



## NLP CANADA TRAINING INC.

# Coaching with NLP: Solving Problems

Everyone who works with people works with people with problems. As much as we may choose to focus on goals and purpose, the people around us are often consumed by a focus on their problems. They are motivated not just by what they want, but by the desire to be free of what they don't want.

This one day course will allow you to apply the model of NLP (neurolinguistic programming) to coach people who come to you with problems. It's designed for NLP practitioners who want to develop their coaching skills and for coaches who want to add NLP tools to their coaching practices.

NLP provides a model for changing the way that clients combine their physiology, language and sensory experience to make meaning and create results. It allows coaches to work with patterns of achievement so that clients discover that they have the strengths and resources necessary to meet their challenges. In this course, participants will draw on their own experience to identify personal patterns of success in helping others move from problem solving to achievement.

Take this opportunity to step back, reflect on how you have been effective in coaching others through problems, and identify practical strategies for further development.

The course includes:

- ▶ how to identify and isolate problems
- ▶ a case study in overcoming frightening obstacles that allows you to notice your current practice and presuppositions
- ▶ a script for guiding people through a process that discovers the edges of their problem and allows them to dissociate from it
- ▶ practice in building rapport and strengthening useful connections
- ▶ using rapport to move from obstacles to outcomes
- ▶ three ways to access the resources necessary to deal with the problem
- ▶ how to check progress by eliciting and transforming the stories your client tells about the problem



### Why take this course?

- ▶ You are an experienced coach or manager who is interested in what NLP would add to your practice
- ▶ You are an NLP practitioner who wants to know more about how to use NLP practices within coaching relationships
- ▶ You are in a role where your success depends on how well you help other people solve their problems
- ▶ You want to be more systematic in your approach to solving problems

### Principles of NLP & Hypnosis

- ▶ combine sensory information, physiology, and language to create, identify or explain results
- ▶ identify benefits and positive intentions
- ▶ effectively combine sensory perception with abstract thinking
- ▶ discover creativity and strengths through re-imagining the past
- ▶ work through a content-free process to support change without compromising privacy