

# **DIPLOMA COUNSELLING & NLP**

## **PAPER 3 INTRODUCTION TO NEURO LINGUISTIC PROGRAM**

### **UNIT 1: INTRODUCTION TO NEURO-LINGUISTIC PROGRAMMING**

- 1.1 What is NLP?
- 1.2 History
- 1.3 Foundational Principles
- 1.4 Presuppositions
- 1.5 NLP and Communication
- 1.6 NLP and Behaviour
- 1.7 NLP Techniques
- 1.8 Ethical Consideration

### **UNIT 2 : NLP TECHNIQUES FOR PERSONAL DEVELOPMENT**

- 2.1 Setting Goals
- 2.2 Visualizing Success
- 2.3 Anchoring Positive States
- 2.4 Overcoming Limiting Beliefs
- 2.5 Timeline Therapy
- 2.6 Reframing Negative Experiences
- 2.7 Emotional Freedom Techniques
- 2.8 Self – Hypnosis

### **UNIT 3 NLP TECHNIQUES FOR INTERPERSONAL COMMUNICATION**

- 3.1 Rapport Building
- 3.2 Active Listening
- 3.3 Metaphors and Storytelling
- 3.4 Sensory Acuity
- 3.5 Calibration

- 3.6 Meta – Modelling
- 3.7 Milton – Modelling
- 3.8 Perceptual Positions

#### **UNIT 4 NLP IN PROFESSIONAL AND THERAPEUTIC SETTINGS**

- 4.1 Applications of NLP in Coaching
- 4.2 Applications of NLP in Sales and Marketing
- 4.3 Applications of NLP in Leadership and Management
- 4.4 Applications of NLP in Education and Training
- 4.5 NLP in Psychotherapy and Counselling
- 4.6 NLP in Hypnotherapy
- 4.7 NLP and Health and Wellness
- 4.8 Research and Future//

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#### **PAPER 2 : ADVANCED CONCEPTS AND TECHNIQUES OF NEURO LINGUISTIC PROGRAMME**

#### **UNIT 1- ADVANCED NLP TECHNIQUES FOR SELF – TRANSFORMATION**

- 1.1 Introduction to advanced NLP techniques for Self – Transformation
- 1.2 Meta – Programs: Understanding and modifying cognitive preferences
- 1.3 The Circle of Excellence: Create a mental and emotional resource
- 1.4 Reframing: Shifting perspectives and changing meanings
- 1.5 Anchoring: Creating and activating positive states
- 1.6 Timeline techniques: Resolving inner conflicts and enhancing congruence
- 1.7 Parts integration: Resolving inner conflicts and enhancing congruence
- 1.8 Belief change : Rewriting limiting beliefs and installing empowering ones
- 1.9 Self – Hypnosis: Inducing trance states for Self – Improvement,

## **UNIT 2 : ADVANCED NLP TECHNIQUES FOR COMMUNICATION AND INFLUENCE**

- 2.1 Introduction to advanced NLP techniques for Communication and Influence
- 2.2 Rapport: Building and maintaining deep connections with others
- 2.3 Calibration: Reading and responding to nonverbal cues
- 2.4 Pacing and leading: Matching and guiding other's states and behaviours
- 2.5 Milton model: Using vague language to evoke deep trance and change
- 2.6 Sensory Acuity: Heightening awareness of subtle changes in a person's physiology and behaviour
- 2.7 Sleight of mouth: Challenging and reframing other's objections and beliefs
- 2.8 Strategies: Analyzing and replicating successful sequences of actions and thoughts

## **UNIT 3 : ADVANCED NLP TECHNIQUES FOR COACHING AND THERAPY**

- 3.1 Introduction to advance NLP techniques for Coaching and Therapy
- 3.2 Outcome-Oriented Language
- 3.3 New Behaviour Generator
- 3.4 Change personal history: Revising and empowering past memories and decisions
- 3.5 Swish pattern: Substituting and transforming unwanted behaviours and emotions
- 3.6 Fast phobia cure: Eliminating and replacing phobic responses and anxieties
- 3.7 Six – step reframing : Resolving and integrating internal conflicts and values
- 3.8 New code NLP: Exploring and enhancing somatic and systemic patterns of change

## **UNIT 4 : ADVANCED NLP TECHNIQUES FOR CREATIVITY AND INNIVATION**

- 4.1 Introduction to advanced NLP techniques for Creativity and Innovation
- 4.2 Mind mapping: Generating and organizing ideas and concepts
- 4.3 Disney strategy: Exploring and refining multiple perspectives on a problem
- 4.4 Reframing through art: Expressing and transforming emotions and meanings through different modalities
- 4.5 Meta – states: Creating and combining higher levels of thinking and feeling

4.6 Modelling excellence: Identifying and reproducing the strategies of outstanding performers

4.7 Future pacing: Imaging and preparing for successful outcomes and results

4.8 Ecological Check

4.9 Integration and synthesis: Applying and combining multiple NLP techniques for optimal results

4.10 Association and Dissociation

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**PAPER 5 : Practical -1- Case History Taking and Behaviour Analysis.**

**PAPER 6 : Practical -2- Psychological Assessments. Counselling Skills**

