage them to consider and apply the techniques to their business situations.

This course is available in half-day, full day or two days modules, for up to 12 people. Additional participants quoted upon request. Level: Foundation.

Course Content

Part 1: Developing Self Awareness

The fundamentals of Personal Empowerment

There are three fundamental NLP concepts used to introduce the subject of personal empowerment; Cause vs. Effect, Perception is Projection, and the Psychology of Excellence. In this opening section we cover all three approaches and have open class discussion on how to apply each at the team level and as a leadership driver.

The Power of Questions

What we focus on in life has a tendency of becoming our reality. Techniques that allow us to improve the control we have over our focus are therefore valuable in determining our reality. One method of achieving this mastery is to ask ourselves the right sort of questions. This section introduces the often overlooked power the questions we ask ourselves have on our thought processes and offers simple techniques for improving our internal processes so that we ask ourselves more empowered questions and thereby achieve better results.

Exercise: Motivation through Empowerment

Part 2: Effective Goal Setting

The Principles of Success

Behind successful goals are five simple principles for success. In this section we study the five principles plus well-formedness conditions of effective goals before progressing to the principles behind goal setting and how to set them.

Why set Goals and How to set them

Only 3% of adults have written goals however those who write their goals down have a 1000% higher likelihood of achieving them. Why therefore do more people not take the time to write down their goals? In this section we discuss the psychology behind goal setting and introduce the steps for effective goal setting.

Exercise

All participants will develop goals and review the structure of their goals with the instructor.

Part 3: Dealing with Limiting Decisions

What are Limiting Beliefs and Limiting Decisions?

Our beliefs limit what we can achieve and most of us have some deep rooted belief that holds us back from fulfilling our potential. For example, the common belief that "I can't speak in public" can be major blockage for executives as they move up the corporate ladder. For the leader, this can be perceived as a sign of weakness, for the team member this can limit career progression. In this section we use theory developed by Dr. Tad James, the founder of Time Line Therapy™ to introduce the principles underlying, and characteristics of limiting beliefs and decisions.

Dispelling Limiting Beliefs and Empowering Others

The increased awareness developed in the previous section is now applied to tools for dealing with limiting beliefs. All participants shall work on their own limiting beliefs, using the methodology taught in class. Please note due to the complexity of Time Line Therapy™, these are not full Time Line Therapy™ interventions. The techniques taught are usable by attendees with their team members after attending the training.

Exercise: Challenging your Limiting Beliefs, Emotional Awareness

Part 4: Planning your Future

This final section introduces some additional techniques focusing on positive psychology and invites participants to develop a plan for both their personal empowerment and that of their teams. Instructor led discussion and the "Evolution-U Personal Empowerment Plan" (EPEP) form the basis for the session with each attendee completing at least one EPEP for either themselves or their team.

Exercise: Develop a Plan for Empowerment

The Evolution-U Personal Empowerment Plan.

Building Resilience (RES)

Course Outline

Why do some people suffer real hardships and not falter while others in similar situations cannot regain their confidence, enter depression and lose a few years of their lives? Answering the question "What exactly is that quality of resilience that carries people through life?" Is a game changer and the objective of this workshop. Resilience is a major contributor to individual success. Leaders need resilience both for the challenges they must face and overcome, and due to the need to transmit to their teams that they are in control. In this workshop, awareness of the contributing factors around eroded resilience and a toolkit of how to manage them and build resilience is delivered. All participants will develop their individual "Building Resilience Action Plan" so that they can take the principles taught into their lives.



Learning Objectives

By taking this workshop, participants will:

- Analyse stress, what the main causal factors are and the impact it has on our daily lives;
- Learn about the associated conditions of overwhelm, ADT and burnout and how to address each;
- Take an online burnout assessment live in class and use the results to generate awareness of the main risk areas for you individually;
- Develop an advanced understanding of resilience, what it means and how to train yourself to constantly build resilience;
- Learn multiple approaches to managing resilience as building blocks for developing your own tailored approach to building resilience;
- Develop your own 'Resilience Action Plan' so that the principles introduced in the workshop are taken into practise!

As well as instructor led presentation, the training uses group exercises to engage participants.

This course is available in keynote or half day modules, for up to 12 people. Additional participants quoted upon request. Level: Foundation.

Course Content

Why we need Resilience

Why do some people suffer real hardships and not falter, while others spiral into depression? How can some people deal with stress as if it was little more than a bad day at the office, and are their skills that are learnable by others to replicate this resilience? The opening session of the workshop explores the question 'why we need resilience?', looks at the organisational cost of a lack of resilience, and considers how we deal with the opposing forces of stress and resilience.

The 4 Relatives of Stress

There are four other indicators we need to be aware of that can be impacting our wellness and productivity; Anxiety, Overwhelm, Attention Deficit Trait (ADT) and Burnout are all conditions that can contribute to poor mental wellness and absenteeism. This section offers a general discussion on each of these three variables designed to raise awareness and propose solutions to each.

Burnout Self-Assessment

Participants take a "burnout self-assessment" interactive online survey, identifying the key indicators that should be monitored and addressed based on the results from the live data. This builds the platform for the main application of the session; building resilience and allows each participant to focus their resilience action plan according to their needs.

Defining Resilience

There are multiple factors which impact our level of resilience. In order to build resilience we must first understand what these factors are and where our relative strengths and weaknesses are. The single most important factor affecting resilience is our level of optimism. We analyse the components of optimism and how to avoid the risks of excessive optimism.

Building Resilience

The core deliverable of the workshop is to introduce tools for building resilience. By first analysing key resilience-based research, we develop a strong understanding of the challenges and best practises around building resilience. Participants will learn multiple approaches so they can select the best fit for their individual needs.

Mindfulness & Resilience

In the final section we introduce a simple mindfulness technique that, when applied when applied for 30 minutes per day for 8 weeks has been proven to improve focus, reduce stressors and build resilience.

My Resilience Action Plan

A training is only as good as the actions it generates. Participants are therefore encouraged to discuss best practises in their groups and develop individual resilience action plans that they can use with immediate effect.

NLP Practitioner Certification

Course Outline

NLP is the most practical, results oriented technology available for detecting, understanding and taking control of our conscious and unconscious thinking. A certified NLP practitioner is recognized globally as someone who has learned the principles, techniques and applications of NLP as they are intended to be used for themselves, and as a coach for others. Becoming an NLP practitioner is, for many people, the beginning of a life changing process resulting in more independence and clarity of thought often leading to much wanted career changes. What you do with your new skills as an NLP Practitioner is up to you, however the options that will be introduced to you as you learn NLP and start to remodel your thought processes will make whatever you're ambitions may be become more attainable than ever before. After qualifying as an NLP Practitioner, you will be able to use the NLP applications you have learned in all modes of Business including Management, Sales and Negotiations, Business and Personal Coaching, Therapy and Relationship Coaching. Creating change and Growth on a personal level.



Certifications

All certificates issued by Evolution-U are fully approved and recognized by the American Board of NLP (ABNLP). This means that your certificate will be recognized no matter where you go in the world. Please note that there is no specific section of the training dedicated to the teaching of NLP Coaching techniques. The NLP Coaching certification is an additional certification offered as a result of having completed NLP Practitioner and Time Line Therapy since many of the techniques taught in these trainings are relevant to coaching. We make many references to how these techniques can assist in coaching, but do not separately teach coaching due to time constraints.

Learning Objectives

By taking this course, participants will:

- Accelerate your ability to succeed in your goals and achieve your targets in life;
- Increase awareness and understanding of language;
- Increase your ability to help those around you in realising their potential.

As well as instructor led presentation, class exercises and role plays form an important part of this training. The instructor will facilitate discussion using the role plays as reference points for adding theory.

*This course is available in five days module, for up to 12 people. Additional participants quoted upon request.
Level: Advanced.*

Course Content

Rapport

The foundation of successful communication and influence. Learn how to utilise body language -Learn how to use your voice to gain rapport -How to disagree yet retain rapport.

Representational Systems

Understanding the 5 senses. Find out how we internally code our experience of the world -Use language to transform your ability to communicate with others -How to understand eye patterns.

Sub-Modalities

Interventions that help change perspectives. How to change unwanted beliefs, likes, habits and feelings -How to alter the meaning you place on given things and events. Learn how to remove phobias.

Language Patterns

Use words effectively. Use presuppositions to impact on someone's experience -Meta Model; Learn how to listen to how others limit themselves and techniques for handling objections and disagreements. Learn Hypnotic Language Patterns and their applications to everyday life.

Anchoring

The power to feel how you want when you want. Learn how to set resource anchors and control your feelings at any time. Learn how to help people access resourceful states in minutes.

Strategies

We all have strategies for everything we do in life. Learn how to elicit strategies and how to mould your sales approach to fit other peoples' buying strategy. Learn how to identify weaknesses in other peoples' strategies and improve them.

Reframes and Parts Integration

The key to resolving inner conflicts. Learn effective reframing techniques to change the meaning or context of any given situation. Increase personal congruence and enhance energy levels through resolution of internal conflict.

NLP Fundamentals (NLF)

Course Outline

This one day training introduces the core principles in Neuro Linguistic Programming (NLP), forming a foundation for further learning and application of the subject. Key content is covered including the NLP Communication Model, Personal Empowerment, Developing Sensory Acuity, Building Rapport, Goal Setting, Representational Systems and Eye Patterns. After taking this training participants will have a valuable understanding of NLP and a series of tool that can be used to improve personal and business outcomes.

This training counts as day 1 of the NLP Practitioner certification training with Evolution-U and can be credited against the certification training within 24 months of taking this course.



Learning Objectives

By taking this course, participants will:

- Learn the fundamentals of NLP including the NLP Communication Model, the presuppositions of NLP and the Prime Directives of the Unconscious Mind;
- Build confidence and take control over our results by using NLP personal empowerment techniques;
- Understand the principles of effective goal setting and develop goals for the training and beyond;
- Develop tools for increased sensory acuity, enabling participants to pick up on possible internal changes which could impact our outcome;
- Deconstruct the process of developing rapport and learn how to build rapport in most client situations;
- Understand how to use predicates, sensory based words which can improve our ability to deliver our message;
- Learn the theory behind eye patterns, it's limitations, how to avoid common mistakes and how to utilize the techniques.

As well as instructor led presentation, the training uses video support and group exercises to engage participants.

This course is available in key or full day module, for up to 12 people. Additional participants quoted upon request. Level: Foundation.

Course Content

Introduction to NLP

Before using NLP based skills it is necessary to understand the key concepts underlying their application. When dealing with both verbal and non-verbal communication, much of the message is received unconsciously by the listener. In order to be able to utilize unconscious thought processes, the participants will be taught the basic tenets of NLP including the NLP Communication Model, the Presuppositions of NLP and the Prime Directives of the Unconscious Mind.

NLP Personal Empowerment Techniques

There are three fundamental NLP concepts used to introduce the subject of personal empowerment; Cause vs. Effect, Perception is Projection, and the Psychology of Excellence. In this section, all three approaches are introduced with open class discussion encouraged on how to apply them in developing a blue print for confident pitching. Participants will then complete an individual exercise designed to help consolidate the techniques taught and provide a resource for use in their business objectives.

Effective Goal Setting

Only 3% of adults write their goals effectively, yet those that take time to learn how to write their goals and do so, have a 1000% increased likelihood of achieving them. In this section, participants analyse the theory behind effective goal setting before being introduced to the 5 principles for success, the difference between goals and states, and how to develop SMART goals.

Sensory Acuity

Sensory Acuity refers to the ability to pick up on small and often unnoticed changes that occur in a person's physiology as we communicate with them. The key cues for noticing such changes are discussed and taught to help participants develop increased sensory acuity and identify such internal changes. Most people miss these cues and therefore miss opportunities to improve their position which in business can have a financial cost. This section includes video and an exercise conducted in groups of three whereby participants learn to develop sensory acuity and pick up on changes in their group participant.

Rapport

Building rapport is the basis of all communication. If we want to successfully sell our product or service, negotiate a deal or build a long term relationship, the chances of success are increased tremendously if there is rapport between the parties. The principle is simple; people like people like themselves, so in this module participants are taught NLP based techniques to build rapport with anyone in any situation using both conscious and unconscious triggers. Exercises are performed in pairs and are designed to utilize the content taught in class and give participants practical experience at using rapport building techniques. Following the exercise there is a video and Q&A session to consolidate the learnings.

Representational Systems & Predicates

The Primary Representational System is the way in which a person represents their internal world verbally. It uses 'predicates', sensory-based words which give us valuable information as to how best communicate with a person in a way that they will process our message most easily, and thereby increase understanding which in turn increases our influence over the outcomes. This section includes a self-mark test for all participants and a group exercise to test the understanding of the participants.

Eye Patterns

One of the best-known NLP applications is that where we move our eyes has meaning. Few people however, understand what the meaning is and how to apply this technique. In this section, the theory behind eye patterns is introduced and supported by instructor led discussion on how to utilize the tool effectively, it's limitations, and how to avoid common mistakes that cause inaccurate assessments. Class exercise and video support is included.

NLP in Business (NLB)

Course Outline

This two day training introduces the core principles in Neuro Linguistic Programming (NLP) and their applications in business. Day 1 of the training forms the foundation for further learning and application, while day 2 covers a series of techniques designed to improve business outcomes. Day 1 includes the NLP Communication Model, Personal Empowerment, Developing Sensory Acuity, Building Rapport, Goal Setting, Representational Systems and Eye Patterns. Day 2 content is more business focused and covers the 5 Step Sales Process, the Hierarchy of Ideas - a powerful linguistic tool used for reaching agreement, NLP Reframing, Anchoring for Motivation and a review of how to apply the tools to coaching team members.



After taking this training participants will have a valuable understanding of NLP and a series of tool that can be used to improve personal and business outcomes. Day 1 of this training counts as day 1 of the NLP Practitioner certification training with Evolution-U and can be credited against the certification training within 24 months of taking this course.

Learning Objectives

By taking this course, participants will:

- Learn the fundamentals of NLP including the NLP Communication Model, the presuppositions of NLP and the Prime Directives of the Unconscious Mind;
- Build confidence and take control over our results by using NLP personal empowerment techniques;
- Understand the principles of effective goal setting and develop goals for the training and beyond;
- Develop tools for increased sensory acuity, enabling participants to pick up on possible internal changes which could impact our outcome;
- Deconstruct the process of developing rapport and learn how to build rapport in most client situations;
- Understand how to use predicates, sensory based words which can improve our ability to deliver our message;
- Learn the theory behind eye patterns, it's limitations, how to avoid common mistakes and how to utilize the techniques.
- Learn a powerful linguistic pattern for generating agreement that can be used to improve influence in business and personal situations;
- Identify how people filter and prefer to receive information to improve delivery of our requests;
- Learn the 5-Step Sales Process, an NLP based sales approach to structuring the sale in order to improve control over the sales process, reduce client resistance, and close effectively;
- Develop the skill of NLP Reframing to deal with client objections and develop a glossary of responses for team use;
- Learn the principles of anchoring (behavioral conditioning) and apply the technique to generating motivation;
- Apply the skills learnt during days 1 & 2 to coaching team members.

*This course is available in a two days module, for up to 12 people. Additional participants quoted upon request.
Level: Foundation.*

Course Content

Day 1 – NLP Fundamentals

Introduction to NLP

Before using NLP based skills it is necessary to understand the key concepts underlying their application. When dealing with both verbal and non-verbal communication, much of the message is received unconsciously by the listener. In order to be able to utilize unconscious thought processes, the participants will be taught the basic tenets of NLP including the NLP Communication Model, the Presuppositions of NLP and the Prime Directives of the Unconscious Mind.

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Rapport

Building rapport is the basis of all communication. If we want to successfully sell our product or service, negotiate a deal or build a long term relationship, the chances of success are increased tremendously if there is rapport between the parties. The principle is simple; people like people like themselves, so in this module participants are taught NLP based techniques to build rapport with anyone in any situation using both conscious and unconscious triggers. Exercises are performed in pairs and are designed to utilize the content taught in class and give participants practical experience at using rapport building techniques. Following the exercise there is a video and Q&A session to consolidate the learnings.

Representational Systems & Predicates

The Primary Representational System is the way in which a person represents their internal world verbally. It uses 'predicates', sensory-based words which give us valuable information as to how best communicate with a person in a way that they will process our message most easily, and thereby increase understanding which in turn increases our influence over the outcomes. This section includes a self-mark test for all participants and a group exercise to test the understanding of the participants.

Eye Patterns

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Day 2 – NLP in Business

Hierarchy of Ideas

The Hierarchy of Ideas is a powerful linguistic technique for controlling the level of language. This technique is useful in sales and negotiation situations as well as meetings, management and personal dialogues. The theory of the Hierarchy of Ideas is relatively straight forward; agreement is easier to achieve when thinking in the abstract. This concept is discussed at length by the trainer, demonstrations given and then group exercises performed followed by discussion on how to apply the technique in business situations. The principle is extended to understanding how people filter conceptual vs. detailed information and being able to quickly identify this personality trait in order to improve the chances of success in any given dialogue.

The 5-Step Sales Process

We are all in sales irrespective of the job title we hold. If we're not selling a product or service, we're selling a vision, opinion, or ourselves over a competitor or rival. The 5-Step Sales Process is a structured approach to the sales process giving a series of milestones that executives can utilise to improve results. This is the corner stone of the sales and influencing process as all the other skills taught are used within the framework provided by the 5-step sales process. By having this structure in place, planning the sale is made efficient and effective, giving the executive more control through a greater understanding of the steps and components involved in the persuading the client that your solution is the right one for them.

Reframing

The linguistic technique of reframing is used to address objections by reducing resistance, suggesting alternate perspectives, and generating options. This technique is a powerful tool in meetings, sales and negotiations however is underutilized because most executives don't know how to reframe effectively. The common mistake made by most professionals is that they try to provide a solution to a problem without really understanding the problem. The NLP approach to reframing addresses this deficiency, providing a readily usable structure to develop reframes. Instructor examples, class exercises and extensive group breakouts are conducted to allow participants sufficient exposure to the technique and it's application.

Anchoring as a Motivational Tool

The principles of behavioral conditioning states that repeat exposure to two consecutive events leads to a neurological connection being created, linking the two events. This process is also known as 'anchoring' and is prevalent in our daily personal and business lives. We are all anchored in ways we do not even realize. In this section, we learn how apply an anchor so that it can be used as a motivational tool for improved personal performance.

Using NLP to Coach Team Members

NLP Coaching is an effective, results driven approach to coaching that can be implemented into business, empowering team members to achieve their very best. Using the tools covered in these two days, this final section serves as a review of the material while adding a new dimension of coaching team members to benefit from the tools and deliver better personal and business results.

Time Line Therapy Practitioner Certification (TLT)

Course Outline

The Time Line Therapy Practitioner Certification is conducted over one and a half days on days 6 and 7 of NLP Practitioner certification. Successful completion of NLP Practitioner certification is a pre-requisite of attending Time Line Therapy Practitioner Certification.

Time Line Therapy is the single most effective tool for dealing with and removing negative emotions and limiting decisions. The core content of this certification training is to teach participants how to apply Time Line Therapy tools for removing both the negative emotions and limiting decisions that hold us back from achieving our potential. Accordingly, Time Line Therapy is a powerful tool often used in the field of coaching, working at an unconscious level to enable coaching clients to overcome previous limitations.

The final Time Line Therapy application taught as part of this certification programme is for putting a goal into our future. The Time Line Therapy approach to goal setting uses powerful NLP techniques taught in days 1-5 of NLP Practitioner certification, plus a series of Time Line Therapy techniques.



Learning Objectives

By taking this course, participants will:

- Understand the principles of Time Line Therapy and how to explain its benefits to others;
- Recognise Negative Emotions in a subject and prepare them for the use of Time Line Therapy techniques to remove them;
- Learn the process of removing negative emotions including anger, sadness, fear, hurt and guilt and equipping clients with the 'learnings' from the process to help maintain the benefit;
- Identify Limiting Decisions and learn the procedure for helping remove limiting decisions to enable peak performance;
- Learn an effective intervention for dealing with anxiety;
- Use tools from NLP Practitioner training and this Time Line Therapy training to put goals for the

future in a format that is highly compelling and increases the likelihood of success.

The certification training involves instructor led presentation and demonstration for all techniques before participants then practice the techniques in pairs, followed by in depth debriefing and Q&A sessions.

NOTE: The primary objective of this training is to teach participants to be Time Line Therapy practitioners, hence knowledge of how to apply the techniques is prioritised above being able to benefit from the interventions personally during the training.

This course is designed for 1.5 days module, up to 12 people. Pre-requisites: NLP Practitioner Certification. Level: Expert.

Course Content

The fundamentals of Time Line Therapy

In order for Time Line Therapy to work, the recipient needs to be capable of unconscious-conscious integration of thought processes. For some this comes naturally, for others their conscious mind constantly blocks the unconscious, questioning and trying to rationalise suggestions which blocks the effectiveness of Time Line Therapy. The first morning session covers the theory of Time Line Therapy extensively, giving participants the tools required to help their future subjects make the transition from conscious assessment to unconscious-conscious integration, thus paving the way for successful Time Line Therapy interventions.

Elicitation of the Time Line

Everyone has a time line, although most of us are not consciously aware of our own time line until it is elicited. In this relaxing session, participants find their own time line with instructor guidance before working with each other to help fellow participants learn the process of eliciting the time line.

Finding the Root Cause

The most challenging step for beginners to Time Line Therapy is often finding the root cause, the first time an emotion/event was experienced, the removal of which would allow new behaviours to be adopted. This principle is logically sound, but the conscious mind often tries to hijack the process. For this reason significant time is spent explaining the theory and giving participants the tools they will need to help them take their clients on the journey required to find the root cause.

Negative Emotions # 1 & # 2

The major intervention of Time Line Therapy is on Negative Emotions, and superficially the 'big 5' of Anger, Sadness, Fear, Hurt and Guilt. A large part of day 1 is dedicated to introducing the two negative emotion intervention and demonstrating, discussing and practising these critical tools. Only once participants have a good understanding of how to explain and conduct negative emotions work do we proceed to the next major intervention, Limiting Decisions.

Limiting Decisions

The second major intervention in Time Line Therapy is removing Limiting Decisions (or LD's). An LD is typically a belief that we cannot achieve something in life, and LD's tend to be at the root of many failures to achieve our potential. Once negative emotions have been worked with, it is then possible to work on limiting decisions. Once again, the instructor explains and demonstrates all techniques before students perform each of the techniques together in pairs.

Intervention for Anxiety

Unlike negative emotions which are emotions of the past, anxiety is an emotion of the future. The Time Line Therapy intervention for anxiety is relatively straightforward and, after all the work completed previously, takes only 15 minutes to learn. It's use and value are significantly higher however with anxiety being a major condition impacting many clients we work with.

Putting a Goal into your Future

The final intervention of Time Line Therapy is putting a goal into our future. The Time Line Therapy approach to goal setting uses powerful NLP techniques taught in days 1-5 of NLP Practitioner certification, plus a series of Time Line Therapy techniques that leverage off work completed on negative emotions and limiting decisions. This relatively relaxing session is conducted on the morning of day 7 before a general discussion on the capacity in which Time Line Therapy Practitioners can use the tools taught.

NOTE: This Time Line Therapy Practitioner Certification is accredited by the Time Line Therapy Association (TLTA) however please note that TLTA membership, required for use of the TLTA logo, are not included in the course fee.

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