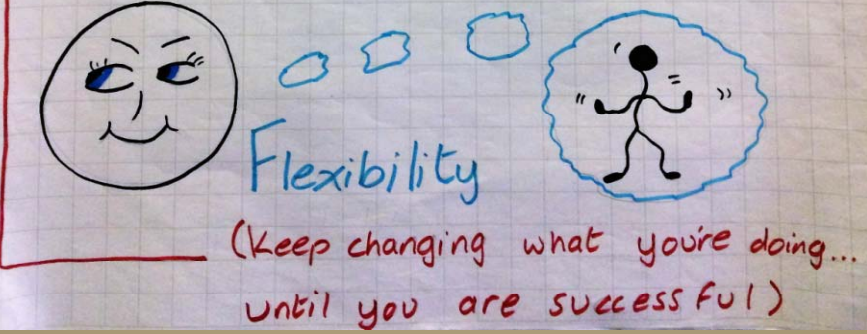
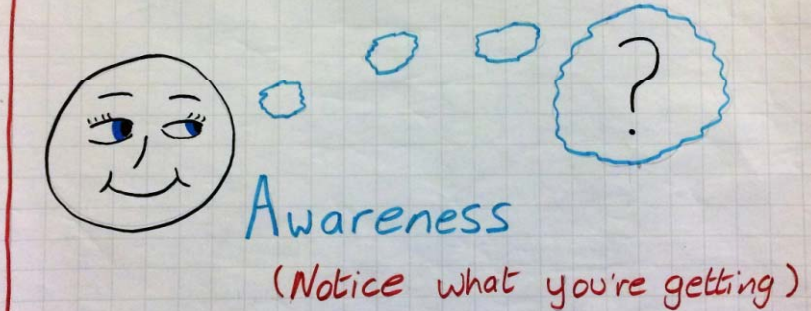
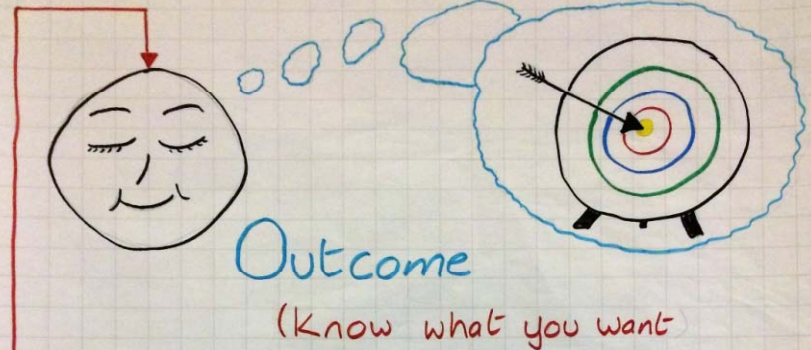


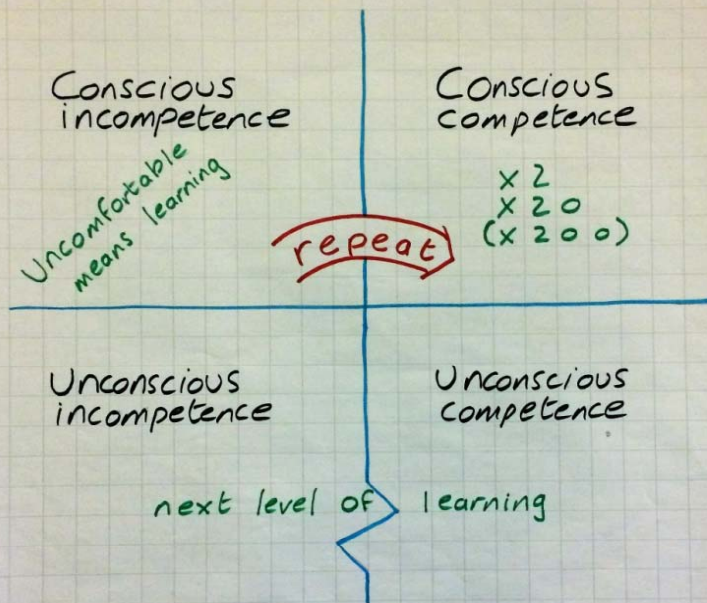


The 3 Skills of NLP





A Model for Learning



NB ~ Unconscious simply means out of conscious awareness

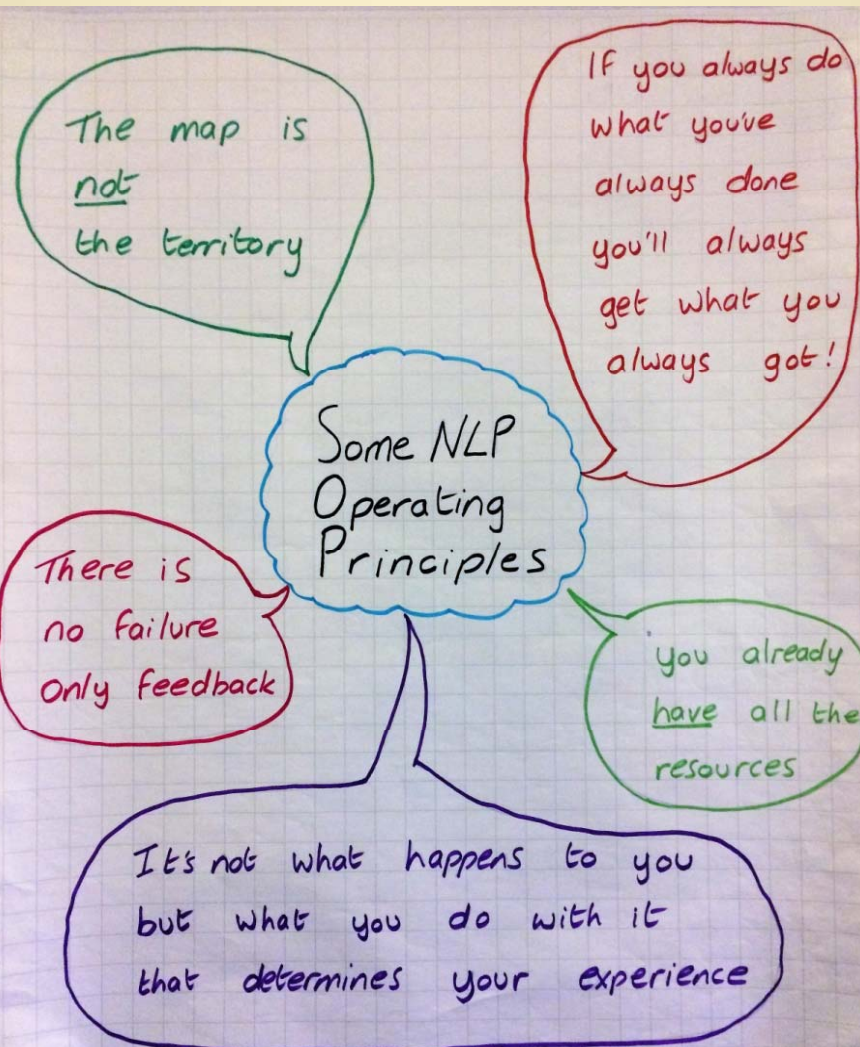


The Inner + Outer Worlds

Ken Wilber's 4 Quadrants

	Interior	Exterior
individual	mind subjective experience	brain body objective experience behaviour
collective	Culture values norms	external reality environment human systems

Ref: 'A Theory of Everything' Ken Wilber





Communication Influence



Body language 55%

Voice Tones 38%



Words 7%





Rapport = Relationship skills

Body Language (55%)

eye contact
face expression
head - angles
- moves
gestures
posture
breathing
speed

Voice quality (38%)

volume
tone
speed
breathing

Words (7%)

match key words





Outcomes

Ill Formed

Well Formed

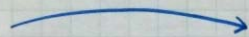
Negative



Positive

What would you rather have?
What would be better than...x?

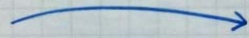
Yes...but



Ecology

If you could have it would you
take it?

Vague



Specific

Where and when do you want it?
Could you visualise it?

Unknown



Evidence

How would you know you'd got it?
What would you see, hear, feel?

Out of Control



Own Part

Is it within your control?
What can you do to achieve it?



Feedback Format



1. When you Context
2. Can I suggest Suggestion
3. Because this will get you Positive
(Toward)
4. And avoid Negative
(Away from)
5. Overall Positive
(Honest encouragement)

(With thanks to: Shelle Rose Charvet)