

Getting Out of our 'Map' to Communicate Better

Have you considered how you could more effectively harness the power of effective communication skills to help you in understanding and achieving what you want with other people?

The key is that if you want to communicate with and influence others more effectively the first step is to understand what is important to them.

We each have our own personal perception of reality which is different from everyone else as we all experience the world through our senses. You see/feel/hear things differently to anyone else because you filter all information through the memories of your previous experiences. Over time you have created your own beliefs, thoughts, feelings, ideas and attitudes - each of us has. We base our decisions and actions on these beliefs, even though they may not be wholly accurate. Because our perception is only an approximation of the real world, it can be quite limited. As a result, our decisions and our behaviour can also be limited. As advised by Deborah Cole-Wilde, an expert in the field:



"With a deeper awareness of how the mind works and how it affects behaviour, you can unlock your own capabilities and your ability to influence others."



In NLP (Neuro-Linguistic Programming) language this means you have a different 'map' to anyone else - imagine you were planning to travel from London to Brighton, not only could you choose to take a different route to someone else, you could have a different start and end point, and the map you were looking at could be different, depending on who had drawn it. As we all get to draw our own 'map' your map can be very different from mine.

When working, and indeed living, with other people we need to recognise that they will have a different 'map' to us - they think differently. Sometimes our maps are similar - those people you immediately 'get on with' probably have some beliefs that are the same as yours. Others you may feel an automatic antipathy towards - probably big differences in their 'map'.

To truly have a chance at understanding what other are communicating, you need to gain an understanding of the way other people are processing and using information - how their values and beliefs shape their perception of reality.

We can all take some tips from NLP and give some thought to sensing things from the other person's 'map'. We need to get out of our own 'head' and see, feel and hear things as they do - tap into what they are 'experiencing' - so we can more accurately help in a way they understand.

management sanctuary

By understanding human dynamics and the way people process and use information you can be more effective in any endeavour that requires effective communication.

Areas such as interpersonal skills, building relationships, influencing others, training, negotiation or motivating and inspiring others.

You can undertake a Certified Professional Programme to Practitioner level in NLP - a course which provides a focused approach on exactly what you need to know to make NLP work effectively for you.

You will cover all the key skills you need to put the benefits of NLP into practice in your work, in your life:

- [Principles of NLP](#) - what it is all about and its communication model.
- [The Brain](#) - the power of NLP on the brain - how and why it only works.
- [Trance States](#) - what they are, how to recognise, achieve and work with them.
- [Rapport](#) - what is it, how to build it, break it and why should you bother?
- [Representational Systems](#) - how we all put things in our brains and how knowing this can help us to achieve the things we want in ourselves and in others!
- [Submodalities](#), changing beliefs - what they are, how we can play with them to change.
- [Behavioural Strategies](#) - like Anchors, States, Strategies and Parts Integration.
- [Goal Setting and Coaching](#) - principles for Success, Chunking and Achievable Outcomes.
- [Language Patterns](#) - just what is the Milton model with its phonological ambiguity and how can I use things like 'mind reading'!
- [Metaphors](#) - the power and purpose of making up stories to help deliver your message.

Above all this NLP course is designed to be enjoyable and fun - the best way to learn.

To cover the material takes **7 days** of training - over 45 hours of tuition.

Delivered in 2 more easy to assimilate stages (4+3 days).

To ensure you get specific, individual attention from the Trainer there is a very limited number of spaces per course.

Location for these courses is: nr Stratford-upon-Avon, Warwickshire.

Investment: **Special price of £1,299.00** + VAT (normal price £1,550.00 + VAT).

Your Trainer

Your primary trainer is **Debbie Cole-Wilde** who is a Certified Trainer of NLP with many years experience helping people to utilise and integrate the skills of NLP.

Debbie is an effective trainer, coach and facilitator who specialises in helping people to achieve, to be the best they can be, with a focus on congruent excellence. Debbie is known for her creativity, enthusiasm and strong belief and skills in unlocking the potential in others. She is a born educator with a passion for self development, reflection and life growth.

Testimonials from people who have trained with Debbie:

"If you've heard about NLP, understand little or nothing about it and have decided to learn, you couldn't go to a better person. Debbie is highly knowledgeable, her training is in depth, is delivered in language which makes sense, is practical and ultimately, very powerful because she makes sure you can use what you learn in your real world." JK, Daventry

"The thanks go to you, this was a fab course and great fun." JM, Birmingham

"An excellent, eye-opening and intensely practical course - Debbie is a real expert." RJ, Spalding

"The mind is a strange thing and the course helped me to understand a little more about how powerful it can be, especially when in the right state. I learned how to tap into my own inner resources and to help others to do the same, raising awareness and developing ways to enhance performance." BB, York

For more information, and to book your place, please contact us:

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We also provide a **2 day NLP Champion** certified 'in-house' course for groups of professionals who want to learn the key skills in the art of powerful communication, specifically for the work place. Please contact us for more information.