

## NLP LEADERSHIP SKILLS FOR MANAGERS & SUPERVISORS

<b>Dates:</b>	Day One:	Wednesday 27th January 2016
	Day Two:	Wednesday 10th February 2016
	Day Three:	Wednesday 24th February 2016
	Day Four:	Wednesday 9th March 2016
	Day Five:	Wednesday 23rd March 2016
<b>Times:</b>	9.00am - 4.30pm	
<b>Location:</b>	Ibis Hotel, Moorhead Way, Bramley, Rotherham, S66 1YY (Off Junction 1 / M18)	
<b>Investment:</b>	£1497.00 + vat per delegate!	
<b>Book NOW on:</b>	<b>01709 817150</b> <b>scott@scottwhitetraining.co.uk</b> <b><a href="http://www.scottwhitetraining.co.uk">www.scottwhitetraining.co.uk</a></b>	

- *This course is uniquely delivered over FIVE DAYS - AT TWO WEEK INTERVALS to allow delegates the opportunity to practise what they learn, in their workplace!*



## 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!

## **General:**

Management should communicate the aims and objectives of the training course, positively to each attending delegate.

To remind delegates of the need to continuously improve, through applying essential tried and tested basics and introduce them to the very latest Leadership and Management techniques.

Our extensive experience has proven time and time again that these Leadership and Management Skills are developed through consistent practise, over a period of time.

This Leadership/Management course will place emphasis upon the delegates to apply the course material in their real world and to achieve practical results.

## **Prior to each course:**

Each attending delegate will complete a programme questionnaire, highlighting the skill areas they need and want to improve in.

This allows the trainer to help each person to meet his or her individual needs and wants during the course.

## **During each course:**

An open mind and a positive attitude are important when learning new ideas and techniques.

New behaviours and skill changes are normally achieved through the following "formula for success."

Each delegate will make a commitment to practise, practise, practise these new ideas and techniques in their workplace, between sessions.

These assignments will be practical and work based.

Delegates will report back on the results and outcomes of their commitments, at every session.

The trainer holds everyone accountable for his or her actions.

The trainer also acts as a coach,

- A listening to each delegate report on his or her commitments between sessions
- B offering positive feedback to each delegate on his or her achievements
- C offering positive suggestions in areas for improvement
- D inspiring confidence in the delegate to seek alternative solutions

When delegates achieve positive results each session, it gives them confidence to reset their goals.

We would expect delegates to see and hear different behaviours and results in the workplace very quickly.

## **Course completion:**

Each delegate is required to present to the group their final presentation based on what they have achieved as a result of participating in the course.

This final presentation will be also be a written action plan for their ongoing development areas in the future.

- For themselves, personally,
- For the team they work with,
- For the business

Final written presentations and plans to be reviewed and approved by their line Manager or Director.

Delegates will be presented with their framed course certificate.

## **“NLP Leadership & Management Skills - Course Objectives”**

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

- |                      |  |                          |
|----------------------|--|--------------------------|
| <b>Leadership</b>    | - 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"/> |
| <b>Communication</b> | - 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"/> |
| <b>People Skills</b> | - 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"/> |
| <b>Influencing</b>   | - 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"/> |
| <b>Presentations</b> | - 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"/> |
| <b>Goal Setting</b>  | - Learn how to set realistic and achievable goals                | <input type="checkbox"/> |
|                      | - Learn how to identify if your goals are achievable             | <input type="checkbox"/> |
|                      | - Learn successful techniques that work every time               | <input type="checkbox"/> |
|                      | - Learn how to sell your vision and goals to other people        | <input type="checkbox"/> |
|                      | - Learn how to reduce your limitations and enhance success       | <input type="checkbox"/> |
| <b>Motivation</b>    | - Learn who is motivated towards reward and recognition          | <input type="checkbox"/> |
|                      | - Learn who is motivated away from pain and what they don't want | <input type="checkbox"/> |
|                      | - Learn who is motivated by what they think themselves           | <input type="checkbox"/> |
|                      | - Learn who is motivated by what they think other people think   | <input type="checkbox"/> |
|                      | - Learn who is motivated having options or by having procedures  | <input type="checkbox"/> |

- |                        |   |                          |
|------------------------|---|--------------------------|
| <b>Attitude</b>        | - 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"/> |
|                        |   |                          |
| <b>Beliefs</b>         | - 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"/> |
|                        |   |                          |
| <b>Confidence</b>      | - Learn how to increase your self - esteem                              | <input type="checkbox"/> |
|                        | - Learn how to increase your self - confidence                          | <input type="checkbox"/> |
|                        | - Learn how to transfer your confidence to other people                 | <input type="checkbox"/> |
|                        | - Learn how to sell yourself and your ideas at any level                | <input type="checkbox"/> |
|                        | - Learn how to be even more enthusiastic, action- oriented              | <input type="checkbox"/> |
|                        | - Learn how to have a "can do" attitude and belief                      | <input type="checkbox"/> |
|                        |   |                          |
| <b>Stress</b>          | - Learn what kind of things stress you and how to deal with them        | <input type="checkbox"/> |
|                        | - Learn what kind of people stress you and how to deal with them        | <input type="checkbox"/> |
|                        | - Learn how to distance yourself from stressful situations              | <input type="checkbox"/> |
|                        | - Learn how to put things in a better perspective for yourself          | <input type="checkbox"/> |
|                        | - Learn how to avoid, or lessen stress in your life                     | <input type="checkbox"/> |
|                        |   |                          |
| <b>Self Motivation</b> | - Learn how to focus on motivational pictures and images                | <input type="checkbox"/> |
|                        | - Learn how to focus on motivational sounds                             | <input type="checkbox"/> |
|                        | - Learn how to focus on motivational language and voice tone            | <input type="checkbox"/> |
|                        | - Learn how to focus on motivational questions and answers              | <input type="checkbox"/> |
|                        | - Learn how to be more excited, enthusiastic, passionate, daily         | <input type="checkbox"/> |
|                        | - Learn how to delete, negative de-motivational, pictures and sounds    | <input type="checkbox"/> |
|                        | - Learn how to delete, negative de-motivational, language and questions | <input type="checkbox"/> |
|                        |   |                          |
| <b>Delegation</b>      | - Learn how to delegate to different communication styles of people     | <input type="checkbox"/> |
|                        | - Learn how delegate to different motivational styles of people         | <input type="checkbox"/> |
|                        | - Be able to use Visual language effectively, when delegating           | <input type="checkbox"/> |
|                        | - Be able to use Auditory language effectively, when delegating         | <input type="checkbox"/> |
|                        | - Be able to use Kinesthetic language effectively, when delegating      | <input type="checkbox"/> |
|                        |   |                          |
| <b>Team Building</b>   | - Learn how to understand different people in your team                 | <input type="checkbox"/> |
|                        | - Learn how to communicate more effectively with your team              | <input type="checkbox"/> |
|                        | - Learn how to harness the strengths of your team                       | <input type="checkbox"/> |
|                        | - Learn how to focus the team on common goals and priorities            | <input type="checkbox"/> |
|                        | - Learn how to focus the team on achieving a successful business        | <input type="checkbox"/> |

***How would it look, sound and feel when you improved these areas by a minimum of 1%?***

## Proposed Sessions Overview

### Day 1                    **Setting Course Goals and Communication Skills**

Outlining the course philosophy, how it works and outlining delegate commitment to success  
Selecting and setting personal course goals and learning how to achieve them  
Delegate introductions to the group and sharing their personal course goals, with each other  
Developing more self esteem, belief and confidence, through public speaking  
Developing powerful techniques to enhance presentation skills

- 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!

Delegate Assignments based on the session material

## Day 2

## Personal Attitude Control , Handling Pressure and Stress

Outlining the course philosophy, how it works and outlining delegate commitment to success

Selecting and setting personal course goals and learning how to achieve them

Delegate introductions to the group and sharing their personal course goals, with each other

Developing more self esteem, belief and confidence, through public speaking

Developing powerful techniques to enhance presentation skills

- 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

Delegate Assignments based on the session material

### Day 3

### Advanced People Skills, Motivation Skills

Delegate Feedback session:

All delegates report back to the group their progress with the session assignments

Developing even more self esteem, belief and confidence through public speaking

Learning new ways, of applying course material, listening to all other delegates feedback

Trainer offering positive reinforcement, guidance and feedback on all delegate reports

- Learning how to manage their people much more effectively
- Learning how to listen much more effectively with their eyes and ears
- Learning how to match and mirror effectively when communicating
- Learning how to inspire and motivate their team members
- Learning how to look for and find positive things in their people and their workplace
- Learning how to be a much more self-assured and confident person
- Learning how to communicate their confidence to others
- Learning how to transfer their calmness and confidence to others
- Learning key motivational strategies of people
- Learning which people are motivated by reward and recognition
- Learning which people are motivated by fear and consequences
- Learning which people are motivated more by what they think about themselves
- Learning which people are motivated more by what other people think
- Learning which people are motivated more when given choices
- Learning which people are motivated more when they can follow a procedure
- Learning which people are programmed to oppose everything that is said
- Learning why and how time lines are important to our communication
- Learning why and how our past and future play a vital part in our communication

Delegate Assignments based on the session material



## Day 4

## Charismatic Leadership and Advanced Influencing Skills

Delegate Feedback session:

All delegates report back to the group their progress with the session assignments

Developing even more self esteem, belief and confidence through public speaking

Learning new ways, of applying course material, listening to all other delegates feedback

Trainer offering positive reinforcement, guidance and feedback on all delegate reports

- Learning your current Leadership style
- Learning how to develop personal Charismatic Leadership qualities
- Learning how to recognize Charismatic Leadership qualities in others and model them
- Learning how to develop powerful charismatic presentations
- Learning how to communicate much more effectively with every audience
- Learning how to entrain every audience
- Learning how to successfully use all three languages in presentations
- Learning how to ask themselves better quality questions and get better quality answers
- Learning how to ask others better quality questions to gain better quality information
- Learning how to cut through “fluffy” language and get precision information
- Learning how to hold people even more accountable for their results
- Developing our advanced presentation techniques practically in the training room
- Learning how to give feedback to people, for changing behaviours and actions
- Learning how to use powerful influencing language and behaviours
- Learning how to captivate any audience quickly and hold their attention
- Learning how to captivate any audience, without using visual aids
- Learning how to use a person’s existing, personal “visual aids”
- Learning how to successfully use examples, stories and metaphors, to influence

Delegate Assignments based on the session material

## **Day 5                    Delegation, Time Management & Accountability Skills**

Delegate Feedback session:

All delegates report back to the group their progress with the session assignments

Developing even more self esteem, belief and confidence through public speaking

Learning new ways, of applying course material, listening to all other delegates feedback

Trainer offering positive reinforcement, guidance and feedback on all delegate reports

Putting it all together!

This session will incorporate all the learnings from the previous sessions and practise how to apply them in every day practical situations!

This will involve delegates being involved in successfully delivering a fifteen minute presentation to the group, using all the following:

- Developing successful Delegation techniques
- Developing successful Time Management techniques
- Developing successful Accountability techniques
- Developing our personal Charismatic Leadership qualities
- Developing and delivering, practical powerful charismatic presentations
- Successfully communicating much more effectively with every audience
- Successfully entraining every audience
- Successfully using all three languages in presentations
- Successfully using advanced presentation techniques practically in the training room
- Successfully using powerful influencing language and behaviours
- Successfully captivating the audience quickly and hold their attention
- Successfully captivating any audience, without using visual aids
- Successfully using a person's existing, personal "visual aids"
- Successfully using examples, stories and metaphors, to influence

Delegates will be expected to answer questions from the audience

**All delegates will be presented with their framed course certificate**

## 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
ABP	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
Degussa Fine Organics	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	