SYLLABUS

Introduction to Neuro Linguistic Programming

Duration: 5 Days (Total: 20 Hours)

Contents

1.0 Course Overview

This foundational NLP training introduces learners to the **principles and tools of Neuro-Linguistic Programming** — a model of how we communicate, think, and change. It focuses on enhancing self-awareness, communication skills, and personal transformation through NLP techniques.

2.0 Learning Outcomes

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

- Understand the core principles and history of NLP
- Identify representational systems and language patterns
- Apply NLP techniques for effective communication and emotional control
- Use anchoring and reframing to shift mindset and behavior
- Integrate NLP tools into goal setting, coaching, and everyday interactions

3.0 Training Methodology

- Interactive Demonstrations
- Role Play and Partner Practice
- NLP Technique Drills
- Guided Visualization Exercises
- Reflective Journaling and Group Discussion

4.0 Foundations of NLP and Its Applications (3 Hours)

Objectives:

- Understand what NLP is and how it can be applied personally and professionally

Topics Covered:

- What is NLP? Origins and Developers
- The NLP Communication Model
- Presuppositions of NLP

- The Power of Language and Perception
- Applications in Coaching, Business, Therapy, Education

Activities:

- Discussion: NLP myths and truths
- Visualization: How thoughts influence results
- Quiz: NLP model terminology and concepts

5.0 Representational Systems and Sensory Acuity (3 Hours)

Objectives:

- Learn how people internally represent experience and how to observe them

Topics Covered:

- VAK Model: Visual, Auditory, Kinesthetic Preferences
- Eye Accessing Cues
- Building Rapport Through Matching Systems
- Sensory Acuity and Calibration Techniques

Activities:

- Partner Practice: Identify dominant representational systems
- Task: Practice mirroring language and body language
- Drill: Eye cue observation and decoding

6.0 Language Patterns and Communication (4 Hours)

Objectives:

- Explore how NLP language patterns shape influence and clarity

Topics Covered:

- The Meta Model: Challenging Limiting Language

- Milton Model: Hypnotic Language Patterns

- Chunking Up & Down

- Sleight of Mouth Patterns

- Embedded Commands and Language of Influence

Activities:

- Role Play: Meta Model questioning

- Exercise: Reframing limiting beliefs using sleight of mouth

- Challenge: Use embedded commands in a mock pitch

7.0 Anchoring, Reframing, and State Management (3 Hours)

Objectives:

- Use NLP tools to shift mental and emotional states

Topics Covered:

- Anchoring Positive States (Visual, Auditory, Kinesthetic)

- Collapsing Anchors Technique

- Content vs Context Reframing

- State Elicitation and Change

- Building Personal Resource States

Activities:

- Guided: Create a physical anchor for confidence

- Group Task: Practice reframing negative thoughts

- Partner Exercise: Trigger and stack empowering states

8.0 Goal Setting and Behavior Change Models (3 Hours)

Objectives:

- Set outcomes and model excellence using NLP frameworks

Topics Covered:

- Well-Formed Outcomes vs Traditional Goals
- Outcome vs Process Thinking
- Logical Levels of Change (Robert Dilts' Model)
- Strategies for Habit Change and Modeling Excellence

Activities:

- Worksheet: Create a well-formed outcome
- Lab: Align goals using Logical Levels
- Group Challenge: Reverse-engineer excellence from a role model

9.0 Applying NLP in Real-Life Scenarios (2 Hours)

Objectives:

- Bring all techniques together for practical integration

Topics Covered:

- NLP for Confidence and Public Speaking
- NLP in Conflict Resolution and Negotiation
- NLP in Coaching and Leadership
- Ethical Use of NLP in Influence and Relationships

Activities:

- Simulation: NLP coaching conversation
- Practice: Rewire a personal limiting belief
- Discussion: NLP's role in leadership and change

10.0 Conclusion and Wrap-Up (1 Hour)

Key Takeaways:

- Reflect on NLP tools and how they empower growth

Final Activities:

- Showcase: Present your favorite NLP tool and how you'll use it
- Certificate Distribution
- Feedback and Reflection: "My NLP Mindset Shift"