

Persuasion and Influencing Skills with Neuro Linguistic Programming 4 Days

One of the principles of Neuro Linguistic Programming (NLP) is the Law of Requisite Variety or simply stated **“The person with the greatest flexibility in thinking and behaving will have the control.”** Persuasion and Influencing skills are regarded as vital to the overall effectiveness of organisations. Every day and at every level, people are called upon to utilise their powers of persuasion and influence. Each of us will experience situations where effective influencing, persuasion and negotiation skills will contribute strongly to how well situations and people are managed.

Course Objectives

By introducing delegates to elements of Neuro-Linguistic Programming (NLP) the course will equip delegates with the strategies, processes and various tools they need to enable them to be more flexible and effective when persuading and influencing others. At the end of the course delegates will :

- Understand the nature of influence and persuasion
- Understand the communication model
- Refine and increase sensory acuity
- Experience “holographic” communication
- Understand how to consciously create rapport
- Develop and maintaining rapport with others quickly and effectively
- Discover the power of pacing and leading
- Discover the hidden depths of language
- Understand the influence of personality, beliefs and values
- Get a glimpse of strategies and how they influence us
- How to gather information for successful influencing
- How to listen to what is not being said
- Influencing via objections
- How to manage questions for a win-win situation