

AVENTIS
LEARNING GROUP

Positive Influencing Skills Using NLP

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Introduction

NLP is a set of practical skills that you can use to improve your communication with others, manage your moods and live a more rewarding life. Learn to use and apply the tools of NLP to persuade and influence individuals at the subconscious level. Move beyond the normal constraints of typical rapport to develop deeper relationships with others. In doing so, we are able to build trust, move towards positive mindsets and gain support for our ideas.

Boost Your Influence and Persuasion Skills with NLP

Neuro-Linguistic Programming (NLP) has many uses in business and personal development.

- How would you like to be able to communicate in a way that enabled you to easily get your message across to people at all different levels of an organisation?
- How would you like to be able to motivate someone to do something just by your use of specific language patterns?
- How would you like to be able to influence customer choices by communicating with them at an unconscious level so that they just get a good feeling about your product or service and accept your suggestions?

About this Workshop: Become a Positive Influence Using NLP

This highly valuable and interactive workshop is a good starting point for you to discover NLP and enhance your influencing skills.

It will show you how to positively influence others in a range of situations at work. These include selling your ideas, winning resources and negotiating positive outcomes.

Through interactive scenarios, self-reflection and a range of practical activities, you will explore ways to influence and better communicate with others, even in challenging situations.

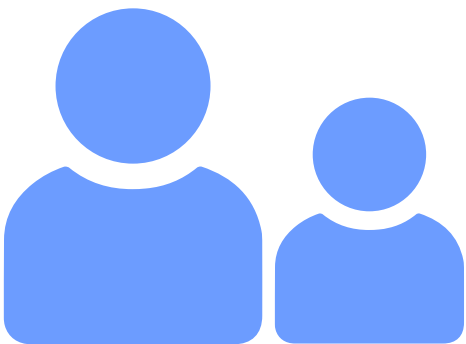
Learning Outcomes



Gain the power to master your emotions, boost your self-esteem, increase your self-power and transform your life is already within you. Tap into it with the power of Neurolinguistic Programming.

- Analyse how our brain filters operate by deletion, distortion and generalization
- Build trust with the people who matter and get the results you want
- Use Matching and Mirroring technique to create rapport
- Mirror linguistic modalities to communicate to other at the unconscious level
- Analyse the different brain triggers that lead to a “yes”
- Reframe to change the perspective of others

Who Should Attend?



This workshop is highly suitable for

- Business owners, sales and marketing professionals
- Executives and managers in need to augment their persuasive quotient.
- Senior officers or executives who has to influence or persuade others at work
- Trainers, coaches, lecturers and consultants.

Course Outlines

What is NLP

- Brief History of NLP
- 4 Pillars of NLP

Language of the Brain: Communicating at the Unconscious Level

- Experiences how our brain can subconsciously deleted information
- Introduction to Predicates
- Predicates Profiling
- Recognizing different predicates
- Practice

The Power of Rapport

- Golden and Platinum Rule
- Building trust and likability
- Matching and Mirroring
- Practice

Persuasion

- Reframing
- Leading and Pacing
- Practice

Course Details



1 Day
9am - 5pm (Classroom)



Classroom at Holiday Inn Orchard City Centre or Aventis Campus



(65) 6720 3333
training.aventis@gmail.com



\$635 Before GST



Trainer's Profile



Ms Nichole Yeo

Nichole's area of specialisation is in leadership, communication skills, personal mastery and career related services. Her wealth of experiences stems from her role as an Associate Director in National University of Singapore, Office of Alumni Relations from 2011 to 2016.

Leading a team of eight members, she brought along record breaking event turnout for three consecutive years. To meet

the corporate mission of increasing the engagement level of alumni, she led in the organisation of events of different nature, from family day of 6000 participants to dialogues/forums of 300 Pax.

Besides the experience in public relations, volunteer management and project management, she had the opportunity to work in Bangkok and led a group of Thai team members to execute a wealth seminar for 100 pax. By leading a foreign team, she came to appreciate the differences in culture, embrace diversity and the importance of body language in communication. Having to do sales previews personally to market the seminar, she had gained confidence in public speaking and developed audience engagement skillset.

Since embarking on the journey of training, she has also conducted workshops in areas of leadership to organizations such as Home Team Academy, specialising in DISC and Conflict Management Profiling.

As a Career Coach, she has also helped organizations and hundreds of individuals in their career development, especially on how to Ace an Interview.

Clients include GlaxoSmithKline (GSK), Home Team Academy, Ministry of Foreign Affairs, National Heritage Board, National Library, Central CDC, Chinese Development Assistance Council, Lasalle School College of the Arts.

Certifications

- Certified Career Consultant
- DISC Master Trainer
- EIQ-2 Master Trainer
- Workplace Big5 Practitioner
- Certified NLP Coach by American Board of NLP
- Certified Time-Line Therapy Trainer by Time-Line Therapy Association
- Certified Thomas Kilmann Conflict Mode Facilitator
- Certified Practitioner Neuro-Linguistic Programming (NLP)