



NLP CANADA TRAINING INC.

Coaching with NLP: Goals

This one day course provides an intense focus on the process by which coaches set goals with clients and motivate them to achieve the desired results. 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. The day provides a thorough look at working with clients to create compelling representations of the results they want or need.

The day begins with an exploration of what coaches can and cannot influence and how they get results. It moves through an application of this to the process of motivating clients to achieve particular results. The day includes NLP exercises and practice coaching sessions.

There are many ways to set and test the goals we create for ourselves. It is challenging, however, to adopt the goals that others set for us so that they are equally compelling. Coaching within group or business settings often means motivating clients to move towards results that have been determined by other people. This day provides a variety of NLP practices for managing different phases of this process.

You will walk away with a clearer sense of personal motivation, new ideas about coaching to motivate, and practical processes you can apply immediately.

The course includes:

- ▶ how do people know what they want?
- ▶ the Ugly Duckling as coaching client: checking your own presuppositions
- ▶ an NLP-based model for moving from motivation to results
- ▶ what can a coach influence?
- ▶ creating compelling visions of results
- ▶ deepening rapport with coaching clients
- ▶ calibrations of client engagement
- ▶ how to explore individual patterns of success
- ▶ the discipline of moving only as far and as fast as your rapport allows
- ▶ creating a compelling shared outcome

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 is measured by the results that other people get (coaches, managers, trainers, etc.)
- ▶ You are currently involved in a situation where you need buy-in from one or more people to get what you want

Principles of NLP & Hypnosis

- ▶ combine neurology, language & physiology to achieve more
- ▶ 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

