

Communicating and Influencing with NLP

This course will help you understand how people organise their thinking, language and behaviour – and how this leads to the results they get. It will help you communicate more effectively and influence people such as your key stakeholders and customers. Whether you want buy-in and greater commitment from others, or to convince your sponsor to provide the resources you need, this course will give you the confidence and skills to adopt just the right approach to get the impact you want.

What you will learn

You will learn to quickly understand, predict and influence others' behaviour. The course covers how you can recognise and tap into people's motivations, and build a strong connection with them so that it's as if 'you are both on the same wavelength' instead of it feeling like an uphill struggle to get people to listen and cooperate. The focus is on the use of these techniques in a project environment.

Key areas covered:

- Understanding how perceptions are formed
- Working with different communication styles
- Recognising and working with peoples' motivational traits
- Leveraging the power of words and language
- Objectively weighing up multiple perspectives to reach win-win outcomes
- Shifting comfortably across different levels within the organisation

Duration and venue

This 1 day course is run at the Hilton Hotel, Bracknell, RG12 0QJ. The cost is £295 ^{+vat}

Why choose ChangeQuest?

We don't just talk about theory, we 'walk the talk'. With over 20 years' business experience, we have repeatedly demonstrated how combining best practice project and change management discipline with powerful NLP techniques, helps at every stage of the project lifecycle. We're highly trained in coaching and facilitation skills, providing you with the necessary support, both during and after the course, so that you get the best possible results from your ChangeQuest training.

What next?

Call us on +44 (0)1276 34480 or email training@changequest.co.uk. If you would like to make multiple bookings or have specially tailored options for your organisation please call, we will be happy to discuss your specific requirements.

Please visit www.changequest.co.uk
for more information on dates.