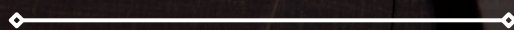




NLP PRACTITIONER

CERTIFICATION COURSE

DAY 3



@DR. YOGENDRA SINGH RATHORE



NLP PRACTITIONER

CERTIFICATION COURSE

The NLP system inspires people to achieve their true potential by leveraging unfair advantages to achieve their fullest potential. Start your journey to self-fulfillment and follow your passion for helping others while enjoying a rewarding career in the health and wellness industry. Yogendra Singh Rathore designed a two-day NLP foundation workshop to teach lifelong NLP skills and a step-by-step human mind technology that promotes excellence, wellness, happiness, and holistic development.

- Reprogram your neurons to spark growth
- Increase energy & momentum
- Eliminate mental blocks & patterns of failures, fear & anxiety
- Increase business opportunities
- More fulfilment and purpose discovery
- Increase sense of happiness
- Unlocking the money flow



@DR. YOGENDRA SINGH RATHORE



DR. YOGENDRA SINGH RATHORE

NLP PRACTITIONER

01 NEURO-LOGICAL ALIGNMENT

02 7 NEURO-LOGICAL LEVELS



NLP PRACTITIONER

NEURO-LOGICAL ALIGNMENT

A POWERFUL EXERCISE TO BUILD RESOURCES AND CONGRUENCE

- THINK OF A DIFFICULT SITUATION WHERE YOU LIKE TO HAVE MORE CHOICES. YOU CAN USE THIS EXERCISE FOR A SITUATION WHERE YOU WANT TO MAKE SURE YOU ENGAGE ALL YOUR RESOURCES, FOR EXAMPLE, SUCCESS, WEALTH, RELATIONSHIP, ETC.





NLP PRACTITIONER

7 NEURO-LOGICAL LEVELS





NLP PRACTITIONER

7 NEURO-LOGICAL LEVELS

UTILIZING NEUROLOGICAL LEVELS TO EXPLORE SOLUTIONS TO A PROBLEM:

ONCE YOU KNOW WHAT LEVEL YOU ARE STUCK ON, YOU KNOW WHAT TYPE OF RESOURCES YOU NEED.

ENVIRONMENT

- DO YOU NEED MORE INFORMATION ABOUT THE SITUATION?
- WHERE YOU TYPICALLY EXPERIENCE THE PROBLEM,
- DESCRIBE YOUR SURROUNDINGS.
- WHERE ARE YOU?
- WHO IS AROUND YOU?
- WHAT DO YOU NOTICE PARTICULARLY ABOUT THIS ENVIRONMENT
- HOW ARE YOUR LIFE - GOALS IN THIS ENVIRONMENT?
- "IN EVERY ENVIRONMENT, YOU PRODUCE CERTAIN BEHAVIORS."
- YOU CAN ONLY SURVIVE IN ANY ENVIRONMENT FOR A LONGER TERM WHEN YOU EXPRESS A PARTICULAR WAY OF SKILL.



EXAMPLE: YOU'RE CODING, DATA ANALYST, GENERATING IDEAS, MANAGEMENT, ETC.



NLP PRACTITIONER

7 NEURO-LOGICAL LEVELS

BEHAVIOR

- DO YOU HAVE ENOUGH INFORMATION BUT DON'T KNOW EXACTLY WHAT TO DO?
- WHAT ARE YOU DOING?
- DESCRIBE YOUR USUAL DAY.
- HOW DOES YOUR BEHAVIOR FIT INTO THE ENVIRONMENT AND YOUR LIFE GOALS?
- DEEP TRANSFORMATIONS MEAN YOU ARE TRANSFORMING YOUR IDENTITY/VALUE & BELIEF, AND YOU CAN EASILY DO EXTERNAL TRANSFORMATION.





NLP PRACTITIONER

7 NEURO-LOGICAL LEVELS

CAPABILITY

- DO YOU KNOW WHAT TO DO BUT DOUBT YOUR CAPABILITY TO DO IT?
- THINK ABOUT YOUR SKILLS.
- WHAT SKILLS DO YOU HAVE IN YOUR LIFE?
- WHAT IS THE QUALITY OF YOUR THINKING?
- WHAT COMMUNICATION AND RELATIONSHIP SKILLS DO YOU HAVE?
- HOW DO YOU RELATE TO YOUR LIFE GOALS AND SKILLS? HOW MUCH OF YOUR SKILLS ARE BEING USED FOR YOUR LIFE GOALS?
- IF YOU ARE WORKING ON YOUR B, THEN IF YOU CAN BECOME A PERSON, IT WILL REFLECT IN YOUR DOING & HABITS.
- BE INCLUDES - (IDENTITY, BELIEF, AND VALUES)





NLP PRACTITIONER

7 NEURO-LOGICAL LEVELS

IDENTITY

- DO YOU FEEL THAT IT IS A WORTHWHILE THING TO DO, BUT SOMEHOW IT IS JUST “NOT YOU”?
- WHAT SORT OF PERSON ARE YOU?
- EXPRESS WHAT SEEMS TO EXPRESS YOUR IDENTITY AS A PERSON.
- THE MEANING OF IDENTITY IS A BELIEF ABOUT YOURSELF.
- WHATEVER WILL CONTINUE AFTER YOUR “I’M” WILL BE YOUR IDENTITY.

EXAMPLE:

- I AM POOR
- I AM LAZY
- I AM HAPPY

- 1.SPECIE
- 2.GENDER
- 3.NATIONAL
- 4.RELIGIOUS
- 5.CASTE





NLP PRACTITIONER

7 NEURO-LOGICAL LEVELS

PURPOSE

- THINK ABOUT HOW YOU ARE CONNECTED TO ALL OTHER LIVING BEINGS.
- WHAT IS YOUR MISSION IN YOUR LIFE?
- HOW DO YOU, AS A UNIQUE PERSON, CONNECT WITH OTHERS?
- TAKE THE TIME YOU NEED TO UNDERSTAND WHAT THIS MEANS TO YOU.





01 BELIEFS AND VALUES

02 BELIEFS

03 DEFENCE DISTORTION

04 VALUES



NLP PRACTITIONER

BELIEFS AND VALUES

BELIEFS:



- WHAT IS IMPORTANT TO YOU?
- WHAT DO YOU FIND WORTHWHILE ABOUT WHAT YOU DO?
- WHAT BELIEFS DO YOU HAVE ABOUT YOURSELF?
- WHAT BELIEFS DO YOU HAVE ABOUT OTHERS, MONEY, RELATIONSHIP, ETC.?
- THE MEANING OF BELIEF IS WHAT YOU CONSIDER TO BE TRUE IN
- YOUR MENTAL WORLD.
- HUMAN BEINGS CAN GENERATE BELIEFS ACCORDING TO THE ENVIRONMENT.
- YOUR BELIEF INFLUENCES YOUR CAPABILITIES & BEHAVIORS.

FOR EXAMPLE:

- YOU THINK THE ONE WHO GETS A PROMOTION BEHAVES OTHERWISE, OR YOU BELIEVE IN DOING WORK ACCORDING TO YOUR PAY SCALE.
- YOUR BELIEF IN CONTROLLING HOW MANY SKILLS YOU'RE PRODUCING OR NOT MEANS IT WILL NOT LET YOU UPGRADE YOUR SKILLS INTERNALLY.
- THAT'S WHY WE ALL HAVE BELIEFS OF OUR OWN, PEOPLE, SOCIETY, COUNTRY, WORLD, UNIVERSE & GOD.



NLP PRACTITIONER

DEFENCE DISTORTION

THE MEANING OF DEFENSE DISTORTION IS WHEN ANYBODY CHALLENGES YOUR ROOTED BELIEF; YOU WILL BECOME DEFENSIVE AND TRY YOUR HARDEST TO FIND A MISTAKE IN THAT PERSON'S STATEMENT.

TWO TYPES OF BELIEF:



SUPPORTIVE

IT SUPPORTS YOU IN YOUR JOURNEY OR TO RUN A WORLD IN A BETTER WAY.



NON-SUPPORTIVE

IT STOPS YOU FROM ACCOMPLISHING YOUR GOALS.



NLP PRACTITIONER

HOW TO CHANGE A BELIEF;

STEP 1: IS THIS BELIEF A UNIVERSAL TRUTH OR MY OPINION ONLY? YOU WILL SAY IT IS AN OPINION ONLY. (MAY BE BASED ON SOME PARTICULAR REFERENCES OR EVENTS). REMEMBER, EXCEPT UNIVERSAL TRUTH LIKE 'THE SUN RISES IN THE EAST' OR SCIENTIFIC FACTS LIKE TWO PLUS FIVE MAKE SEVEN, ALL HUMAN BELIEFS ARE JUST RANDOM GENERALIZED OPINIONS THAT CAN BE CHANGED ANY TIME.

STEP 2: IF IT IS OPINION AND IF I KEEP IT, WHAT ARE THE PAINS THAT I CAN HAVE? OR HOW THIS OPINION WILL HAMPER MY GROWTH IN MY LIFE?

STEP 3: WHAT SHOULD BE THE NEW EMPOWERING BELIEFS THAT CAN REPLACE THE OLD ONE? FOR EXAMPLE, THE BELIEF 'LIFE IS HARD' CAN BE REFRAMED 'LIFE TEACHES WONDERFUL LESSONS AND IS REWARDING'. YOU CAN EXPLORE REFERENCES WHERE YOU FIND THAT THIS NEW EMPOWERING BELIEF IS PROVED.

STEP 4: CHANGE THE SUB MODALITIES OF THE OLD BELIEFS LIKE THE INNER TONALITY OR IMAGES; AND PUT THE NEW BELIEF INTO YOUR SUBCONSCIOUS MIND THROUGH SWISH OR CONTRASTIVE ANALYSIS.



NLP PRACTITIONER

VALUES

THE MEANING OF VALUE IS WHAT IS IMPORTANT TO YOU NOW.



- LOVE
 - MONEY
 - RESPECT
 - FAME
 - FAMILY
 - WEALTH
 - ABUNDANCE
 - POPULARITY
 - POWER
 - SPIRITUALITY
 - CONTRIBUTION
 - RELATIONSHIP
 - PASSION
 - HUMOUR
 - GROWTH
 - PEACE
- A PERSON CAN ONLY FEEL FULFILLMENT IN HIS LIFE WHEN HE'S GETTING THE CHANCE TO LIVE HIS TOP 5 VALUES EVERY DAY.
 - FULFILLMENT COMES THROUGH YOUR VALUE ALIGNMENT.
 - YOU CAN ONLY PRODUCE GUILT WHEN YOU DO SOMETHING MISALIGNED WITH YOUR VALUES.
 - YOUR BELIEFS EXPRESS YOUR PURPOSE, IDENTITY, AND VALUES.



NLP PRACTITIONER

HOW TO IDENTIFY YOUR CORE VALUES USING THE COMPARATIVE ANALYSIS METHOD.

STEP 1: INTRODUCTION TO CORE VALUES

- EXPLAIN THE IMPORTANCE OF IDENTIFYING CORE VALUES AS THEY ARE FUNDAMENTAL TO DECISION-MAKING AND PERSONAL GROWTH.
- INTRODUCE THE *COMPARATIVE ANALYSIS METHOD*, WHICH ALLOWS PARTICIPANTS TO COMPARE VALUES AGAINST ONE ANOTHER TO FIND THEIR MOST IMPORTANT ONES.

STEP 2: LIST OF UNIVERSAL VALUES

- PROVIDE A **LIST OF COMMON UNIVERSAL HUMAN VALUES** (E.G., HEALTH, WEALTH, RELATIONSHIPS, CONTRIBUTION, FREEDOM, ETC.).
- **CHOOSE 10 VALUES** FROM THE LIST THAT RESONATE THE MOST WITH THEM.

STEP 3: COMPARATIVE ANALYSIS EXERCISE

1. CREATE TWO COLUMNS:

- ON THE RIGHT SIDE, WRITE DOWN THE 10 VALUES CHOSEN.
- ON THE RIGHT SIDE, YOU WILL COMPARE TWO VALUES AT A TIME.

2. COMPARE TWO VALUES AT A TIME:

- START BY COMPARING THE FIRST TWO VALUES ON YOUR LIST.
- ASK THE QUESTION: "WHICH VALUE IS MORE IMPORTANT TO ME RIGHT NOW?"
- MOVE THE MORE IMPORTANT VALUE TO THE **LEFT COLUMN**.



NLP PRACTITIONER

3. ELIMINATE LESS IMPORTANT VALUES:

- THE VALUE THAT IS LESS IMPORTANT GETS TEMPORARILY CROSSED OFF FROM THE RIGHT COLUMN.
- CONTINUE COMPARING THE NEXT TWO VALUES IN THE RIGHT COLUMN, FOLLOWING THE SAME APPROACH.

STEP 4: REPEAT THE PROCESS FOR ALL VALUES

- CONTINUE COMPARING THE REMAINING VALUES FROM THE RIGHT COLUMN AGAINST THOSE ON THE LEFT.
- ENSURE PARTICIPANTS UNDERSTAND THAT ***ONLY ONE VALUE FROM EACH COMPARISON*** CAN BE MOVED TO THE LEFT SIDE.

STEP 5: REFINE THE TOP 10 VALUES

- ONCE ALL THE VALUES ARE COMPARED, YOU WILL BE LEFT WITH YOUR ***TOP 10 VALUES*** IN THE LEFT COLUMN.
- IF THERE ARE STILL TOO MANY SIMILAR VALUES, PARTICIPANTS CAN RE-EVALUATE AND NARROW THEM DOWN FURTHER.

STEP 6: FINALIZE YOUR CORE VALUES

- AFTER COMPLETING THE COMPARISONS, PARTICIPANTS SHOULD HAVE A ***FINAL LIST*** OF 10 CORE VALUES.
- ENCOURAGE PARTICIPANTS TO REFLECT ON WHY THESE VALUES ARE THE MOST IMPORTANT TO THEM.

STEP 7: HANDLING SIMILAR VALUES

- IF PARTICIPANTS ENCOUNTER SIMILAR VALUES (E.G., CREATIVITY VS. INNOVATION), THEY SHOULD ASSESS **WHICH VALUE HAS MORE PERSONAL SIGNIFICANCE** AT THIS MOMENT.



STEP 8: DEALING WITH EQUALLY IMPORTANT VALUES

- IF TWO VALUES SEEM EQUALLY IMPORTANT, PARTICIPANTS ARE INSTRUCTED TO *MAKE A DEFINITIVE CHOICE*.
- THEY SHOULD AVOID OVERTHINKING OR BUILDING STORIES; INSTEAD, TRUST THEIR INTUITION IN THE MOMENT.

STEP 9: REPEAT COMPARISONS FOR CLARITY

- IF NECESSARY, PARTICIPANTS CAN REPEAT THE PROCESS FOR FURTHER CLARITY AND REFINEMENT, CONTINUING TO PRIORITIZE VALUES UNTIL THEY FEEL CONFIDENT IN THEIR CHOICES.

BY FOLLOWING THESE STEPS, YOU CAN EFFECTIVELY IDENTIFY YOUR CORE VALUES USING THE COMPARATIVE ANALYSIS METHOD .