



NLP Practitioner Course Syllabus

Module One: Foundational Principles of NLP

10 Sections

1. What is NLP?

2. A Brief History of NLP

3. The Six Pillars of NLP

4. The Uses of NLP & Ecology

5. The Mind & Brain

6. The Prime Directives of the Unconscious Mind

7. The Theory of Mind

8. The NLP Model of Communication

9. Internal Maps

10. The Internal Communication System

Module Two: Functional Principles

5 Sections

1. The Presuppositions of NLP

2. Rapport & Rapport Building Skills

3. Sensory Acuity

4. Eye Patterning

5. The Submodalities of NLP

Module Three: The Principles of Language

4 Sections

1. The Human Belief System

2. Language & Linguistics

3. Predicates

4. The Hierarchy of Ideas

Module Four: The Models

3 Sections

1. The Milton Model

2. The Meta Model

3. Foundation of Language Patterns

Module Five Language Patterns & Practical Uses

4 Sections

1. NLP Strategies

2. Reframing

3. Parts Integration

7. Conflict & Congruence

Module Six: Selling w/ NLP

2 Sections

1. Theory of the Sales Process

2. Selling the NLP Way