

NLP LEADERSHIP & MANAGEMENT SKILLS



***NLP Leadership & Management Skills - Option One
One Day - Open Course***

Date: To Be Advised
Times: 9.00am - 4.30pm
Location: Aston Hotel, Britannia Way, Catcliffe, Rotherham, S60 5BD
Investment: £197.00 + vat per delegate!
Book NOW on: **01709 817150**
scott@scottwhitetraining.co.uk
www.scottwhitetraining.co.uk

***NLP Leadership & Management Skills - Option Two
One Day - Client On Site Course***

Date: To Be Advised
Times: 9.00am - 4.30pm
Location: Client Site
Investment: £2000.00 + vat per day
Delegates: Maximum Twenty
Book NOW on: **01709 817150**
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NLP Leadership & Management Skills - Overview

“The ability to influence people without irritating them is the most profitable art known to man.”

Napoleon Hill

***LEADERS,
COMMUNICATE, INSPIRE and MOTIVATE PEOPLE to ACTION,
ACHIEVING RESULTS!***

Congratulations for choosing to look at our very successful NLP Leadership & Management Skills Course!

We feel and would say that this course has enhanced the Leadership skills of the many people who learned and applied these powerful techniques in their professional life.

As you will see reading on, this Leadership & Management Skills Course has been developed for Leaders and Managers at all levels in an organisation, who have to achieve RESULTS THROUGH THEIR PEOPLE and impact the BOTTOM LINE for the business.

A course specifically for Leaders and Managers who are already successful in their role and recognise the requirement for ongoing continuous personal development in the critical key areas of LEADING and MANAGING PEOPLE.

This Leadership & Management Skills Course offers a UNIQUE blend and combination of:

- Proven tried and tested, Leadership and Management techniques
- Practical experiences from a successful, Managing Director, Trainer, Coach

We embrace the very successful philosophies and techniques from NLP (Neuro - Linguistic Programming) in all our courses, because they are extremely effective and achieve powerful results, faster!

Successful Leaders and Managers have been extensively studied and found out what made them different and more successful in many areas compared to unsuccessful leaders.

These success traits are included in this unique NLP Leadership & Management Skills Course.

When attending delegates learn these successful traits and practise them, they achieve the same results, only faster and with less effort!

Imagine what it would look like, sound like and feel like to harness these successful traits and achieve successful results in your business.

Gain a personal and professional competitive edge by investing in this course, now!

“NLP Leadership & Management Skills - Course Objectives”

How many of the following skill areas would improve your Leadership/Management Skills?

- | | | |
|----------------------|---|--------------------------|
| Leadership | - Be in command of my own life and career | <input type="checkbox"/> |
| | - Learn charismatic leadership skills | <input type="checkbox"/> |
| | - Learn secrets of faster promotion | <input type="checkbox"/> |
| | - Be respected by others as a leader | <input type="checkbox"/> |
| | - Become a more skilful communicator | <input type="checkbox"/> |
| | - Identify your Leadership style and areas to work on to improve | <input type="checkbox"/> |
| Communication | - Learn to listen more effectively, with my eyes and ears | <input type="checkbox"/> |
| | - Learn visual, auditory and kinesthetic languages | <input type="checkbox"/> |
| | - Be able to use Visual language effectively | <input type="checkbox"/> |
| | - Be able to use Auditory language effectively | <input type="checkbox"/> |
| | - Be able to use Kinesthetic language effectively | <input type="checkbox"/> |
| People Skills | - Be able to interpret body language more effectively | <input type="checkbox"/> |
| | - Be able to interpret eye movements more effectively | <input type="checkbox"/> |
| | - Be able to interpret tone of voice more effectively | <input type="checkbox"/> |
| | - Be able to interpret words more effectively | <input type="checkbox"/> |
| | - Be able to connect with even more people, faster | <input type="checkbox"/> |
| Influencing | - Be able to build quick and effective rapport with everyone | <input type="checkbox"/> |
| | - Be able to build trust, quickly and effectively with everyone | <input type="checkbox"/> |
| | - Learn the techniques of mirroring | <input type="checkbox"/> |
| | - Learn to mirror body language more effectively | <input type="checkbox"/> |
| | - Learn to mirror voice tone more effectively | <input type="checkbox"/> |
| | - Learn to mirror words more effectively | <input type="checkbox"/> |
| Presentations | - Learn the secrets of successful presenters | <input type="checkbox"/> |
| | - Learn how to overcome nerves and stage fright | <input type="checkbox"/> |
| | - Learn how to prepare an effective presentation | <input type="checkbox"/> |
| | - Learn how to become even more confident and dynamic | <input type="checkbox"/> |
| | - Learn how to connect with everyone in any audience | <input type="checkbox"/> |
| Attitude | - Learn how to be a much more positive person more often | <input type="checkbox"/> |
| | - Learn how we become a negative or positive person | <input type="checkbox"/> |
| | - Learn how to influence negative people to become even more positive | <input type="checkbox"/> |
| | - Learn how to turn negative situations into positive situations | <input type="checkbox"/> |
| | - Learn how to transform our everyday language to be more positive | <input type="checkbox"/> |
| Beliefs | - Learn what limiting beliefs you may have that are holding you back | <input type="checkbox"/> |
| | - Learn how to change limiting beliefs to empowering beliefs | <input type="checkbox"/> |
| | - Learn new, empowering beliefs that will propel us forward | <input type="checkbox"/> |
| | - Learn the beliefs of successful people and copy them | <input type="checkbox"/> |
| | - Learn how to influence other people’s negative beliefs, to positive | <input type="checkbox"/> |

Proposed Sessions Overview

Morning Session: NLP Communication Skills

Learning how every person communicates with three different languages, Visual, Auditory and Kinesthetic. Discovering how most people prefer one language more than the other two and what that can mean. Completing the communications survey to identify their own personal communication preference. Learning how to use ALL three languages successfully so everyone understands what they are communicating

- Learning how every person communicates with THREE different languages
- Learning these visual, auditory, kinesthetic language patterns
- Learning our personal language preference, visual, auditory or kinesthetic
- Learning why some people may prefer ONE language more than the other TWO
- Learning the importance of body language (55%), tone of voice (38%), words (7%)
- Learning how to recognize and successfully use, visual body language
- Learning how to recognize and successfully use, auditory body language
- Learning how to recognize and successfully use, kinesthetic body language
- Learning how to recognize and successfully use, visual voice tone
- Learning how to recognize and successfully use, auditory voice tone
- Learning how to recognize and successfully use, kinesthetic voice tone
- Learning how to recognize and successfully use, visual words
- Learning how to recognize and successfully use, auditory words
- Learning how to recognize and successfully use, kinesthetic words
- Learning to develop even more flexibility, when interacting with other people
- Learning how to build effective rapport with almost anyone, quickly and effectively
- Learning matching and mirroring techniques to enhance our communication
- Learning how to influence and persuade others, easily, effectively and with integrity

Learning how to successfully use the THREE languages in other management situations,

E.g. Selling, Team Briefings, Presentations, Interviewing, Training, Motivating, Learning, Delegation, Accountability, Report Writing, etc!

Afternoon Session: Personal Attitude Control , Handling Pressure and Stress

Learning how we all have choice about what we feel at any moment.

Learning how to become a much more positive person, more often.

Learning how to influence other people's attitude from negative to positive.

Learning how to set ourselves up for success.

- Learning how to manage our attitude, state of mind, to be a much more positive person
- Learning how the quality of our pictures we look at determines how we feel at any moment
- Learning how the quality of the sounds we hear determines how we feel at any moment
- Learning how the quality of our self-talk determines how we feel at any moment
- Learning how the quality of our questions determines how we feel at any moment
- Learning why and how people feel negative or feel positive and act accordingly
- Learning how to influence negative people to be even more positive
- Learning how to be even more in control of our emotions and attitudes
- Learning how to manage pressure and stressful situations even more effectively
- Learning how to change negative situations into positive situations
- Learning how we get what we focus on consistently, how to model the success of others
- Learning how our everyday language and questions can sabotage or enhance our attitude
- Learning how to break through their limiting beliefs to achieve even more positive results
- Learning how to influence other people's limiting beliefs, for more positive results

Client List

Scott White Training are proud to be associated with the following strong, diverse portfolio of International clients.

Abru	Kostal
Academy for Chief Executives	Leeds & Holbeck BS
Associated British Ports	Linear Recruitment
AFI-Uplift	Lombard
Avecia	Mallinkrodt Chemicals
Barnsley NHS Hospital	Manufacturing Institute
Bassetlaw NHS Hospital	Martek Marine
BBraun Medical	Millfold Insulations
Begbies Traynor	Motor Solutions
Berrybridge Housing	MTL Group Ltd
BL Gilbert (Barrow)	Nestle
Brewfitt	Omar Woodbury
Business Links	Parkgate Mobility
Campbells Foods	Partnership for Learning
Card Factory	Pentagon Chemicals
Carlisle Housing Association	Polypipe
Catalent	Purification Products
Chambers of Commerce	RBS
Chiron Vaccines	Reckitt Benckiser
Clinimed	Rieke Packaging
Communis PLC	Rosebys
Cooltherm Installation Services	Rotherham NHS Hospital
Coutts & Co	RS Clare
Cranfield University	Scientific Games
Cutting & Wear	Sellafield Sites
Cybertill	Sheffcare
Darron-SBO	Sheffield Childrens Hospital NHS
Dent Steel	Siddall & Hilton
Doncaster NHS Hospital	Sidhil
Eaga	South Yorkshire Police
Eng. Special Steels	Stanley Tools
Equifax	Superdrug
Estate Wire	Surestart
Excel Logistics	Syntor Fine Chemicals
Equifax	Tetrapak
Experian	The Money Centre
Firth Rixson UK - 4 sites	Total Petrochemicals
Firth Rixson USA - 4 sites	Tribal Education
First Direct	Trilogy Foods
First Group	Tyco Healthcare
Fresh Island FoodsI-Paye	Ultimate Bathrooms
G&P Group	Vaillant
Glaxo Smith Kline	Victrex
Great Lakes Chem	Virgin Active
Greymatter	Westfield Health
Harratts (Volvo)	
Hazlewood Foods	
Intelligent Packaging	
I-PAYE	
James Dawson	
Jersey Telecom	
Killgerm Chemicals	
Kirk Newsholme	