



# NLP

## Communicate creatively and successfully

### Seminar objective

Get to know NLP (Neuro-Linguistic Programming) as another method for your everyday business life to shape your communication creatively and successfully. Linguistic and body language tools enable a highly effective access to your conversation partner. The seminar teaches easy-to-learn methods for successful communication. Also increase your own energy potential and see through your own feelings and decisions. In this training you will be shown how to better influence these processes and how to better use your own potential.

### Seminar content

#### Basics NLP:

- How does NLP work and why are the techniques differentiated?
- New ways to a favorable conversation atmosphere

#### New ways towards understanding yourself:

- Self-observation and self-transformation
- Leading and influencing through subliminal sensory signals (anchoring)
- Creating an optimal conversation atmosphere
- Dress code

#### Methods:

- What do successful people do differently? - Modeling
- Perception types: Developing Skills (Perception Types, Sensory Channels, Modalities)
- Winner-winner relationships through optimal attitudes (Pacing, Leading)
- Asking more specifically, speaking more precisely (Meta-model)
- Solving problems through creative reinterpretation (Reframing)
- Dissolving blockades and opening up potentials (Dissociation)

### Methodology

Interactive and experience-oriented exchange  
Practical exercises  
Discussion based on practical examples  
Short trainer inputs  
Individual and group exercises

### Target audience

The seminar NLP is aimed at specialists and executives from business enterprises of all sizes and industries as well as from public administration.

#### Course ref.

KOM1016

#### Participants

not more than 9 participants

#### Schedule

1. Day: 10:00 - 17:00
2. Day: 09:00 - 16:00

#### Location & dates

##### Münster

27.05.2024 – 28.05.2024  
22.08.2024 – 23.08.2024  
25.11.2024 – 26.11.2024  
20.01.2025 – 21.01.2025  
26.05.2025 – 27.05.2025  
21.08.2025 – 22.08.2025  
13.10.2025 – 14.10.2025

##### Hamburg

03.06.2024 – 04.06.2024  
28.08.2024 – 29.08.2024  
17.07.2025 – 18.07.2025

#### Fee

1.150,00 € (ex. VAT)  
1.368,50 € (inc. VAT)

Included in the price: Working documents, certificate of participation, lunch and coffee breaks.



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Veranstaltung                      Seminarcode

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