Tel No:+97126654546 | Fax No:+97126654182 | Email: training@cmc-me.com | www.cmc-me.com



HM035:
Basic NLP Practitioner
Intensive Course

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Training Description:

The Basic NLP Practitioner Intensive Course is designed to provide participants with a structured and practical introduction to Neuro-Linguistic Programming (NLP). NLP explores how individuals perceive the world, structure their thoughts, communicate with others and produce consistent patterns of behavior.

This training course focuses on building self-awareness, enhancing communication effectiveness, improving emotional regulation and developing practical techniques for personal and professional transformation.

Participants will gain a working understanding of core NLP principles, including the relationship between thoughts, language, emotions and behavior. The training program blends theory with hands-on exercises, demonstrations, guided practice, and real-world applications. By the end of the course, participants will be able to recognize behavioral patterns, build rapport, manage internal states, apply language models and use foundational NLP techniques ethically and effectively.

This intensive format ensures deep immersion, making it ideal for individuals seeking both personal growth and professional skill development.

Training Objectives:

By the end of the training, participants will be able to:

- ✓ Understand the foundational concepts, assumptions and principles of NLP
- ✓ Develop heightened self-awareness and behavioral flexibility
- ✓ Build strong rapport and trust through verbal and non-verbal communication
- ✓ Recognize and interpret representational systems and sensory language
- ✓ Manage emotional states and responses effectively
- ✓ Apply NLP techniques for goal setting and motivation
- ✓ Use language patterns to influence clarity, understanding and outcomes
- ✓ Identify limiting beliefs and restructure mental pattern
- ✓ Enhance personal effectiveness, confidence and resilience

Training Designed for:

This training course is intended for Professionals seeking improved communication and interpersonal effectiveness, Managers and leaders aiming to influence, motivate, and connect better, Coaches, trainers, and consultants interested in behavioral tools, HR and L&D professionals focused on performance and engagement, Sales and customer-facing personnel, Individuals pursuing personal growth and self-development and Anyone curious about understanding human behavior and communication.

No prior NLP knowledge is required.

Training Requirement:

"Hands on practical sessions, equipment and software will be applied during the course if required and as per the client's request."

Contents can be adapted to your specific wishes. It is therefore possible to focus on specific modules of the training course as per client's learning needs and objectives. Further, it should be forwarded to us a month prior to the course dates.

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Training Program:

DAY ONE:

- Foundations of NLP & Human Perception
  - Introduction to NLP: history, scope and applications
  - NLP presuppositions and guiding principles
  - The communication model: internal representation and behavior
  - Representational systems (visual, auditory, kinesthetic, etc.)
  - Sensory acuity and observation skills
  - Introduction to rapport building
  - Calibration and non-verbal communication awareness
- Participants begin developing observational precision and awareness of communication dynamics.

DAY TWO:

- Rapport, Communication & Behavioral Flexibility
  - Advanced rapport techniques (matching, mirroring, pacing, leading)
  - Verbal and non-verbal communication alignment
  - Meta Programs (behavioral filters and thinking patterns)
  - Active listening and sensory-based communication
  - Representational system language cues
  - Introduction to NLP modeling
  - Behavioral flexibility and adaptability
- Practical exercises reinforce how subtle adjustments in communication produce significant shifts in outcomes.

DAY THREE:

- State Management & Personal Excellence
  - Understanding emotional and mental states
  - Anchoring techniques for resourceful states
  - State elicitation and management
  - Submodalities and internal representations
  - Introduction to strategies (how we think and decide)
  - Associative vs. dissociative experiences
  - Stress and emotional regulation techniques
- Participants learn practical tools to control responses, enhance confidence and improve resilience.

DAY FOUR:

- Language Patterns & Cognitive Restructuring
  - The Meta Model (precision questioning)
  - Identifying deletions, distortions and generalizations
  - Reframing techniques (context and meaning reframing)
  - Introduction to Milton Model patterns
  - Influential and persuasive language structures
  - Working with limiting beliefs
  - Cognitive flexibility and perception shifts
- Exercises focus on transforming communication and internal dialogue.

DAY FIVE:

- ❖ Goal Achievement & Integration of NLP Tools
  - Well-formed outcomes and goal setting
  - Future pacing and mental rehearsal
  - Identifying and overcoming internal barriers
  - Belief change fundamentals
  - Personal effectiveness strategies
  - Ethical considerations in NLP application
  - Course integration and applied practice
- ❖ Participants leave with a toolkit of foundational NLP skills applicable to real-world situations.
- ❖ Course Conclusion
- ❖ POST-ASSESSMENT and EVALUATION

Training Methodology:

This interactive training course includes the following training methodologies as a percentage of the total tuition hours:

- 30% Lectures, Concepts, Role Play
- 70% Workshops & Work Presentations, Techniques, Based on Case Studies & Practical Exercises, Gamification, Software & General Discussions
- Pre and Post Test

Training Certificate(s):

CMCT Internationally recognized certificate(s) will be issued to each participant who completed the course.

Training Fees:

TBA as per the course location - This rate includes participant's manual, hand-outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Note: The 5% VAT (Value Added Tax), will be effective starting 01st of January 2018 as per the new regulation from the UAE Government. The VAT applies for all quotation both for local and abroad.

Training Timings:

Daily Timings:

07:45 - 08:00	Morning Coffee / Tea
08:00 - 10:00	First Session
10:00 - 10:20	Recess (Coffee/Tea/Snacks)
10:20 - 12:20	Second Session
12:20 - 13:00	Recess (Prayer Break & Lunch)
13:00 - 14:00	Last Session

For training registrations or in-house enquiries, please contact:
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