

EATING AN ELEPHANT

A CERTIFICATED INTRODUCTORY COURSE IN NLP FOR BUSINESS, DELIVERED IN BITE SIZE CHUNKS

Does your effectiveness or the effectiveness of your organisation/ business/ team depend on your people being able to communicate and influence effectively? Then this modularised course will totally **change your perceptions** of interpersonal skills.

Why would this course be of interest to you?

Would it benefit you to understand what makes people tick and how they think, to use irresistible language to inspire and motivate, and to know how to get the results you want?

What will you learn during this course?

- How to create focus and make outcome thinking a way of life.
- How to develop and maintain solution thinking.
- How to set up motivating feedback loops.
- How verbal and non-verbal variables affect the clarity and impact of communication.
- How to create and maintain rapport, and influence communication.
- How to recognise and respond elegantly to other peoples' thinking styles and filters.
- How to ask a better quality of question.

How does this modularised course work?

This course comprises of six individual three-hour sessions, building one on the other to give a set of models that provide a series of powerful communicating and influencing skills in bite sized chunks. Participants have the opportunity each week to put new skills into practice achieving quicker skills transfer and improved performance. Only you can decide how useful these skills are and when you start using them colleagues will notice a difference.

Who should be Eating an Elephant?

- Anyone working at the people to people interfaces wishing to communicate and influence more effectively.
- Anyone wishing to gain outstanding results in inter-personal exchanges
- Anyone wishing to avoid situations of misunderstanding, miscommunication, lack of trust and bad feelings.

So what if Eating an Elephant really works?

What if this course really works and you have a highly motivated and productive workforce where people enjoy coming to work, and communication is so good that there are no more difficult people in your life?

Would that be of value to you?