



OR Training & Personal Development Ltd

*Advanced  
NLP Practitioner  
Programme*



May - December 2018

Syllabus & Seminar Timetable





# ADVANCED NLP PRACTITIONER PROGRAMME

**NEURO-LINGUISTIC PROGRAMMING (OR NLP), IS A POWERFUL AND PRACTICAL SET OF SKILLS, TECHNIQUES AND ATTITUDES TO HELP YOU BECOME MORE EFFECTIVE IN YOUR LIFE EITHER PERSONALLY OR PROFESSIONALLY.**

If you're ready to make this the year that you really do something for your own personal or professional development;

Or if you're looking to improve your results, achieve more of your outcomes and become more effective at what you already do;

Or if you're searching for a practical way to enhance your career or even start a new one helping other people to get the most out of life;

Our 2018 Advanced NLP Practitioner Programme could help you make all the difference you need.

As 'A User's Manual For The Mind', NLP studies how our often habitual patterns of thinking (Neuro), communication (Linguistics) and behaviour (Programming) shape our unique experience of life and our interactions with other people. By becoming more aware of your own habitual patterns and learning where, when and how to make small changes, you can begin to improve your results in whatever area of your life, career or relationships that you choose.

By becoming more 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.

As the most comprehensive NLP Practitioner Programme available in Northern Ireland, it is designed to equip you with the knowledge and practical expertise you need to be confident in applying your skills in the real world and is recognised by the Association of Neuro-Linguistic Programming (ANLP), the Association for NLP Professionals.

Alternatively, you can choose to complete any of the **3 Professional NLP Diplomas** that make up the **Advanced NLP Practitioner Programme**, as a standalone course.

This is a great way of completing the full Practitioner Programme at your own pace.

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



## 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

## DIPLOMA 2 - NLP DIPLOMA IN CHANGE LEADERSHIP

Enhance your ability to create change with yourself and others. Learn the skills of Modelling excellence and use those skills to help others improve their own performance. Identify and change the limiting beliefs that hold people & organisations back. Learn how complex systems work and how developing Systems Thinking can greatly enhance your success in creating change.

### **SEMINAR 4**

The Art Of Excellence

### **SEMINAR 5**

This Is My Truth Now Tell Me Yours

### **SEMINAR 6**

Systems Thinking For Leading Change and Assessment

## DIPLOMA 3 - ADVANCED NLP SKILLS DIPLOMA

Deepen your understanding of language and use your enhanced language skills to create change for yourself and others. Learn the art of asking precision questions and take your mastery of spoken language to a new level of competence. Explore the Unified Field & learn how all the different skills and methodologies of NLP connect up to give you one unified model big enough and powerful enough to deal with any issue or achieve any goal.

### **SEMINAR 7**

The Meta Monster... And How To Tame It

### **SEMINAR 8**

To Be Or Not To Be... What Was The Question?!

### **SEMINAR 9**

The Unified Field and Advanced Practitioner Certification



# NLP COACHING SKILLS DIPLOMA

**Seminar 1:**

**2 days**

**12th/13th May 2018**

## **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**

**2nd/3rd June 2018**

## **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**

**30th June/1 July 2018**

## **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.



## **NLP DIPLOMA IN CHANGE LEADERSHIP**

**Seminar 4:** **2 days** **4th/5th August 2018**

### **The Art Of Excellence**

Modelling human skills is the heart of NLP. Discover how to learn the skills you really want from top performers. Complete your own original modelling research project and learn how to write it up professionally. Learn Skill Transfer by the most effective Modelling Strategies:

- Perceptual Positions
- Implicit and Explicit Modelling
- TOTE Elicitation Questions
- Multilevel Modelling
- Cognitive Strategy Elicitation
- Professional Writing-up

**Seminar 5:** **2 days** **1st/2nd September 2018**

### **This Is My Truth, Now Tell Me Yours**

Learn how to identify limiting beliefs and replace them with beliefs that truly empower you. Discover the freedom of being able to re-write the belief systems that drive your life.

- Belief types & Neurological Levels
- Identification of Limiting Beliefs
- Creating Well-Formed Beliefs
- Belief Change Processes:
  - Linguistic
  - Generative
  - Submodality
  - Re-imprinting.

**Seminar 6:** **2 days** **6th/7th October 2018**

### **Systems Thinking for Leading Change and Assessment**

Systems Thinking enables you to understand how the complex systems of the world actually work, from individual to organisational and global. Assessment practice and individual coaching.

- General Principles
- Feedback Loops
- Building Systems Models
- Diagnosis and Intervention
- Beer's Viable System Model
- Senge's Archetypes
- Second assessment process.



## ADVANCED NLP SKILLS DIPLOMA

**Seminar 7:** **2 days** **27th/28th October 2018**

### **The Meta Monster... And How To Tame It**

Learn how language works and the art of precision questions. Discover how to listen to the patterns of language that tell you which questions to ask next. These powerful language skills give you the edge.

- Surface, Deep, and Reference Linguistic Structures
- Recognition and Information Gathering Skills for Deletions, Distortions and Generalisations
- 14 Patterns of Meta Model 1 and 2
- Generating Precision Questions
- Softeners.

**Seminar 8:** **2 days** **17th/18th November 2018**

### **To Be OR Not To Be... What Was The Question?**

Learn how to speak more effectively. Take your mastery of spoken language to a new level of competence by learning the skills of Milton Erickson, the world's leading medical hypnotist

- Content and Context Reframing
- 12 Sleight of Mouth Patterns
- 22 Linguistic Patterns of the Milton Model
- Simple Trance Induction
- Voice Tone Control
- Design and Delivery of Metaphor

**Seminar 9:** **2 days** **8th/9th December 2018**

### **The Unified Field and Practitioner Certification**

Learn how all the different skills connect up to give you one unified model big enough and powerful enough to deal with any issue or achieve any goal. Practitioner Certification

- Learn how to use Timelines
- Neurological Levels
- Perceptual Positions and the Meta Mirror to identify the differences that make the difference, consciously or intuitively
- Final Practitioner Assessment
- Celebration



## **ADVANCED NLP PRACTITIONER PROGRAMME**

(Awarded on Successful Completion Of All 3 Diplomas):

FULL COST: £1,995 (IF PAID IN FULL BEFORE THE PROGRAMME STARTS);

CHARITY/3RD SECTOR COST: £1,800 (IF PAID IN FULL BEFORE THE PROGRAMME STARTS);

GRADUATE CPD COST: £1500\*\* (IF PAID IN FULL BEFORE THE PROGRAMME STARTS)

TO SUIT YOUR OWN DEVELOPMENT NEEDS YOU CAN ALSO CHOOSE TO COMPLETE EACH DIPLOMA SEPARATELY AS A STANDALONE COURSE:

### **NLP COACHING SKILLS DIPLOMA:**

FULL COST: £750

CHARITY/3RD SECTOR COST: £700

GRADUATE CPD COST: £600\*\*

### **NLP DIPLOMA IN CHANGE LEADERSHIP:**

FULL COST: £750

CHARITY/3RD SECTOR COST: £700

GRADUATE CPD COST: £600\*\*

### **ADVANCED NLP 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

**A PAYMENT PLAN IS ALSO AVAILABLE ON REQUEST**



## **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](mailto:michael@liveitorleadit.com) or call us on **07833230136** or visit our website [www.liveitorleadit.com](http://www.liveitorleadit.com).



## OUR LEAD TRAINER & CONSULTANT

**Michael Dunlop** is an award winning\* NLP Trainer, Coach 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 Community & Voluntary Sectors.

Michael is also an International Ambassador for the Association of Neuro-Linguistic Programming (ANLP), the Association for NLP Professionals.

***'Best Organisational Training Provider' & 'Leadership Coach of the Year' at the 2017 Northern Ireland Enterprise Awards hosted by SME News***

## 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 Community & Voluntary Sectors.

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

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