

Held each Spring
- and every
other Autumn

The Pegasus NLP Practitioner Certification Training (Part 2)



In the New Forest - every Spring

When it's time for NLP Practitioner Part 2...

When you complete NLP Core Skills you know just how valuable NLP can be.

Well, then it may be time to take your skills to a new level with the NLP Practitioner Part 2 Programme.

It's held each spring and every other autumn and is in 2 one-week modules.

Compared with NLP Core Skills?

More team learning: The group is usually smaller and more focused - and you'll also be part of a on-going coaching team of 2 or 3 which works together outside course times.

More time to explore techniques in the hands-on practical sessions, to discuss the practical application of each technique, and to further your learning within your own coaching group.

More techniques for dealing with long-held anchors and personal fears, for enhancing confidence, and developing verbal and non-verbal communication skills.

More in-depth: not only do we go into new material in more depth but we revisit everything from Core Skills to enable you to more fully realise its potential.

More evenings: with a total of 10 evenings, rather than the 3 on Core Skills you have more opportunities to try out (and maybe show off) different favourite recipes or head off to visit local pubs including some by the seaside.

Your 10 Learning Streams

These are the themes which run through the course. We explore them individually and we look at how they can work together.

1. Personal development

This programme is an opportunity to give yourself a thorough personal and professional makeover. You will have a huge range of techniques, some of these powerful and far reaching, plus you'll have more



Who attends Practitioner 2

- **Managers and team leaders:** to improve how they lead, motivate, appraise, handle difficult situations, and manage individuals and teams.
- **Trainers, teachers and facilitators:** to communicate with greater effectiveness, design their material to suit the group/audience, manage their own presence, and deliver with greater impact.
- **Sales professionals:** to recognise and highlight the value to their customers of their products or services, sell effectively in difficult times, and develop customer relationships which endure.
- **Coaches and therapists:** to develop the skills to better understand people and to acquire a huge range of skills with which to empower their clients/customers and enable them to overcome thinking obstacles as well as limiting beliefs.
- **People who want to develop themselves:** Practitioner 2 continues the personal growth and development journey begun on NLP Core Skills. All of the Practitioner-level skills and insights are learned by first applying them to your own life and then learning how to use them with others.

hands-on time with them: in some of the practical breakout sessions you will have 30-60 minutes to explore the skill.

The longer practical sessions allows more time to benefit from being in the 'coachee' role. And, when you are in the 'coach' role, you have more time to develop your skill and confidence with the technique.

2. Advanced communicating skills

In NLP Practitioner 2 we explore an extensive range of insights and techniques for creating better relationships, coaching or mentoring others, and getting your message across more effectively - at home, at work and socially. *(See full syllabus below.)*

Precise and influential communication

The two Language Models (the Milton and the Meta Models) are central to NLP Practitioner 2 - because it is likely that these are two NLP tools that you will still be using in decades to come!

Reg Connolly, who presents each model, has spent over 25 years refining these to make them easy to learn and powerful to use in everyday conversation

3. The Meta Model

Use this to bring an unusual degree of clarity and precision to how you communicate with others and understand others.

The Meta Model is also a very powerful coaching and mentoring tool. With it you can identify a person's thinking patterns and beliefs in order to (1) assist them in clarifying their thinking (2) coach or mentor them in finding their own solutions.

4. The Milton Model

This is a set of powerful tools for making your communication more influential and to have more impact. It includes verbal, vocal, and non-verbal methods to pre-empt disagreement, make your message resonate with your listener by appealing to both the intellect and the emotions. This model is particularly powerful when you use it alongside the Meta Model.

5. The 14 Reframing Tools

The Reframing Tool-kit comprises a total of 14 simple-yet-powerful tools for changing perceptions, focusing others' attention and keeping things on track.

Reframing is the ability to overcome obstacles or problems by presenting them, or by seeing them, in a new light. Use it for yourself and with other people.

Conversational reframing: how to help someone think about a situation, person, or event in a new way.

Emotional reframing: our version of the 'Parts Consultation' technique is one of the most powerful stress management methods available. It is excellent for resolving inner conflict and can be used for yourself or to help others.

6. NLP Strategies

In NLP a 'strategy' is the mental programme or 'recipe' which we use to do something. Just like a cooking recipe, a strategy tells us the steps to follow.

We have strategies, or programmes, for everything we do such as *to forget things, be good at sport, to eat healthily, be late for appointments, or to support or undermine our self-esteem, etc.*

When we are unsuccessful at something, it's often because of a poor strategy rather than a personal failing.

Strategies are primarily a tool for coaching and mentoring: you learn to streamline effective strategies in order to improve performance - and to replace or change ineffective strategies to produce better results.

The enjoyment and awe of practicing what we learn during the course and expanding our own personal development is a magical and a humbling experience. I whole heartedly recommend a Pegasus experience. You have given me the tools to make my own keys for the doors I now begin to open within myself. Tom Smyth, consultant and corporate trainer



7. Values & Beliefs

Learn to use a range of techniques for identifying Values. Then use these to motivate yourself and others, develop teams, coach and mentor others, and use the Values Hierarchy in personal decision making.

Learn to identify and replace long-held limiting beliefs which sabotage confidence or self-esteem. Use these methods for yourself or to coach others.

(Incidentally, the 'Design your Future' method relies on Beliefs and Values techniques for its effectiveness.)

8. Anchors

These are the trigger-response patterns which change our mood instantly, for better or worse. Negative anchors, for instance, occur too quickly to be affected by positive thinking - this is why they can be so undermining of self esteem.

Learn to create positive anchors conversationally or using techniques such as the Walking Anchor and the Circle of Resources. Learn a range of techniques to dissolve negative anchors, even quite powerful ones which cause fear or anger.

Recognise and utilise the distinction between Association (when you relive an event) and Dissociation (when you review an event). Knowing which is right for which situation is a critically important skill in coaching, mentoring, managing, and parenting – and even in family situations.

How soon after NLP Core Skills?

We're often asked how much time should there be between NLP Core Skills and NLP Practitioner 2.

This is a personal choice; it really depends on what works best for you and what best fits your timetable.

Some people go on to Part 2 weeks, or even days, after their NLP Core Skills. Others leave it for months or years (the record, so far, is 11 years).

Do you need to first master everything from Core Skills? No, definitely not. In NLP Practitioner Part 2 we revisit and further develop each of the Core Skills methods.

9. Timelines & Submodalities

Timelines indicate how a person uses time in their thinking. You can use Timeline methods to manage stress levels, boost motivation or commitment to a goal.

In coaching sessions use Timeline methods such as the *Timeline Bubble* to 'map' and follow a person's non-verbal communication and how they are internally changing as a coaching session progresses.

In coaching use Submodality techniques to assess the person's progress and to help them reinforce their achievements.

10. Techniques

As you would expect we will be exploring an extensive range of both quick and in-depth NLP techniques for use in your own life and for coaching and counselling other people. We also revisit the NLP Core Skills techniques to recognise how the Practitioner 2 skills and insights can make these more effective.

The full course syllabus at the end of this brochure and it is also online here:

<https://nlp-now.co.uk/nlp-practitioner-syllabus/>

How you will learn

Active learning: as in NLP Core Skills, you explore each main topic through a discuss-practise-review-discuss cycle - and with more, and longer, hands-on practical sessions than on Core Skills.

Pegasus NLP Core Skills participants only: Practitioner 2 is open only to people who have completed NLP Core Skills because the two courses have been carefully designed to create a comprehensive and in depth NLP Practitioner Certification experience.

A great team: Since everyone will have had a similar NLP Core Skills *experience* we are able to 'hit the ground running' and to have settled into a focused learning team by the end of the first afternoon.

Highly motivated: On Practitioner 2 you share a learning journey with a group of highly motivated people who are taking part because they too have found NLP Core Skills valuable: they have organised their lives to come along and learn more on a full-length, full-syllabus NLP Practitioner Certification.



Learning thoroughly – and easily: The Pegasus team is dedicated to making each day of the Programme a learning-rich, varied and enjoyable experience - and we do this by working together in the background.

Accelerated Learning Methods: We also use a range of over 12 sophisticated methods to optimise your learning; through how the course is designed, how it adapts to the group each day, how we maintain variety and interest, how topics are made memorable and jargon-free, how topics are revised and integrated, and how the practicality of each topic is emphasised.

Group size: NLP Practitioner 2 groups are usually smaller and more informal with numbers typically between 9 and 14 people. This ensures that your experience is personalised and that you have lots of opportunity to chat with, ask questions of, and obtain guidance from the trainers.

Coaching Groups: To ensure you get the most from your course you will be part of a small 'coaching team' of two or three people for each of the two weeks.

Coaching groups meet up either before the training day begins or immediately afterwards, to review, build upon, and practise what you have learned - as well as to coach each other in preparation for the certification process. (If you are staying off site it's a good idea to allow a little extra time in the Lodge for these sessions).

"Where do I start... Now it's July (three months after the course ended) and I find a hell of a lot of the skills exude from my behaviour and thinking in life. I find it difficult to highlight one area - the focus it has given me on what is important in life is possibly the best answer I can provide." Sam Mawby



The Outdoors and Learning

As you know from NLP Core Skills, physical activities, and especially the all-important review of these, are valuable in understanding yourself and developing beliefs and motivation to change things in your life.

In Practitioner 2 we continue to use outdoor physical activities, weather permitting as always, including archery, raft-building and high ropes sessions.

Archery: archery provides insights into how we think and react including how we approach our goals, have fun, adapt our behaviour when things are not working,

and how we use our minds and bodies to help or hinder ourselves in daily life.

Raft Building: your team has a few planks, some bits of rope and some big barrels. Your project? Build a raft which you will then sail on the bigger of the two lakes. You are given no instructions so it is important to pull together as a team and to pool your skills – in line with the *none of us is as smart as all of us* theme.

Experimental games and walks: we will be using indoor and outdoor games to explore ideas or simulate everyday life situations and recognise how NLP insights and tools help in such situations.

Mind-body techniques: we experiment with a range of *physical* ways of changing moods and defusing negative thoughts. These provide an alternative to the usual *thinking-based* routes and are great for by-passing over-intellectualisation.

High Ropes: at the end of the course we'll be again at the High Ropes Course to re-visit some old friends such as the Trapeze Jump and the Cat Walk. This is an interesting opportunity to compare your experience at the end of Core Skills with that at the end of Part 2 – and maybe to challenge yourself to approach the High Ropes with a different *attitude* the second time around.

An inspiring location

As you will know from NLP Core Skills the New Forest location is quite special. It is an inspiring place to take a break, reflect on life, and plan for the future.

It is both beautiful and huge with around 65 acres of green areas, ponds and lakes, and woodland - and it backs onto an even larger area of New Forest heathland and woods to the north of the site.

Whether you stay in the Lodge or travel in daily you are providing yourself with the 'thinking space' of two one-week breaks from routine to get away from it all, mix with a great group of people, and make plans for your future.

(And, if you forgot to do so on NLP Core Skills, remember to bring your camera or sketch pad this time: the light is great in Spring and Autumn).

The venue: Avon Lodge

When you're in the Lodge at Avon Tyrrell you are surrounded by woodland, with access to miles of walking and cycling tracks, and about 25 minutes' drive from the beaches at Mudeford or Hengistbury Head.



Usually around two thirds of the Practitioner 2 group will opt to stay in the Lodge, sharing shopping and food preparation. As in NLP Core Skills, people staying off-site usually bring packed lunches or snacks while some opt to share the food kitty and join the house team for evening meals. Free WiFi is available.

Practical information

Trainer Team: Details of the Certified NLP Trainers on your course will be in the joining information which you will receive a few weeks in advance of the course.

Dates: NLP Practitioner Part 2 is held in two one-week modules which are usually separated by a 4-5 week gap. Dates on our website and the Registration Form

Times: Practitioner courses begin on Saturday morning and end on Thursday afternoon.

Saturday: 10.30 AM to 5.30 PM

Saturday-Wednesday: 9.00 AM to 5.30 PM

Thursday: 9.00 AM to 3.00 PM

Training and other fees

Training fee for the programme is £2010 including VAT. If you are opting to only attend Week 1 you pay half this fee. And later pay the other half for Week 2.

Accommodation: Shared self catering accommodation in twin rooms per week £168 + VAT (£198).

Deferred payments: If you are attending both weeks on the same course, you can spread payments over deposit plus 12 monthly payments (private individuals only.) We do not make an additional interest charge.

Certification fee: Sorry, there isn't one! It's covered by your training fee. Unlike many NLP organisations we do not make an additional charge for certification.

NLP Practitioner Certification

NLP Practitioner 2 completes the full-length, full-syllabus certification training which you began with NLP Core Skills.

Your certification is widely recognised within the world of NLP. It is recognised for Membership of the prestigious Association for NLP

An NLP Certificate to be proud of

Becoming a Certified Practitioner of Neuro-Linguistic Programming through Pegasus NLP is something to be proud of.

Our standard of training is well-known in the world of NLP. And everyone who attains our Certification Standard has earned their certificate through demonstrating their skill: our certification is based on assessment rather than merely on attendance.

Assessment for certification is informal and on-going and does not involve a written or oral 'examination'.

Assessment is completed during the second week by two Certified NLP Trainers and is based on the subjective observations and assessments of all of the Certified NLP Trainers who will have participated in the Practitioner 2 Programme.

We are committed to helping you achieve full certification by the end of the Programme. That said, we may not always be able to immediately certify everyone at this point. Anyone who does not receive immediate certification will be asked to do some further work to bring their skills to certification standard and this will require a further short visit to one of our courses (for which there is no charge).

Throughout the course you will receive direct and indirect coaching both from the trainers and from your own coaching group to enable you to reach the requisite standard.

Likely to miss a day?

It is ideal to attend all training days but if your schedule means that you have to miss up to one day from the fourteen day programme this is not a problem. On your return to the course your coaching group will be able to bring you up to speed on what you have missed.

If you have to miss more than one day we will recommend that you complete the missed time on a subsequent Practitioner 2 in order to acquire the attendance credits required for certification.

Advance preparation?

You don't need to do any specific reading or practising in advance of the Practitioner 2.

We will be ensuring that everybody gets up to speed quickly on their NLP Core Skills material - irrespective of how long it has been since they have attended.

How to take part in Practitioner 2

Contact us by phone or email and we will email you the Reservation Form with which to secure your place on the programme.

Guaranteed?

Yes. The course is guaranteed to meet with your satisfaction.

If, by the end of the second day of NLP Practitioner 2, you are not convinced that the training programme will benefit you we will refund your fee, in full, promptly, and without question.

Questions?

Please phone or email if you have any questions or if you would like to clarify anything.

We will send joining information along with full directions for getting to the venue about 21 days before the course begins.

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The Pegasus NLP Practitioner 2

Detailed Syllabus

This course is open to everyone who has completed our 4-day NLP Core Skills programme - Core Skills provides the skills and insights which we build upon in Part 2.

In this NLP Practitioner Certification programme you learn – and practise – and experience, a lot.

The syllabus is organised into 10 Learning Streams each of which runs through the two weeks of the programme.

1. Personal & Professional Development

Apply everything you learn in your own life

In NLP Practitioner 2 you learn by doing - as you learn each topic you first apply it in your own life.

This means that you can benefit from a 14-day personal and professional makeover - continually exploring, refining and adding to your life skills.

"Design your Future"

This is an on-going personal development exercise which begins Day 3 of the course ends on the final day.

With *Design Your Future* you

- use your own values and beliefs to design how you want your life to evolve over the next few years
- create an action plan, with Milestones, to make this happen
- use advanced NLP techniques to deal limiting beliefs or attitudes which could hold you back.

The *Design your Future* exercises act as

1. A background for the course's many personal development skills methods.
2. A way of integrating all your new NLP skills to create an inspiring plan of the future you want for yourself.

2. Advanced Communication Skills

Communicate effectively

- Most people communicate impulsively. They speak before they think.
- This is fine in casual everyday conversation.
- Here you learn to be more deliberate and precise when the occasion demands.

Avoid the Fire Hose approach!

- There's more to good communication than delivering information.
- This 'fire hose' approach turns off many people – we don't like being talked at.
- Here you learn to engage and involve people.

Multi-level communicating

Good communicators

- Pay attention to what the other person says
- Pay a lot of attention to the person's
 - Eye contact and eye movements
 - Gestures and posture
 - Voice flow and tonality
- Interact using their own
 - Eye contact and eye movements
 - Gestures and posture
 - Voice flow and tonality

Influencing and 'clean' information gathering

- To influence someone, we must first understand their view
- To do this we need to use 'clean communication' i.e. avoid verbally or non-verbally 'leading' them towards our own conclusions
- This is why clean information gathering is central to
 - Coaching
 - Mentoring
 - Selling
 - Managing
 - And being a good parent or friend.

The Pegasus NLP 4 Rs

These are the Pegasus Guiding Principles for communicating respectfully and effectively – and creating good relationships.

- **Respect:** We respect their individuality and their right to have differing views
- **Recognition:** We recognise all of their communication, especially their non-verbal and involuntary communication
- **Reassurance:** We communicate in a way respects and validates their self esteem
- **Responsibility:** We are very flexible in how we communicate so that it is easy for them to understand us

Use The 4 Rs Model in:

- managing and leading
- coaching
- training and consulting
- close relationships
- developing teams
- enhancing your personal self-esteem.

3. The Meta Model

With the Meta Model we can identify or another's 'fuzzy' or unclear thinking. Use the Meta Model to

- Recognise the thinking behind what a person is saying
- Make your communication clear and unambiguous
- Identify and deal with another person's 'fuzzy' or inaccurate thinking.

Six of the 13 Meta Model Patterns

1. Victim Thinking: the person believes their feelings are caused by other people or events i.e. they believe they are 'victims of circumstances'

2. Sneaky Judgements: the person disguises their criticism in a way that makes it difficult to challenge.

3. Mind Reading: the person believes they can 'know' what someone is thinking or feeling i.e. they don't need to ask or check this. They just know!

4. Impossible: words or phrases which indicate that the person believes they can't do something.

5. Rules: words or phrases which indicate a person's fixed beliefs about how they or other people should behave.

6. Forced Assumptions: the hidden or disguised messages that are embedded in what a person says. This is one of the most important language patterns to identify.

Loosening Fuzzy Thinking

It's often enough simply to recognise which Fuzzy Thinking patterns the person is using.

However, there are times when we need to question a person's 'fuzzy thinking' to help them think more clearly as in coaching, appraisals, or negotiations. You learn to use the 'clarifying questions' for each of the patterns.

4. The Language of Influence

The Milton Model is derived from the work of Milton Erickson, a psychiatrist and hypnotherapist. He spent over 60 years studying how language influences both thinking and emotions.

We have adapted the Milton Model to make it useful beyond therapy. Use it to make your personal and professional communication more influential and impactful.

1. The Inverse Meta Model

Deliberately use the Meta Model patterns, and especially Forced Assumptions, to you're your communication more influential. Use it to:

1. Match the thinking style of the other person
2. Pre-empt their likely objections to your ideas
3. Make it easier for them to understand and relate with what you say
4. Make what you say flow more fluently.

2. Use Verbal & Non-verbal techniques

Use your tonality, gestures, pauses, and other vocal skills to add impact to what you say.

3. How to use stories and analogies

Influential and memorable speakers use stories, analogies, and metaphors to engage the emotions and make what they say memorable.

Develop your personal style and introduce this into your personal and professional communication.

5. The 14 Reframing Tools

Reframing is the ability to overcome obstacles or problems by presenting them, or by seeing them, in a new light. Use it for yourself and with other people. The 'toolkit' contains 14 different techniques.

Tools for meetings

Use these to manage meetings more effectively. You can also use them in many interpersonal situations.

1. **Pre-framing:** how to manage expectations, set agendas, and keep to time.
2. **Relevancy Check:** how to ensure people stick to the agenda rather than ride off on their personal 'hobby horses'.
3. **Chunking:** keep things focused by recognising when someone switches from Big Picture issues to Detail issues (or vice versa). This is a common cause of confusion or disagreement.
4. **From Problem to Outcome:** too much problem-focus affects morale. Identify when this is occurring and deflect it by switching focusing on solutions and opportunities.

Tools for Coaching, Mentoring, and Leading

Use this set of tools to enhance your ability to coach, mentor and manage appraisals.

1. **Conversational Reframing:** Use reframing, in everyday conversation, to help a person feel differently about a negative situation.
2. **The 'Parts Consultation' Technique:** Use this technique to deal with inner conflict i.e. when you're in two minds about something. It is one of the most valuable stress management techniques in NLP: use it in your own life and to assist others.
3. **'As If' Technique:** Use this creative thinking method to help someone move beyond a mental block
4. **Backtrack technique:** Use this technique to make goals realistic and motivating.
5. **The Ecology Check:** Use this to ensure your coaching fits the person's lifestyle - to avoid The Law of Unintended Consequences.
6. **Negative consequences:** help a person deal with complacency or procrastination by getting them to focus on consequences of not changing.
7. **Counter Example:** Use this verbal skill, which is also used in the Meta Model, to challenge rigid thinking.
8. **Stack choices:** Loosen negative thinking by getting the person to think of lots of options.
9. **Provocation:** Use this motivation technique to loosen rigid thinking by humorously disagreeing with them.
10. **Future Rehearsal:** Move from them from 'positive thinking' to positive action by enabling the person to mentally rehearse a new skill in a number of different ways.

6. Strategies

In NLP a 'strategy' is the mental programme or 'recipe' that we use to do something. Like a recipe it tells us the steps to follow.

We have strategies, or programmes for everything we do e.g. *forget things, be good at sport, eat healthily, be late for appointments, forget names, undermine our self-esteem, etc.*

When we fail at something, it's usually because of a poor strategy rather than a personal failing.

(Incidentally, it's because strategies or 'programmes' are core to NLP that it is called Neuro-Linguistic *Programming*.)

The TATE Model

With this model you identify the precise steps in a person's strategy

1. How they begin
2. What they actually do once started
3. What they do if things are going well – or aren't going well
4. How they know when to finish
5. How they learn from their on-going experience.

Change a strategy

Skill in dealing with your strategies puts you more in charge of your actions and results.

And it is an essential coaching tool.

Learn to streamline effective strategies to improve performance - and to replace or adapt ineffective strategies to produce better results.

7. Values & Beliefs

Beliefs and Values in self development

Your beliefs and values are behind everything you do; they guide and drive your actions.

Yet we are rarely conscious of these 'drivers' - so we are 'on auto-pilot' for much of our lives.

When you become aware of your beliefs and values you are better able to

- Make rational decisions
- Replace old habits and reactions
- Motivate yourself
- Understand why you do what you do.

Beliefs and Values in motivation

Recognise a person's beliefs and values so you can motivate and influence them. As a coach, help them free themselves from old belief patterns.

Skill with values and beliefs is fundamental to improving how you

- Relate with family and friends
- Manage and lead people
- Influence people in any area.

Learn how to identify a person's beliefs and values so that you can

- Understand why they behave as they do
- Make your messages match their way of thinking.

Beliefs and Values in changing behaviour

Everything we do has a Payoff – it fulfils our beliefs and values in some ways.

As an influential manager, coach, parent, or marketer you need to

- Identify what they currently get their behaviours i.e. the Payoff from their actions.
- Identify which specific values or beliefs are in this Payoff
- Help them, recognise how to change their behaviour whilst still getting this Payoff.

Values: The Top 5 Method

This technique is ideal for a person who is 'aspirational' in their values – who is attracted by goals.

Use the Top 5 method to help a person recognise how they can better fulfil their values if they change their behaviour.

The Motivation Direction Technique

This is the method to use with people (including yourself?) who procrastinate. Here we get the person to focus on the discomfort from, or the cost of, not changing their behaviour.

The Motivation Grid

This takes just a few minutes and is ideal for informal and conversational use. It is a very quick, yet powerful, way of motivating yourself or others.

Limiting Beliefs & Self Sabotage

Limiting beliefs undermine our self-esteem or confidence. We usually acquire them when very young - often before age 10 – yet they can continue to limit us for decades. This is because we don't realise they exist and/or we don't have the skills to change or replace them.

In the second week of the programme you learn to use advanced techniques to do this.

The Design your Future Technique

This is the on-going exercise, mentioned above, which runs through the two weeks of the course and enables you to apply what you are learning to create a plan for your future.

8. Anchoring and the NLP Subtle Skills

An anchor is a connection between an event (trigger) and a feeling (response). Once the trigger is activated we instantly have an emotional response.

When a negative anchor is activated the response is very quick. So quick, that positive thinking is ineffective. Despite our positive thinking we still feel bad. And this, unsurprisingly, undermines our confidence and self-esteem.

In this course you learn techniques to dissolve negative anchors and build positive anchors – for yourself and for others.

Walking Anchor Technique

Use this technique to prepare for important events such as interviews, consultations, or presentations and to loosen negative moods.

A word is an anchor!

A word or phrase can be a positive, or a negative, anchor for you or for others.

Learn to use this insight to communicate more 'cleanly' and make it less likely that you will evoke negative states in others – or in yourself, through your thinking or ruminating.

Conversationally anchor a good feeling

Evoke positive states in other people through chatting with them. And recognise when a person is evoking negative anchors in you – and deflect this effect.

Association vs. Dissociation

Recognise and utilise the distinction between Association (when you relive an event) and Dissociation (when you review an event). Knowing which is right for which situation is a critically important skill in coaching, mentoring, managing, and parenting – and even in family situations.

Change a mood with your voice

The sound of your voice can influence a person's emotions and thoughts. It affects others and theirs affects you.

So you can learn to use your voice – the tonality, pace, volume, speed and pitch - to influence how a person's thinking to create rapport and to influence them.

The Diamond Swish

You experienced the power of the Pegasus Diamond Swish in NLP Core Skills. Now you learn the precise steps to make it work to help others – and tailor it to suit individual personalities.

The Physical Swish

How to use this postural Swish as an alternative means of dissolving a negative anchor.

9. Timelines & Submodalities

Timelines

Timelines indicate how we unconsciously use time in our thinking. Once you know how to change your usual timeline you can influence your levels of stress, motivation, or commitment to a goal. It can also be useful in a coaching session to teach a person to change their own timeline.

The Timeline & Submodality Bubble

This is a Pegasus NLP technique to enable you to 'map' and follow a person's non-verbal communication and how they are internally changing as a coaching session progresses.

Submodalities

We have five senses or 'modalities' plus the ability to think in words. Submodalities are the smaller distinctions in these senses. With Submodality skills you can help yourself and others:

- As a before-and-after test of how any technique has worked
- As a way of convincing the person with whom we are working that they have changed
- A way of enabling a person to become less or more associated into a state
- As a plugin to make other techniques work more effectively.

10. Techniques

Develop a broad range of Practitioner Techniques and re-visit and refine those from your NLP Core Skills.

NLP techniques can be used on their own. But, as you will discover, they work best when used alongside the other skills which you learn on the programme.

Practitioner Techniques include

1. The Pegasus NLP Influencing Model

How to design a piece of influential communication specifically for an individual or group, such as a presentation or sales proposal.

2. The Satir Stress Modes

These are the four behavioural modes which people retreat in times of stress: Blaming, Placating, Distracting and Computing.

The Satir Modes enable us to understand a person's behaviour when under stress – and to recognise the best way of dealing with them at the time.

3. The Disney Creativity Strategy

This technique is based on the creative thinking strategy of Walt Disney. Use it to design inspiring and stretching goals for yourself, other individuals, and teams. This technique is the ideal partner for the PECSAW model from NLP Core Skills.

4. The Circle of Resources

Use this anchoring technique to create positive anchors to handle daunting situations such as interviews, presentations, or managing groups.

5. Change Personal History

A powerful technique for defusing deeply ingrained, long-standing negative anchors or beliefs in yourself or in others.

6. The V-K Dissociation Technique

A powerful, advanced coaching technique for defusing powerful fears such as fear of making presentations, simple phobias, anger triggers, or negative thoughts. (It is also known as The Fast Phobia Cure and those with coaching or counselling experience will find it valuable in dealing with single-issue phobias and recurring negative memories.)

7. The Personality Map (2)

This is a Pegasus NLP development of the Personality Map which is more powerful than the original and which can be used conversationally as a first step in assisting someone resolve a difficulty.

NLP Core Skills' Techniques

We revisit and add refinements to these NLP Core techniques:

Timeline Treasure Hunt - The Thinking Styles Model - Eye Accessing and Predicates

The PECSAW model for goals - The Panel of Experts - Different Perspectives

The Glitch Technique