



@ASK Training
Attitude | Skills | Knowledge

Connect, Engage and Influence with NLP Interpersonal Communication Techniques

Course Code:
ASKNLP

Course Duration:
1 day, 9.00am - 5.00pm

Course Fee:
\$750 (\$817.50 Inc. 9% GST) per participant

Course Venue:
Hotel

Course Dates:
<https://asktraining.com.sg/course-schedule/>



Course Synopsis

Are you looking to enhance your interpersonal communication skills? Are you feeling the strain of disconnected, disengaging and uninfluenced communication?

Do you want to take your interactions with other people to the next level?

Navigating complex conversations, ability to build trust and influence decisions can feel like an uphill battle. Traditional communication methods often fall short in today's dynamic workplace.

Effective and impactful interpersonal communication is paramount for success.

Whether you're an individual contributor or team leader, engaging with clients or collaborating with stakeholders; your ability to connect, engage and influence others can make all the difference.

NLP offers a unique approach that goes beyond words, helping you to communicate effectively with people at a deeper level. You will be able to communicate with others based on how the brain processes information.

So, invest in your interpersonal communication prowess today. Join us, in this workshop, to elevate your interpersonal communication game and achieve greater breakthrough in connecting, engaging and influencing others.

This intensive 1-day workshop equips you with practical techniques to:

- **Connect:** fostering stronger and more collaborative relationships,
- **Engage:** tailoring your communication for maximum impact, and
- **Influence:** increasing your ability to get buy-in.

Course Objective

At the end of the workshop, you will be able to:

- identify and utilize NLP techniques to engage and build rapport with colleagues, clients and stakeholders;
- adapt your communication style to connect and engage effectively with different people;
- employ powerful questioning strategies to uncover needs and build trust;
- apply whole-body listening skills to understand and build genuine connections;
- utilize mirroring and matching techniques to create a sense of rapport and influence.

Course Outline

Introduction to NLP

- A brief history of NLP
- The Core NLP Model
- The Power of the Subconscious Mind
- The Cornerstone of Connection
- NLP Techniques for Effective Communication

Understanding the Representational Systems

- The Five Senses as Gateway
- Dominant Representational Systems
- Identifying your Representational System
- Decoding Communication Cues

The Art of Connection: Mirroring and Matching

- The Rocket Fuel for Building Rapport and Engagement
- Mirroring Techniques
- Matching Techniques
- The Art of Calibration

Asking Powerful Questions

- Guiding Information Flow
- Crafting Powerful Questions
- Unlocking Deeper Connections
- The Art of Pause

Whole-body Listening

- Core Principles of Whole-body Listening
- Being Present with Whole-body Listening
- Techniques for Whole-body Listening

Speak to a Course Consultant

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