



**Achieving Business Success
through Neuro Linguistic
Programming (NLP)**

Website: www.btsconsultant.com

Email: info@btsconsultant.com

Telephone: 00971-2-6452630

Achieving Business Success through Neuro Linguistic Programming (NLP)

Course Summary:

Neuro Linguistic Programming has discovered how people learn, how people think, and how people do things excellently. NLP is the difference that makes the difference, between those who excel and those who get by; it will give participants new skills to communicate, motivate, influence, negotiate, lead, and empower. This course will offer participants the opportunity to significantly improve in all aspects of their business and social activities.

Who Should Attend?

Managers, Executives, Managers, Team Leaders, Superintendents, Chief Engineers, Senior Engineers, Newly Qualified Engineers, Plant Managers, Project Managers, Quality Managers, Technical Managers, Supervisors, Financial Officers and Controllers, Process Managers, Strategic Planning Managers, Key Personnel, Champions, Officers, Supervisors, Department Heads, Engineers, Foremen, anyone in managerial and administrative positions, Engineering Professionals, Project and Design Engineers, Technical Operational Staff, Technical Sales Staff, Research and Development Professionals, Technical Personnel, Maintenance and Supervisory Managers, Maintenance Planning Staff, Technical Managers, Project team members

Course Objectives:

By the end of this course, delegates will be able to:

- Change unwanted behaviors and habits in positive ways
- Recognize and use powerful language patterns
- Enhance their performance at meetings, negotiations, and presentations
- Influence, lead, empower and motivate others
- Develop creativity and flexibility in day-to-day business
- Utilize and change perception of time
- Build and maintain rapport which is the key to successful relationships
- Increase flexibility of behavior

Course Outline:

Defining Neuro Linguistic Programming (NLP)

- Understand the definitions, principles and benefits of NLP and its use in business
- Five Pillars of NLP and how they apply across so much of everyday life
- Enhancing your business and personal success

Self-Management

- Develop greater flexibility to respond to your environment
- Motivate and manage yours and others emotions
- Know how to set well-formed outcomes/goals and take action

Effective Communication and Influence

- Exceeding your goals and expectations by excelling in the way you communicate and influence
- Building rapport quickly with everyone you interact with
- Improving results by challenging what limits your performance

Solving and Resolving Problems and Conflicts

- Build good quality relationships
- Replacing conflict with co-operation
- Become more creative and embrace change and new challenges
- Effectively take problems through to solutions

Interpersonal Relationship Skills

- Improve personal supervision/appraisals and discipline of staff
- Become an effective team member and leader of a team
- How to recognize and change limiting beliefs
- Working with "parts" - what happens when you can't make a decision?