

## BASIS OF LINGUISTIC AND NEUROLOGICAL PROGRAMMING

### Objectives

■ Discover the Linguistic Neurological Programming applications to manage a team, a meeting or during a speech

■ Using this proven behavioral tool.

■ Train how to use the presented tools

### People concerned

Every business occupations.

### Duration

2 days

### Know-How acquired

#### **Knowing the intuitive communication part**

Create more easily a contact in front of “stressing” auditors: rely on your gesture and not on your voice.

#### **Tips for a better dialogue flowing**

Listen in a different way: visual, auditory and kinesthetic main characteristics determine the way we think and talk.  
Talk to be listened: arouse interest and make understanding easier. Don't hesitate to challenge routine speech

#### **Knowing when to speak**

Succeeding in making a mutual trust  
Acknowledge your personal meeting parasite: speech pressure, uncertainty, irritation...  
Adjusting your listening as you accurately decode your interlocutor's reaction.

#### **Revise your own position**

Dismantle the a priori and prejudice mechanisms blocking dialogue  
Have a clarifying listening in order to ease problem resolutions.  
Negotiating agreement points in a discussion.  
Face objections in order to improve your meetings: criterias.  
Improve locking agreement points: positioning techniques  
Get prepared before an important stake.  
Get rid of fright in tricky professional situations: before you tackle an important meeting, a speech...