



OR Training & Personal Development Ltd

# *NLP Coaching Skills Diploma*



23rd September 2017 - 19th November 2017

Syllabus & Seminar Timetable





# NLP COACHING SKILLS DIPLOMA

**NLP IS A POWERFUL AND PRACTICAL SET OF SKILLS, TECHNIQUES AND ATTITUDES FOR ACHIEVING BETTER RESULTS IN LIFE (EITHER PERSONALLY OR PROFESSIONALLY); COMMUNICATING EFFECTIVELY; AND LEARNING HOW TO CREATE REAL AND SUSTAINABLE CHANGE FOR YOURSELF OR OTHERS.**

Often described as 'The User's Manual For The Mind', Neuro-Linguistic Programming (or NLP) enables you to become more aware of your own habitual patterns of thinking (Neuro), communication (Linguistic) and behaviour (Programming) and by learning where, when and how to make small changes, you can improve your results in whatever area of your life, career or relationships with other people that you choose.

By becoming aware of these patterns in other people, you can also increase your ability to understand, influence and effectively engage with them.

NLP skills and methodologies are now widely used to improve outcomes in areas as diverse as Business, Health, Education, Politics, Community Development & Sport and NLP principles are at the heart of the approach taken to developing the Northern Ireland Programme for Government.

Learning NLP has become an essential element in professional development programmes for Leaders and Managers and it is a key part of the toolkit for many Life, Executive and Leadership Coaches, Trainers and Consultants.

This 3 Seminar (6 Day), NLP Coaching Skills Diploma will give you an excellent grounding in the skills you need to begin making a real difference for yourself and others with NLP.

If you are already NLP qualified it also gives you the opportunity to deepen your existing knowledge and skills as a CPD programme.

We offer discounted rates to students who are already NLP qualified and we also have a special rate for courses booked as in-house development programmes for Charities and Third Sector organisations.



## **Have A Look At What People Are Saying About Us:**

*Michael is one of the most inspirational trainers I have ever had the pleasure of training with, the training is informal but packed full of practical knowledge and very key information to be the best version of a practitioner you can be. The 9 months I spent training with Michael were really worth it, not only benefitting my life but those of my family and others I have coached along the way.*

*Couldn't recommend Michael more highly.*

**Patrick Cordell. Art of Brilliance Trainer, Advanced NLP Practitioner and Winner of the 2017 UK NLP In Education Award.**

*'With NLP change need not be a daily struggle fuelled by willpower; change is within my own reach and I can choose how I feel, behave and react. Michael shines with enthusiasm, integrity and generosity of spirit. He is a great teacher of NLP and creates a safe space for learning and practice.'*

**Alana Jones. Workplace Solutions: Executive Coaching; Training; Organisational Development**

*'I first got in touch with Michael about a year ago as I've always been interested in NLP but didn't know much about it. I finally recently attended his Live It or Lead It programme and the results for me began immediately.*

*The biggest tribute I could pay to Michael is to say that he's a guy who knows so much he could bowl you over; but he doesn't. Like any good facilitator or coach Michael finds a way to transfer learnings in an engaging and simple fashion.'*

**Craig Thompson. Director, Vibrant Talent Development**

*'Michael is an exceptional communicator, who is passionate about NLP and very knowledgeable on the subject. The combination makes for an outstanding trainer!'*

**Cathy Mullan. NLP Trainer & Coach**



*'Michael is one of those rare individuals who can captivate an audience with outstanding presentation skills and make the complex seem simple. He has an expert knowledge of NLP which together with his passion for the subject and his skill in training makes him an excellent trainer for anyone seeking to learn more about NLP.'*

**Peter Maunder. Director, Ethical Learning**

*'Some people you remember. Michael made a powerful impression on me the moment he started presenting. He not only cares genuinely about his work and those he leads but is an expert NLP Trainer, a professional and genuinely honest person. Michael embodies the best of NLP, high values, skill, is a model of success, a fantastic Coach and a really nice guy'.*

**Joanna O'Brien. Career Consultant at Inside Out NLP Coaching**

*Life changing. Since completing the Advanced NLP Practitioner Programme, people have commented: "Even though you were a great coach beforehand, it's on a whole new level. It's natural and you have loads of confidence in your approach and you use it for the better good in helping others. It's just helping you get to a new level of excellence!"*

**LMcK**

**Get In Touch To Find Out More**

If you'd like to find out more and learn these powerful and practical skills for yourself or for your organisation, you can contact us directly at **michael@liveitorleadit.com** or call us on **07833230136** or visit our website [www.liveitorleadit.com](http://www.liveitorleadit.com)

**YOU CAN FIND OUR 2017 PROGRAMME TIMETABLE & SYLLABUS BELOW**



## DIPLOMA 1 - NLP COACHING SKILLS DIPLOMA

This 3 Seminar (6 Day), NLP Coaching Skills Diploma will give you an excellent grounding in the skills you need to begin making a real difference for yourself and others through coaching with NLP.

### **SEMINAR 1**

Live It OR Lead It: An Introduction to NLP

### **SEMINAR 2**

Skills For Change

### **SEMINAR 3**

Influencing By Understanding and Assessment

## **NLP COACHING SKILLS DIPLOMA:**

FULL COST: £750

CHARITY/3RD SECTOR COST: £700

GRADUATE CPD COST: £600\*\*

\*\* TO QUALIFY FOR THE GRADUATE CPD PRICE YOU MUST ALREADY BE  
A CERTIFIED NLP PRACTITIONER FROM A RECOGNISED SCHOOL



# NLP COACHING SKILLS DIPLOMA

**Seminar 1:**

**2 days**

**23/24 September 2017**

## **Introducing NLP**

Learn to plan the changes you want, set more effective goals, get on more easily with others, change patterns of thought and behaviour, and produce more of the results you want in your life.

- Core Skills of Neuro-Linguistic Programming
- Presuppositions
- Outcomes
- Rapport
- Representational Systems
- Modelling
- Anchoring
- Dealing with Difficult People
- Simple Belief Change

**Seminar 2:**

**2 days**

**21/22 October 2017**

## **Skills For Change**

Learn the change processes to shift negative states, phobias, unconscious habits, conflicts, and bad habits. More importantly, learn the key skills which actually make them work

- Anchoring – Sensory Acuity
- Calibration
- Eliciting States
- Setting and Testing Anchors
- Collapse Anchors
- V/K Dissociation
- Six Step Reframing
- Visual Squash
- Swish.

**Seminar 3:**

**2 days**

**18/19 November 2017**

## **Leading By Understanding and Assessment**

Learn how to see the world from others' points of view to find the best way forward. Discover how to motivate. Become a skilled negotiator and mediator. Assessment practice and coaching.

- Perceptual Positions
- Triple Description
- Sorting Categories
- Congruence Signals
- Criteria
- Metaprogrammes
- Negotiation and Mediation
- Self, peer, tutor and trainer assessment process.



## OUR LEAD TRAINER & CONSULTANT

Michael Dunlop is a (twice) certified NLP Trainer and Master Practitioner. In addition to his Coaching and Professional Consultancy work, Michael is also a Visiting Lecturer at the University of Ulster on 'Developing Leadership Competencies' at Masters Degree Level and has worked with some of NI's most recognisable organisations in the Public, Private and 3rd Sectors.

Michael is also the NI Ambassador for the Association For Neuro-Linguistic Programming (ANLP), the Association for NLP Professionals.

## OR TRAINING & PERSONAL DEVELOPMENT LTD

At OR, we believe in the power of choice.

You can put up with the same old issues, problems and frustrations in your life, work or organisation...

### OR

You can choose to **do something different**.

We work with people and organisations who are ready to make a difference and get better results in life.

With our particular expertise in **Neuro-Linguistic Programming (NLP)**, Leadership & Systems Thinking Skills, we provide **NLP Coaching, Training & Consultancy** for both individual clients and organisations to help you to think, communicate, and act more effectively, to improve your results and to empower you to meet the challenges of life and work with confidence.

Alongside our training, coaching and consultancy with individuals, groups and businesses we also work 'in-house' with some of Northern Ireland's most recognisable organisations in the Public, Private and Third Sectors.

### What can we do to help you make a difference?

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