



Five day Certificated Practitioner of Neuro-Linguistic Programming Workshop

WisdomTree Solutions is engaged in providing state of the art learning technologies to its clients. We make use of Neuro-Linguistic Programming (NLP), defined as science of achievement to enhance effectiveness of all the programs offered by us. We also offer core NLP programs conducted by some of the best trainers in the world.

We invite you to experience power of NLP and uncover your true potential.

Achieve your goals and success in life...discover a better you!



WisdomTree Solutions

Enabling Excellence! Changing Lives!!!

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What is NLP?

As defined by Wikipedia Neuro-linguistic Programming (NLP) is a *personal development system* developed in the early 1970s by Richard Bandler and John Grinder. It uses a mix of strategies, axioms and beliefs about human perception and subjective experience. NLP's core idea is that an individual's thoughts, gestures and words interact to create one's perception of the world (called maps of reality). By changing one's outlook, therefore, a person can change his attitudes and actions, hence, the results.

In NLP, Neuro is for nervous system and neurological responses. Language is the tool to describe and create experience and meaning. Programming can be equated to computer programs only in this case it refers to response systems of humans based on past experiences, value systems and external stimulus.

Richard Bandler and John Grinder studied three successful therapists Fritz Perls (originator of Gestalt Therapy), Virginia Satir (highly acclaimed family therapist) and Milton Erickson (famous hypnotherapist) to develop NLP. They "modeled" (a technique widely used in NLP) the therapists and developed special "patterns" for communication, rapport-building and self-improvement.



Strengthen...

- Goal setting
- Self Esteem
- Relationships
- Winning strategies
- Financial position
- Communication
- Personal RAPPORT & persuasion skills

Manage...

- Anger
- Anxiety
- Habits
- Stress
- Behavior
- Conflicts

Get rid of...

- Limiting beliefs
- Procrastination
- Phobias
- Chronic pain
- Trauma



What are various levels of NLP?

Though various training organizations develop their programs for specific target audience (which really is the purpose to create excellence), internationally the curriculum has been defined for four different levels.

These levels are

1. NLP Practitioner
2. NLP Master Practitioner
3. NLP Trainer
4. NLP Master Trainer

Hypnosis and Hypnotherapy though associated with NLP are generally covered under separate curriculum

1. Ericksonian Hypnosis/ Hypnotherapy Training

What will I learn in five days?

The program is of 20 sessions (4 per day) full of highly useful and practical NLP skills to enrich your life immediately. Following are some of the topics covered in five days:

THE KEY BELIEFS AND PILLARS THAT NLP IS BUILT ON

- Empowering beliefs that will alter your life
- The communication model that lets you see situations for what they really are

GOALS - the foundation of achievement

- How to set goals and achieve them to achieve success in all areas of life
- How to help others to do the same

RAPPORT - the foundation of influence

- Learn the facts about body language
- Learn how to use your voice to gain rapport, even on the phone
- How to disagree and yet keep rapport

REPRESENTATIONAL SYSTEMS - using our 5 senses

- Find out how we internally code our experience of the world
- Use this language to transform your ability to communicate with others
- How to tell HOW someone is thinking just by watching their eyes

SUB-MODALITIES - making your brain really work for you

- How to change unwanted beliefs, habits and feelings, including eating certain foods
- How to alter the meaning you place on things and events
- Learn how to permanently remove phobias

LANGUAGE PATTERNS -being focused with words

- Learn how to use presuppositions to impact on someone's experience
- Learn how to listen to everyday language to see how others limit themselves
- Learn how to ask the questions that can lessen or even solve problems
- Challenge peoples' objections gracefully
- Learn the secrets of the eminent hypnotist Milton Erickson

ANCHORING - the power to feel how you want

- How to control your feelings at any time
- Learn how to move people from being stuck to being resourceful in minutes

PERCEPTUAL POSITIONS -changing your point of view to achieve better results

- Learn how to resolve inter-personal and inter-group conflict
- Discover how to gain invaluable insights about other points of view, to aid decision-making and leadership
- Learn how to be your own best adviser

STRATEGIES - how we do what we do

- Find out how others make decisions
- Find out how to mould your sales approach to suit other peoples' buying strategy
- Learn how to spot weaknesses in other people's strategies and improve them



NEUROLOGICAL LEVELS -more keys to personal and organizational congruency

- Align identity, values, beliefs, capabilities, behaviors and environment to produce a compelling recipe for success

PARTS INTEGRATION - a key to personal congruency

- Increase personal congruence and enhance energy levels through resolution of internal conflict

TIME BASED TECHNIQUE—How mind organises memories on time scale

- Use time based techniques to resolve an unresourceful state and manage memories
- Using Time line to set up more motivation future
- Creating motivation

NLP can be applied in the following areas:

- **Counseling, coaching and therapy** to accelerate changes with clients by looking at the processes that underlie a particular pattern, emotion or habit.
- **Education and training** to promote and accelerate learning and memory. NLP is also a valuable tool when it comes to training and teaching design methods.
- **Personal development** to remove negative emotions and patterns and promote confidence and self esteem. NLP also has tremendous applications in goal setting.
- **Business** to promote good communication and negotiation strategies including sales and management skills.
- **Sport** to enhance performance.
- **Parenting**, learning how to foster good, clear communication with your children right from the start.
- **Communication**, to acquire excellent communication skills.

How will I learn all this in just 5 days???

Our programme is complemented by an exhaustive learning pack that consists of a well designed training manual and learning DVD. The learning DVD consists of fifteen audio CDs covering concepts of NLP and two video DVDs with popular NLP pattern demonstrations. You will receive this kit as soon as you register for the programme. All of this is included in the price. This easy to learn and fun home learning takes around 25 hours, all of which you do before, during or after the course and at a time to suit YOU!, for example whilst driving, relaxing or exercising. During the formal training we touch on some of the theory you will already have learned from the pre-study, and update you with any recent techniques. You therefore spend much of the classroom time on practical exercises, "actually getting it in the muscle". The trainers and the coaching assistants will be there to give you feedback and support to heighten your proficiency. In addition, on the final day you will have the opportunity to integrate all you have learned on the course.

What's more... With WisdomTree Solutions, you also get opportunity to repeat the program as many times you desire...

Our NLP Training Team

Dr. David J Lincoln



David is a psychologist and naturopathic doctor with specialization in mind body connection and a Master Trainer of NLP and Hypnosis. He heads the accreditation for the premier and only accreditation organization for NLP in India, the ANLP.

David has over 40 years of experience in the domain of NLP and hypnosis. He has experience in all aspects of HR and the people business from individuals to large groups to 5000 plus people. David has a vast network of people in the industry and travel all over the world. David can also deal with extremely difficult problems and ones that others have given up on.

Sushil Mehrotra



Sushil has over 25 years of experience in training and service delivery domain. An electronics engineer by education and Certified Trainer of Neuro-Linguistic Programming, he has worked with industry leaders like Xerox, Canon, Ricoh and vCustomer. His experience spreads from setting up training function to Service Delivery and Quality. He has worked closely with HR function in his capacity as Training Head for three large MNC's. He has served as head of service delivery and was responsible for setting up and managing training function for Canon and also served as Head of Training at Ricoh and vCustomer services. He helped several organizations to fine tune their training function with operations requirements. He

is passionate about training and human excellence. Firm believer of phrase "Nothing is impossible"; Sushil is now working incessantly in the field of personal excellence. Recognizing his efforts in Training domain, Institute of Training & Occupational Learning (London) has accorded Fellow membership to him.

Dr Doris Greenwood



Doris Greenwood is an expert in leadership and communication, and has 28 years of experience in coaching and training. She has focused in the past 22 years on custom-designing programs for various organisations in the US and internationally. Her presentations offer practical interactive tools and inspiring experiences. Having visited India over 20 times, Ms Greenwood developed her specialty in bridging cultural diversity. Her cutting-edge programmes create transformation in the attitude and accountability of participants. Her qualifications include

- Certifying master trainer in Neuro-Linguistic Programming from Society of NLP
- Certified ND (Doctor of Naturopathy) and counselor, Germany
- Business coach and wellness educator



According to Psychology Today Magazine "Neuro-Linguistic Programming (NLP) is arguably the most powerful Behavioral Science on the planet today"