



# **NLP Practitioner and Coach Certification**

**CREATED BY:**  
**EDIT RODAS-CARROLL**

2012



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# **NLP Practitioner and Coach Certification 2012**

## **Module I: NLP Basics**

- What is NLP?
- Practitioner Standards
- Ten Assumptions of Excellent Communicators
- Top 5 Communication Problems
- Software of the Brain
- Communication Model
- Acuity and Calibration
- Rapport, Pacing and Leading
- Listening
- Sensory Modalities [ V A K Ad ]
- Remembering Names
- Translating Ideas
- Flexibility in Formatting
- Changing Channels
- Overlapping
- Non-Verbals for Trust and Credibility

## **Module II: How to Handle Difficult People**

### **Elements in Taking Care of Yourself and Others [Part 1]**

- Physiology
- Emotional Resources
  - Association / Dissociation
  - Perceptual Positions
- Mental Flexibility
- External Focus of Attention
- Anger / Glad words

### **Proactively Build Relationships for the Future**

- Ten Assumptions of Excellent Communicators
- Staying Neutral and Resourceful
- Mask Exercise



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## **Module II:      How to Handle Difficult People (Cont'd.)**

### **Understanding Difficult People**

- Finding Interests Underlying Opinions and Goals of Difficult People
- Criteria
- Brain Filters [Meta Programs]
  - Toward / Away
  - Internal / External
  - Options / Procedures
  - Convincing
- Automatic Responses
- Reframing
- Emotional Intelligence and Relationships: The Satir Insights
  - Blamer / Placator / Irrelevant / Super Reasonable

### **Show Them You Care**

- The Four Best Strategies for Dealing With Troublesome Behavior
- Avoid the Most Common Pitfalls
- Prevent Perception of Indifference
- Use Expert Listening Skills
- Know How and When to Stay with Their Experience
- Use Good Questions to Keep the Lines of Communication Open
- Managing Differences of Opinion
- Sensory vs. Non-sensory Language
- Request and Complaints
- Positive Feedback
- Dissolving Anger
- Egging them on (Recalling a satisfying experience)



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## **Module II: How to Handle Difficult People (Cont'd.)**

### **Elements in Taking Care of Yourself and Others [Part 2]**

- Anchoring
  - Sphere of Excellence
  - Couple Anchoring
  - Add a Resource
  - Change History
  - Stacking
  - Collapsing
- Dissociation
  - Slight
  - Spatial
  - Visual

## **Module III: Communication for Families and Teams**

### **Gathering High Quality Information [Meta Model]**

#### **“Chunking” Bits of information**

#### **Descriptive vs. Evaluative Language (Fact or Fiction)**

#### **Using Neutralizing Language**

#### **Giving Constructive Feedback**

#### **Accepting Feedback**

#### **Handling Criticism**



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## **Module IV: Imprecision by Decision**

### **Milton Model**

- Nominalizations
- Deletions
- Linkage
- Association of Conscious and Unconscious
- Embedded Commands
- Selectional Restrictions
- Simple Presuppositions
- Complex Presuppositions

### **Metaphor Creation**

### **Submodalities**

- Analogue and Digital
- Critical and Driver
- Exploration Exercise
- Mapping Across
- Time Line
  - In Time / Through Time

## **Module V: Strategies and Coaching**

### **Strategy elicitation**

- TOTE
- Well Formedness Conditions for Strategies
- Application
  - Detection
  - Elicitation
  - Utilization
  - Installation



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## **Module V: Strategies and Coaching (Cont'd.)**

### **History of Coaching**

- Taking Care of Yourself [Review]
- Basic Coaching Questions
- Ecology Questions
- Parts and Congruency
  - Virginia Satir [Review]
  - Eliciting and Sorting Polarities
  - Visual Squash
  - Pacing Incongruence
  - Reverse Pacing Incongruence

### **Coaching Tools**

- Logical Levels (Dilts & Bateson)
- Ladder
- Wheel
- New Behavior Generator
- As If
- Swish

### **Coaching Sessions**

- 2 interventions with client

### **Required Reading**

- Biology of Belief (Dr. Lipton)
- Speed of Trust (Covey)
- Words that Change Minds (Rose-Charvet)
- Mistakes Were Made, but not by me (Tavris and Aronson)
- How Coaching Works (O'Conner and Langes)
- 6 Billion Others: Portraits of Humanity from Across the World (Arthus-Bertrand)



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**33 days / 130 hours of live classroom instruction**

Jan. 9 - 10	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Jan. 23 - 24	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Jan. 30 - 31	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Feb. 6 - 7	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Feb. 13 - 14	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Feb. 21	(Tues.)	9:30 a.m. – 1:30 p.m.
Feb. 27 - 28	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Mar. 5 - 6	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Mar. 19 - 20	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Mar. 26 - 27	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Apr. 2 - 3	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Apr. 9 - 10	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Apr. 16 - 17	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Apr. 23- 24	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
Apr. 30 - May 1	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
May 7 - 8	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m.
May 14 - 15	(Mon. – Tues.)	9:30 a.m. – 12:30 p.m. *CERTIFICATION*
May 21 - 22	(Mon. – Tues.)	9:30 a.m. – 1:30 p.m. *Make Up if needed*
May 29	(Tues.)	9:30 a.m. – 1:30 p.m. *Make Up if needed*



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**Name:**

**Address:**

**Phone Number:**

**E-mail Address:**

**Investment:**

\$3,300 per participant

10% discount [\$330 off = \$2,970 per participant] for registration prior to December 02, 2011

10% discount for groups of 3 or more

**Trainer:**

Your principal trainer will be Grant Hill, Senior Instructor of NLP Coaching and Training International.

**Satisfaction Guarantee:**

NLP Coaching and Training International offers a 100% satisfaction, no questions asked guarantee for all of its certification trainings. Attend the entire first 2 weeks. If you're not completely satisfied, simply tell us and your tuition will be fully refunded. Thereafter, the remainder of the tuition may be applied to future trainings.

If anything unexpected should occur, whether it is related to health, family or work, etc., that prevents you from completing the training you have begun, you can choose from among our other training formats and register for the "same" course with no additional charge.

If you are paying by check or money order, please make it payable to NLP Center International.

**Cancellation:**

In case of cancellation, any tuition paid (less a \$100 administration fee) is transferable to another person of your choosing for this year's Practitioner training or to another NLP Coaching and Training International's Practitioner Training for a period of two years.

*Note:* We reserve the right to deny entry into this program. We also reserve the right to dismiss any participant who disrupts the educational flow of the training program.

**By submitting this registration form you agree that you have read the above agreement and agree to these terms.**

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



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## METHOD OF PAYMENT

Check [Payable to NLP Center International]

Charge to:

Master Card

Visa

American Express

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Number:

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Expiration Date and CVS #:

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Signature: \_\_\_\_\_

Date: \_\_\_\_\_