

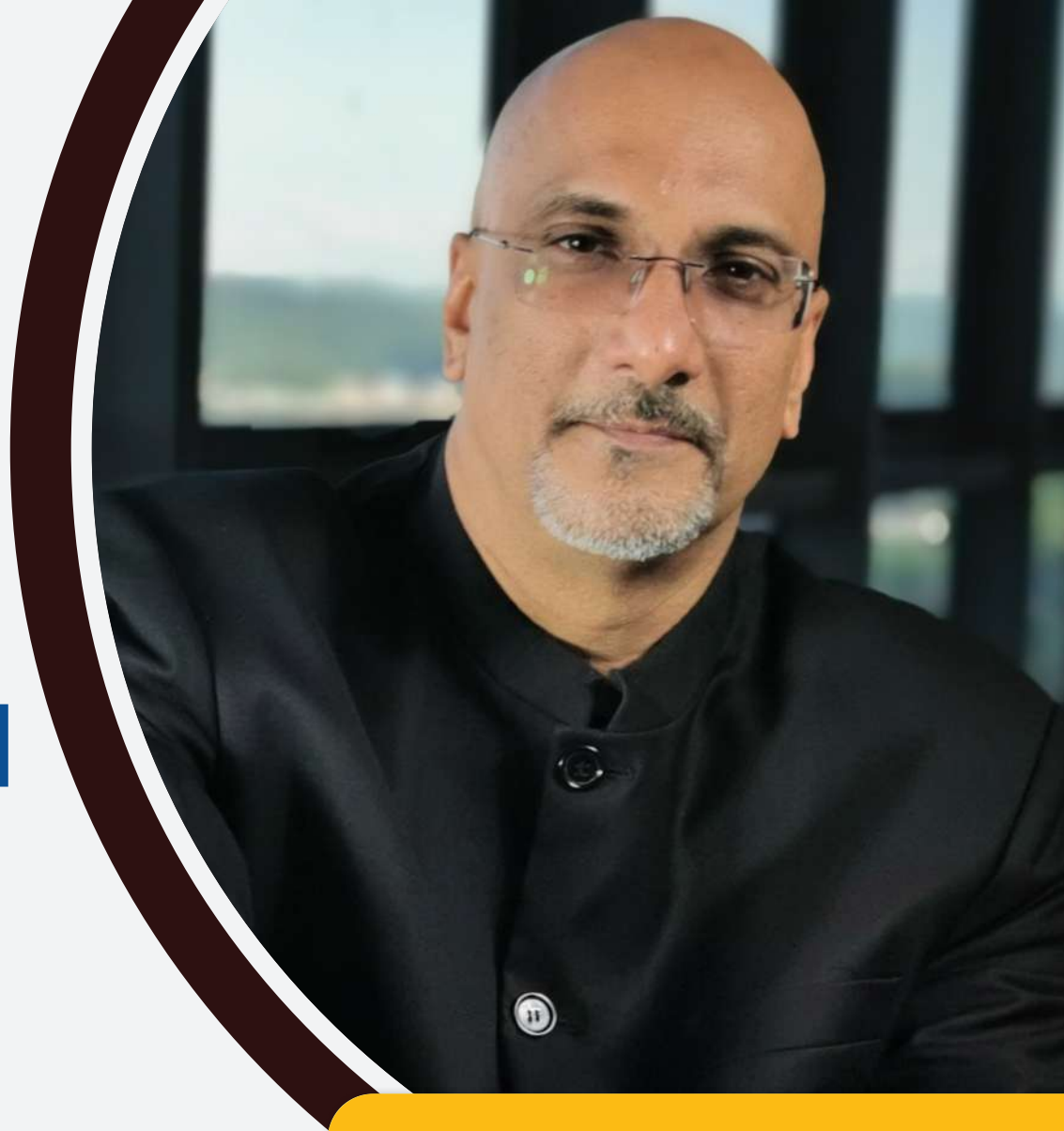
Live Online Program

NLP CERTIFICATION PROGRAM

Neuro Linguistic Programming

Book Your Dates!!

November | 16, 19, 20, 23 & 27
2020 | 04:00 PM - 08:00 PM



Dr. Harjit Sidhu (Ph.D, IHA, FCCA, NLP)
Certified International NLP Master Trainer

INVESTMENT (PP) 65,250/- +VAT

5 TRANSFORMATIONAL DAYS
PROGRAM YOUR MIND FOR SUCCESS

CERTIFIED BY AMERICAN UNION OF NLP (AUNLP)®



Key Objectives

This NLP program gives a direct 'hands-on' experience to critical business related applications of NLP. The major topics covered in this training include:



Understand and communicate effectively with powerful Transformational communication techniques; creating rapport with others

Ability to deploy techniques such as 'Pattern Interrupt', 'Reframing', 'Matching', 'Swish pattern and many more for various purposes.

Create a positive influence on others while retaining positive mindset within oneself



Removing 'limiting beliefs' that blocks one's progress and ability to achieve more at work & life



Why NLP (Neuro Linguistic Programming) ?

Mastery of this level of applied NLP for business provides specific, learnable skills and techniques that will improve the level of performance, resolve sources of tension, overcome self imposed limitations, and achieve higher levels of confidence in virtually any area of professional life.

For a return on investment, many organizations around the world have used the technology of NLP to assist them in achieving their corporate objectives. NLP is useful in any situation in which people must communicate in order to produce positive results.

Projects in which NLP has been used in organizations:

Diners Club trained every manager and representative in the customer service area in NLP skills for handling customer and internal communication. The net result was a 254% increase in customer spending, and a 67% reduction in customer loss. The Customer Service Department, previously a cost center, became a revenue-producing part of the organization.

BMW in England modeled the communication patterns of the top 1% in sales. After determining the successful behaviours of these salespeople, the skills were taught to every salesperson in the organization. Sales of a new-introduced product greatly exceeded projections.

American Express trained twenty-four line managers from all over Asia to become transformational trainers. With no previous training experience, these employees became the heart of "American Express Quality Leadership", an area-wide initiative to encourage every employee to take personal responsibility for quality in customer service.

How NLP has assisted professionals

A manager tailors his approach to staff development and motivation to the individual thinking patterns of each staff member. In a performance review, he identifies the employee's motivation strategy, i.e. how the employee motivates him/herself, and incorporates this naturally into the employee's development plan

A call center personnel managed to diffuse a disgruntled client by applying 'matching' technique and gaining rapport immediately via the phone. The personnel applied various techniques of self motivation too whenever required in order to be in positive and peak state at work.

Course Content

An Introduction to NLP

- What is NLP?
- A Brief History of NLP
- The Empowering Beliefs of NLP
- Determining Your Outcome for this Program
- Metaphysical aspects of NLP

Creating Rapport

- The 4 Indicators of Rapport
- Pacing and Leading
- Matching and Mirroring
- Group Rapport

Submodalities for Changes

- Universals and Drivers to Enhance Effectiveness Changing Preferences
- Changing Beliefs for rapid results
- Swiss Patterns
- Pattern Interrupt Technique

BREAKING THE PATTERN !



**INTERRUPT
THE
PATTERN**

Course Content



Representational Systems

- Visual, Auditory, Kinesthetic, and Auditory Digital
- Noticing and Using Predicates
- Benefits of knowing the Representational system
- Eye Accessing and Eye Patterns



Language Patterns of NLP

- The Power of Presuppositions
- The Hierarchy of Ideas – Chunking
- The Milton Model – Ambiguity
- The Power of Utilization
- Pacing and Leading technique in influencing someone
- The power of the Sub-conscious mind



REMOVAL OF LIMITING BELIEFS –

The Glasswalking Experience!!

Course Content



Embedded Commands and its applications

- Understanding the power of Embedded Commands
- Using Embedded Commands to influence subject subconsciously
- The choice of words in embedded commands
- Understanding use of Subliminal messaging in communicating with subject
- Eye Accessing and Eye Patterns



Anchoring and its uses (daily applications)

- Understanding what ‘Anchoring’ is
- How corporations use ‘anchoring’ in media advertising
- How to create “Anchors’ Collapsing anchors

Course Content

Meta Programs

- What are 'meta programs' and its usages
 - Self Reference vs. Other reference
 - Association vs. Disassociation
- Calibration techniques Reframings (positive Mindset)

States of Excellence

- States & how we get into them.
- Understanding resourceful & unresourceful states
- Sub-modalities – changing your information.
- The SWISS pattern technique
- Association & dissociation – 'tune' in to the good , 'tune out' to the bad
- The 'Circle of Excellence' – creating an empowering state.



The Coverage

Session 1

Presupposition of NLP
Determining the outcome
Metaphysical aspect of NLP
Building rapport
Matching & Mirroring technique

Session 2

Submodalities for change
Representation System
Pacing and Leading
SWISH pattern

Session 3

Limiting Beliefs removal
Power of Sub-Conscious Mind
Chunking – Up and Down
Language of the Mind

Session 4

Embedded Commands
Anchoring & applications
Meta Model of NLP
Power of Questions
States of Excellence

Session 5

Association & Dis-association
Embedded Commands
Anchoring & applications
Circle of Excellence
Assessment & Graduation



By the end of the program, participants will be able to (Benefits from this program)

- Define and understand Neuro Linguistic Programming (NLP) and its relevance at work.
- Use the vital techniques of rapport building for various objectives (coaching, relationship building, negotiation, sales and many more)
- Use NLP in driving change in oneself (real techniques in embracing changes and decision making)
- Develop their behavioural flexibility and removing Limiting Beliefs.
- Apply sensory specific language in their day-to-day interactions with others.
- Use modeling techniques to improve their communication skills.
- Use NLP in pacing, leading and coaching others.
- Understand what's going on inside others.
- Reading facial expressions and other body languages.
- Create 'switches' in oneself for real Positive Thinking mindset
- Using embedded commands in day-to-day conversations to invoke attention and persuasion skills
- Using positive command language in influencing others for various purposes.
- Mediate and negotiate more successfully.
- Ability to use 'meta programs' or 'meta questioning' in developing focus and various other purposes
- Strengthen positive behaviour & reduce/ eliminate negative behaviour.
- Tap into the 'excellence states' inside you.

METHODOLOGY

This workshop would incorporate actual demonstration of the NLP techniques, role plays, video clips, case studies as well as hands-on activities such as ‘Breaking the Mind barrier’ to fully grasp the fundamentals and working principles of NLP in order to take the individual to the next level of competency and performance.

Personal attention and direction between the trainer and participants will further assure that the material will be utilized rapidly and effectively and integrated into the work environment in a respectful and productive manner.



***And you
can expect to gain:***

- Rapport skills : Increase trust and improve interaction with clients, colleagues, family, friends**
- Powerful Self Motivation and Positive Mindset : Ability to ‘reframe’ and go into positive mindset and motivate oneself any place & anytime**
- Goal Setting Skills : Set and achieve personal and professional goals and guide others to achieve their goals**
- Personal and Professional Responsibility Skills : Access personal and corporate resources such as creativity, motivation and enthusiasm to achieve satisfaction for yourself and others**
- Coping skills : Minimize stress and identify those emotions that are limiting your achievements**
- Questioning skills : Sharpen information gathering skills to improve sales, negotiations, counseling**
- Self Improvement and Self Esteem Skills : Increase your behavioural flexibility for self empowerment and enhanced self -esteem**
- Communication Skills : Identify and match verbal and non-verbal styles to improve communications**



HOW THIS CERTIFICATION PROGRAM WOULD BENEFIT YOUR ORGANIZATION

Neuro Linguistic Programming (NLP) is a life skill that encompasses various aspects such as 'Building effective professional relationship', Problem solving, ability to 'jump - start' oneself and others into Positive Mindset anywhere & anytime, techniques on influencing and persuasion (this is useful for Sales, Customer Service as well Business Development personnel(s), increased confidence in handling difficult situations, to name a few.

Your organization's personnel would benefit tremendously as illustrated in this chart and as below :

- A comprehensive understanding of interpersonal communications
- A comprehensive understanding of the processes of learning, motivation, beliefs, creativity, Decision making, time management and problem solving
- A functional familiarity with a range of communication and goal-setting strategies and techniques that have applications to business, customer service, sales and negotiation, counseling, and supplier management.

Who will benefit from Quantum Achievers International's (and American Union of NLP) NLP Practitioner course?

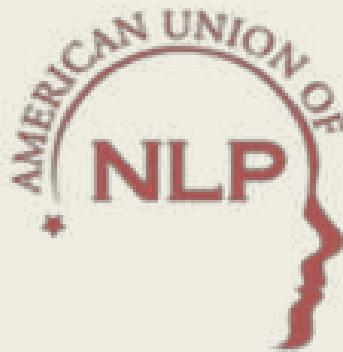
Everyone can enhance their life skills through completion of this course. Some specific roles where benefits are immediate and can be applied directly include:

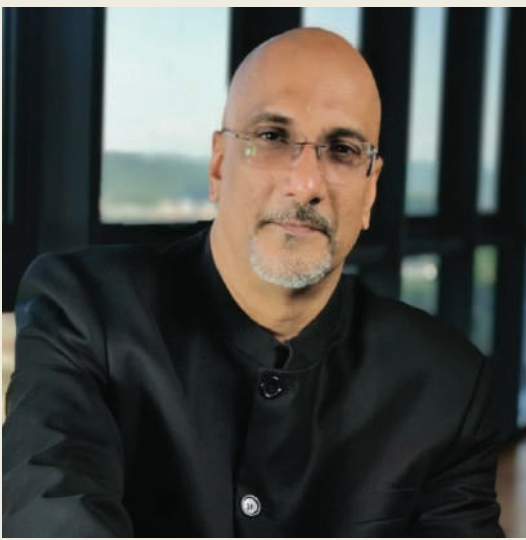
Team Leaders
Small business
owners Entrepreneurs
Project Managers
Leaders Supervisors

Managers
Medical Practitioners
Mediators
Coaches
Trainers Counselors

Certification

Participants would obtain Accredited certification from this **American Union of NLP (AUNLP)**





Dr. Harjit Sidhu
(Ph.D, FCCA (UK),
NLP, IHA

Dr. Harjit Sidhu, (Ph.D, FCCA, NLP, IHA),

academically trained as Certified Chartered Accountant (FCCA) served in corporations (manufacturing, Internet startups, Automobiles and consultancy) for 18 years. This wealth of corporate experience became the groundwork in his journey as a Corporate Trainer and Business Coach for past 17 years in the fields of Leadership, NLP (Neuro Linguistic Programming), Emotional and Spiritual Intelligence, Hypnotherapy, Mindset and motivation as well as Innovation and Lateral thinking.

Being a competent, leading trainer in the region and an experienced Master practitioner of NLP (Neuro Linguistic Programming), Dr. Harjit shares the experience, techniques and mastery of these techniques to facilitate the 'transfer of knowledge' as well as 'leveraging on trainer's experience' to be used in real life situations as he believe that managers & executives are 'hungry' for techniques rather than information, which eventually produce desire results in individuals and the organization.

A firm believer and exponent of Experiential Learning, he designs and crafts various 'adult based' learning activities, simulations and demonstrations of these techniques to 'wow & drive curiosity' of the audiences which eventually results in higher retention and learning experience. His signature programs such as '**B.M.W. - Body-Mind-Wiring**', '**Metamorphosis**' and others have succeeded in transforming individuals as well as producing long terms effects in them.

To enhance his passion in Mindset matters, Dr. Harjit embarked to obtain his Masters and Doctorate of Philosophy (**Ph.D**) in **Metaphysical Hypnotherapy (IMHS, USA)**. Being a graduate of Tony Robbins's (world's No 1 success coach) "**Unleash the Power Within - UPW**" program, he is also a '**Fire-walker**' and '**Glass-walker**' and is a **Certified NLP Trainer (American Union Of NLP and International Society of Neuro Semantics, USA)**. He is also a **Certified Hypnotherapist (IHA & IMPA, USA)** and a **certified trainer with HRDF** (Human Resource Development Fund and constantly develops new & unique programs that equips the working individual with powerful tools such as 'Transformational Communication' and others. He is regularly featured on local radio talk shows on BFM 89.9 for various personal development topics.

Dr Harjit is a **Certified Business Coach** under American Union of NLP and **Certified Coaching and Counseling** under International Metaphysical Practitioners Association, US. His knowledge, experience and passion in personal skills development particularly in the science of human behaviour & metaphysics and how it applies to working and business environments allows him to approach the coaching and trainings in the most practical and hands-on manner. His programs have been conducted internationally (Malaysia, Bangladesh, Cambodia, Pakistan, Sri Lanka, Singapore, Brunei, Thailand, Indonesia, Vietnam and India). Dr. Harjit possesses a unique ability of inspiring and connecting with individuals, blending humour and making complex topics and subject matter easy to understand. His clear and interactive but 'down to Earth' style has won him much praises from participants from leading companies in Malaysia.