



OR Training & Personal Development Ltd

Making The Difference

Effective Leadership Skills

With NLP



Course Overview





Making The Difference

Effective Leadership Skills With NLP

"Leadership is about creating a World to which other people want to belong."

Gilles Pajou

NLP IS A POWERFUL AND PRACTICAL SET OF SKILLS, TECHNIQUES AND ATTITUDES FOR SETTING & ACHIEVING BETTER OUTCOMES IN LIFE (EITHER PERSONALLY OR PROFESSIONALLY); COMMUNICATING MORE EFFECTIVELY; AND CREATING REAL AND SUSTAINABLE CHANGE FOR YOURSELF & OTHERS.

Often described as 'A 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 learning where, when and how to make small changes to 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 proposed Northern Ireland Programme for Government.

Learning NLP has also become an essential part of the toolkit for Senior Leaders and Managers and is an integral component of many University Executive Leadership Programmes.

The NLP Well Formed Outcome Framework

Making The Difference is a 2 Day seminar open to anyone interested in becoming more effective both personally and professionally and discovering more about NLP and its real life practical applications in a senior leadership role.



WHAT YOU WILL LEARN

In this fully experiential 2 Day seminar, you will learn a framework to plan the changes you want to make, set more effective goals and outcomes, get on more easily with those around you, deal with difficult people and situations, change habitual patterns of thought and behaviour, and produce more of the results you want in a leadership role.

You will also learn and use the Well Formed Outcome Framework which will allow you to structure both individual and organisational problems and issues into well formed, achievable outcomes.

No prior knowledge of NLP is necessary although the motivation to learn, stretch yourself and have a lot of fun in the process is absolutely essential!

The Making A Difference seminar will give you with a solid grounding in the principles of NLP and provide with you with a practical and effective toolkit that you can apply to the areas of your life or work as a leader that matter most to you.

During this seminar you will learn how to:

- ✓ Manage your own emotional state in challenging or stressful situations
- ✓ Change limiting beliefs to more empowering ones
- ✓ Develop the art of asking key questions and turn 'issues' into 'outcomes'
- ✓ Learn new skills from other people with competency modelling
- ✓ Continually improve your own performance
- ✓ Create new options
- ✓ Develop an awareness of the main building blocks of thought and experience
- ✓ Use your body language to establish and maintain good working relationships
- ✓ Read the minimal cues that let you know how others are thinking
- ✓ Shift viewpoints between your own, another's and an observer's until you find the winning move



PROGRAMME TIMETABLE

Day One:

| | |
|----------------|---|
| 10:00am | Welcome |
| 10:15am | NLP & The Well Formed Leadership Framework |
| 10:30am | The 3 Key Skills For Self Efficacy |
| 10:45am | The Structure Of Experience |
| 10:55am | Learning Strategies For Success - Failure vs Feedback |
| 11:15am | Break |
| 11:30am | Operating Principles Of NLP |
| 11:45am | A Well Formed Model For Creating Change |
| 11:55am | Rapport Skills - Understanding, Influencing & Leading |
| 12:30pm | Lunch |
| 1:00pm | Well Formed Outcome Model |
| 1:30pm | Turning Issues into Outcomes. |
| 2:00pm | Ecology Testing & The Bigger Picture |
| 2:30pm | Specifics, Evidence Measures and Locus of Control |
| 3:00pm | Break |
| 3:15pm | Diagnostic Questions - What Stops You? |
| 3:30pm | Behavioural Competency Modelling (Using NLP) |
| 4:00pm | End |



PROGRAMME TIMETABLE

Day Two:

| | |
|----------------|---|
| 10:00am | Welcome & Q&A |
| 10:10am | Thinking Strategies & Submodalities - The Building Blocks of Experience |
| 10:25am | Resourceful States |
| 10:35am | Anchoring Resourceful States For Performance |
| 11:15am | Break |
| 11:30am | Perceptual Positions - Dealing With Difficult/Stressful Interactions |
| 12:15pm | Mental Rehearsal Skills |
| 12:30pm | Lunch |
| 1:00pm | Beliefs (Mental Models) - Empowering v Limiting Beliefs |
| 1:20pm | Changing Beliefs |
| 2:00pm | Logical Levels Of Leadership |
| 2:45pm | Support Systems For Self Efficacy & Wellness in Life & Work |
| 2:50pm | Core values, Purpose, Planning and the Learning Question |
| 3:00pm | Break |
| 3:15pm | Daily Reflection |
| 3:25pm | Daily Journaling |
| 3:45pm | Completion Certificates |
| 4:00pm | Close |



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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