

NLP Management Skills

WHY an NLP Management Skills Course

How would it look to you, what would you say and how would you feel if your Managers and Supervisors could manage even more effectively?

My guess is, they are probably doing an effective job of managing and supervising right now and could be even more effective.

Are your Managers and Supervisors using the latest tools and techniques from Neuro Linguistic Programming (NLP)?

If your Managers and Supervisors do not have these powerful techniques from NLP in their personal toolbox, they are, with respect, using outdated tools to manage with!

This course has been designed for Managers and Supervisors, who could benefit by learning the very latest techniques and skills from NLP.

Now, you would want them to be much more effective in their critical role as a Manager or Supervisor, wouldn't you?

This NLP Management Skills Course offers a unique blend of tried and tested methods, plus, leading edge principles from Neuro Linguistic Programming (NLP).

By enrolling your Managers and Supervisors on this unique course, you will be providing them with an updated set of tools to manage people with.

You could be about to make your life easier!

What is NLP?

NLP was discovered by Richard Bandler and John Grinder in the early 1980's.

They were studying what made some people more successful than other people.

They studied successful people from many different backgrounds to find out how they did what they did and were successful.

During these studies they uncovered lots of other things that these successful people were doing.

Many of the techniques and skills that made these people successful are presented in this NLP Management Skills Course.

Update your Managers and Supervisors now and allow them to benefit from these powerful techniques.



Course Information

Duration: 10 Sessions
One evening per week

Times: 6.00pm - 9.00pm

Venue: At a local hotel

Investment: £1750 per delegate, plus VAT.

Course Philosophy - How it works!

Delegates attend each session and learn new material. They will have opportunities to practise these techniques during the session.

More importantly, delegates are given assignments to practise in their own workplace. These assignments are practical and are based on the techniques learned during each session.

This live practise encourages use of the course material and also should produce results in the workplace!

Delegates then report back at each session their own experiences and feedback.

Should a delegate miss any sessions they can attend the next available course and pick up the missed sessions.

Thus ensuring successful completion and value for money.

Certificates are presented on successful course completion.

Course Objectives

Please find below a selection of key areas Managers and Supervisors can benefit from by attending the course. When you are considering the following list of potential course objectives, Some of you may want to look through them quickly and see areas for improvement. Some of you may want to read through them carefully and say which areas you could improve in. Some of you may want to walk through them slowly, getting to grips with the areas for improvement before deciding.

Please tick all the potential key areas you would wish to improve in:

Leadership Skills

- Be in command of my own life and career
- Learn charismatic leadership skills
- Learn secrets of faster promotion
- Be respected by others as a leader
- Become a more skillful communicator

Communication Skills

- Learn to listen more effectively, with my eyes and ears
- Learn the three NLP languages
- Be able to use Visual language effectively
- Be able to use Auditory language effectively
- Be able to use Kinesthetic language effectively

People Skills

- Be able to interpret body language more effectively
- Be able to interpret eye movements more effectively
- Be able to interpret tone of voice more effectively
- Be able to interpret words more effectively
- Be able to connect with even more people, faster

Influencing Skills

- Be able to build quick and effective rapport with everyone
- Be able to build trust, quickly and effectively with everyone
- Learn the techniques of mirroring
- Learn to mirror body language more effectively
- Learn to mirror voice tone more effectively
- Learn to mirror words more effectively

Presentation Skills

- Learn the secrets of successful presenters
- Learn how to overcome nerves and stage fright
- Learn how to prepare an effective presentation
- Learn how to become even more confident and dynamic
- Learn how to connect with everyone in any audience

Goal Setting Skills

- Learn how to set realistic and achievable goals
- Learn how to identify if your goals are achievable
- Learn successful techniques that work every time
- Learn how to sell your vision and goals to other people
- Learn how reduce your limitations and enhance success

Motivation Skills

- Learn to identify who is motivated towards reward and recognition
- Learn who is motivated away from pain and what they don't want
- Learn who is motivated by what they think themselves
- Learn who is motivated by what they think other people think
- Learn who is motivated having options or by having procedures

Attitude Skills

- Learn how to be a much more positive person, more often
- Learn how we become a negative or a positive person
- Learn how to influence negative people to become even more positive
- Learn how to turn negative situations into positive situations
- Learn how to transform our everyday language to be more positive

Belief Skills

- Learn what limiting beliefs we may have that are holding us back
- Learn how to change any limiting beliefs to empowering beliefs
- Learn new, empowering beliefs that will propel us forward
- Learn the beliefs of successful people
- Learn how to influence other people's beliefs

Confidence Skills

- Learn how to increase your self esteem
- Learn how to increase your self confidence
- Learn how to transfer your confidence to other people
- Learn how to sell yourself and ideas at any level
- Learn how to be more enthusiastic, action oriented
- Learn how to have a can do attitude and belief

Managing Stress Skills

- Learn what kind of things stress you and how
- Learn what kind of people stress you and how
- Learn how to distance yourself from stressful situations
- Learn how to put things in a better perspective for yourself
- Learn how to avoid, or lessen stress in your life

Team Building

- Learn how to understand the different qualities of people in you team
- Learn how to communicate even more effectively to your team members
- Learn how to harness the strengths of your team members
- Learn how to focus the team on common goals and priorities
- Learn how to focus the team on achieving a successful business

The Common Denominator of Success

Successful people are successful because they are prepared to do the things that unsuccessful people are not prepared to do!
Albert EN Grey

Scott White Training

Scott White Training are a successful national training company based in South Yorkshire. We specialise in the very important areas of people development.

Established in 1993, our success has been achieved through a combination of careful business planning and delivering a service that exceeds our customer's expectations.

We also have a unique ability to respond quickly and effectively to changes in the market place, through flexibility in our thinking and actions.

We have many examples where our training has been the catalyst that generated positive changes in attitude, behaviour and skills.

We are working very successfully, right now, with many leading companies across the country, developing their executives, managers, supervisors, salespeople and other key employees.

If we don't have a course that suits your requirements let us design one with you, for you.

To ensure continuity and consistency in all our courses, Scott White personally delivers all our courses.

Courses Available

- *NLP Management Skills*
- *NLP Personal Effectiveness*
- *NLP Presentation Skills*
- *NLP Selling Skills*
- *NLP Executive Leadership*
- *NLP Team Skills*
- *NLP Business Seminar*
- *Tailored Courses*

Contact Details

Tel: 01709 817150

Email: scott@scottwhitetraining.co.uk

Web: www.scottwhitetraining.co.uk



A strong and diverse portfolio of valued clients

Please visit our website for a variety of client testimonials.

<i>Abru</i>	<i>Lee Valley Housing</i>
<i>ADC Krone</i>	<i>Lombard</i>
<i>ABP</i>	<i>Mallinkrodt Chemicals</i>
<i>Avecia</i>	<i>Marconi</i>
<i>Bassetlaw Hospital</i>	<i>Manufacturing Institute</i>
<i>BBraun Medical</i>	<i>Millfold Insulations</i>
<i>Berrybridge Housing</i>	<i>Motor Solutions</i>
<i>Brewfitt</i>	<i>Nestle</i>
<i>Business Links</i>	<i>Omar Woodbury</i>
<i>Campbells Foods</i>	<i>Partnership for Learning</i>
<i>Card Factory</i>	<i>Pentagon Chemicals</i>
<i>Chambers of Commerce</i>	<i>Purification Products</i>
<i>Chiron Vaccines</i>	<i>Reckitt Benckiser</i>
<i>Communis Plc</i>	<i>Rosebys</i>
<i>Coutts & Co Bank</i>	<i>Royal Bank of Scotland</i>
<i>Cranfield University</i>	<i>RSClare</i>
<i>Cybertill</i>	<i>Scientific Games</i>
<i>Degussa Fine Organics</i>	<i>Sheffcare</i>
<i>Eng. Special Steels</i>	<i>South Yorks Police</i>
<i>Estate Wire</i>	<i>Stanley Tools</i>
<i>Excel Logistics</i>	<i>Superdrug</i>
<i>First Direct</i>	<i>Surestart</i>
<i>First Group</i>	<i>Syntor Fine Chemicals</i>
<i>Fresh Island Foods</i>	<i>Tetrapak</i>
<i>Glaxo Smith Kline</i>	<i>The Money Centre</i>
<i>Great Lakes Chem. Co.</i>	<i>Total Petrochemicals</i>
<i>Harratts(Volvo)</i>	<i>Trilogy Foods</i>
<i>Hazlewood Foods</i>	<i>Tyco Healthcare</i>
<i>Killgerm Chemicals</i>	<i>Ultimate Bathrooms</i>
<i>Kostal</i>	<i>Victrex</i>
<i>Leeds & Holbeck BS</i>	<i>Westfield Health</i>