



The Northern School of NLP



*NLP Practitioners
at Work*

An explanation booklet for employers



Working with your future in mind



What is NLP?

“NLP is first and foremost an **ATTITUDE** characterised by

- the state of curiosity
- the sense of adventure
- and a desire to look at life as a rare and unprecedented opportunity to learn

NLP is a **METHODOLOGY** based on the overall understanding that all behaviour has a structure ... and that structure can be modelled, learned, taught and changed - or in other words re-programmed.

NLP has evolved an innovative **TECHNOLOGY** enabling the practitioner to organise information and perceptions in ways that allow them to achieve results that were once inconceivable.”

Richard Bandler - Co Founder of NLP

NLP Practitioners work ... in almost every field you can think of:-

actors, accountants, artists, athletes, bankers, barristers, coaches, consultants, corporate directors, counsellors, doctors, interviewers, lawyers, lecturers, line managers, manufacturers, nurses, physiotherapists, police officers, probation officers, project managers, sales people, school pupils, social workers, solicitors, sports coaches, supervisors, teachers, therapists, trainers, vicars, writers ...



Background

Why should you offer your organisation's support?

You may already have heard about Neuro Linguistic Programming, and know of its potential to improve significantly relationships and communication. However before you recommend support, consider how your organisation could benefit from your employee's NLP learning.

Because NLP knowledge and skills provides :

- **a means of improving our communication with ourselves and with others**
- **a way of making sense of how we and others experience the worlds we find ourselves in**

and offers

- **ways of appreciating and working with differences, as well as building upon the similarities - within systems, structures, groups and individuals.**

The NLP Practitioner Programme Outcomes

This 20 day programme, recognised by the UK's national association ANLP, is the first level of NLP learning.

Specifically, by the end of the course, participants will have learnt how to:

- *determine enduring goals*
- *create and maintain rapport, even with the most challenging people*
- *manage own attitude and responses in given situations*
- *use language in a way that develops relationship*
- *make available far wider sources of information on which to base responses and decisions*
- *apply models and frameworks to a variety of apparently problematic situations*



Our Underlying Thinking

Knowing is held at a high premium. We get points for Knowing. Interviews, exams, promotions are judged on our current knowledge and skills.

Because of this, Not-Knowing can be regarded as shameful incompetence and inadequacy - to be avoided and certainly not revealed.

But new knowledge and skills lie in the area of Not Knowing. To learn we need to travel into the unknown, away from existing certainty.

To learn successfully we need to become comfortable with confusion, uncertainty and ambiguity.

Excellent Learners regard Not Knowing as a familiar and desirable sensation and thrive!



Preparing to take the plunge ...



Blind Man Walking - finding out how we instinctively respond to experiencing an unknown world.

Moving from the need for certainty to the tolerance of ambiguity is the journey all Learners need to make.

Being confidently off-balance long enough to make new connections is one of the most valuable of life skills.

Being out our depth, knowing that we have the resources to manage ourselves, is the passport to freedom - giving us access to all that hid behind our limitations.

Knowing that we can apply this learning to physical, emotional, mental and spiritual areas opens up enormous possibilities to develop ourselves further.



What does your business gain?

Direct Benefits

As a result of this programme, your business will gain directly from an employee who:

- *has increased energy and a calmer confidence*
- *can be more reliably trusted with sensitive situations*
- *can acquire and process information more effectively*
- *tackles problems in a more controlled manner*
- *is more self managing*
- *takes appropriate responsibility for own actions*
- **and** *who not only expands his or her own emotional intelligence, can facilitate this development in others*

In addition, and arguably most importantly, an employee who has become much more aware of themselves as an active and effective Learner. Someone who

- *is more curious and enquiring*
- *less likely to accept situations at face value*
- *is equal to new challenges*
- **and** *who is resourceful in ambiguity and confusion*

Indirect Benefits

Less obviously, you are likely to find that your employee becomes more

- *positive and responsive to finding solutions*
- *accountable and self determining*
- *independent and creative*

Strong claims and confidently made .



What do you get for your investment with us?

Quality Training

Our trainers Fran Burgess and Derek Jackson both have over 17 years experience in learning and training in NLP within their business development consultancy. Having trained themselves with all the leading NLP developers, they combine their experiences with their own practical and original thinking.

A Unique Programme

Our particular programme has been designed to develop the Learner within our participants, to increase self management abilities and through this to be much more effective with others - an approach different from all other providers.

This successful formula is going from strength to strength. Building on the feedback of the previous programme and then each time adding our own new learning, every programme continues to deepen in quality and provide a unique experience for each group.

Learning Support

Over and above the standard fare, we provide

- extensive pre-programme materials + a Logbook for ongoing reviews
- a 150 page manual + knowledge quizzes
- a learning project - *which could be work based*
- ongoing coaching and support
- inventive teaching approaches
- 1:1 personal explorations if required

Scuba Diving

To add to all of this, we are also the only School to provide the surprising chance to discover scuba diving. Our structured experience gives Learners another opportunity to learn more about how they approach something new, how they respond to going out of their depth and how they manage themselves in the process. It proves to be an exceptional and memorable experience.

What do others say?

“This course has been superb for me in many ways. Some of which are, the honesty, integrity, humour, and professionalism of the trainers; the excellence of the material and its presentation; the empathy shown to me on my journey; plus much much more.

Ralph Bracewell Engineer

“This programme and the unique way it has been run, has opened my eyes to ways of working with people that can really make a difference”

**Sharon Kennedy
Business Consultant**

“A truly wonder exploration into self and others that will amaze, inspire and leave you longing for more. If you have to choose one course that will re-shape your model of the world - this is it - delivered with flair, panache, warmth and humility. ”

**Crawford Mack
Business Consultant**

“It has quite simply been one of the most rewarding experiences I have ever had.”

**John Alexander
Corporate Sales Trainer**

“An opportunity to investigate how you work, and to explore and expand your horizons - and a complete set of tools to help you shape your future. Be prepared for some surprises!

**Hugh Sadler -
MD Training Company**

“Being able to communicate with staff I have had problems with has been very beneficial and a real convincer”

**Brian Groves
Social Services Manager**

“I came away from this course with far more than I could possibly have imagined. On the work front, I am so much more aware of the impact of my actions”

**Margaret Caton
Senior Probation Officer**



CHECK OUT OUR
WEBSITE FOR MORE
INFORMATION
www.nlpand.co.uk

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