



@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

Working with people at the workplace can be challenging sometimes. How can we establish good working relationships and work effectively with teams to achieve the desired outcomes? Using NLP Techniques can be the resource leaders can tap into. A person's way of thinking, the choice of words used and the exhibited behaviour provide a gateway into understanding the person. This is the basic foundation of Neuro-Linguistic Programming, NLP.

Through practicing this art, the resourceful leader will be able to make himself/herself likeable to others, establish quick rapport, developing meaningful relationships and most importantly, gain trust from the people they are working with. In using NLP, the success comes from the detail work done in a) understanding the "map" of the client, how he/she see the world, their decision strategies and motivation; b) gathering quality information through rapport and questioning; c) strong relationship building.

Course Objective

In this intensive and experiential 1-Day workshop,

participants will be exposed to tried and proven NLP techniques to build rapport fast and develop meaningful, lasting relationships; engaging people in a structured process to hold a meaningful conversation; and successfully achieving the desired outcome. Learn to apply your new skills effectively through facilitator's demonstrations and role-plays. When you start to apply these proven skillsets, building rapport becomes easy!

Course Outline

Unit 1: Introduction to the basics of NLP – Neuro-Linguistic Programming

- Basics of NLP and how you can tap its techniques for Personal Success

Unit 2: Perceptual Positioning

- What you want may not be what the other person want
- The 4 Perceptual Positions & its importance
- Rapport Building Tips #1: How to treat people the way they like to be treated
- Using Perceptual Positioning to enhance the communication process

Unit 3: Relationship Building – Creating Trust & Rapport

- How to set a comfortable atmosphere when meeting people
- Developing your Sensory Acuity
- The powerful techniques of Mirror & Matching, Pacing & Leading
- Rapport Building Tips #2: How to Pace & Lead successfully: a guided process
- Observing Verbal & non-verbal Communication Cues
- Rapport Building Tips #3: Mastering the Eye Accessing Cues technique to read personality fast
- Influencing with powerful Sensory Words

Unit 4: Information Gathering – uncovering the true needs of the people

- How to Engage the people constructively: The Conversation Frame – a structured process to engage people for successful collaboration
- Ask more Questions, Talk Less: Mastering the Art of Asking Questions
- Chunking Up, Chunking Down: Purpose & Execution
- Rapport Building Tips #4: The Art of Framing to manage challenging situations

Speak to a Course Consultant

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