NLP - HP (Neuro Linguistic Programming (2 ects)

**Instituut:** RBS/IBMS.

**Cursuscode:**

**Cursusnaam:** Ned: NLP (Neuro Linguistisch Programmeren)….

Eng: NLP (Neuro Linguistic Programming).

**Ontwikkelaar:** Carole Westerkamp

**Studiepunten:** 2

**Voertaal:** Engels ….

**Verantwoording richting Commissie:**

NLP can be applied in companies in leadership- and management trainings and is a powerful coaching tool, that provides insight and steers towards effective communication and improvement of performance.

**Wervingstekst voor de student:**

In this elective you will learn to approach questions of people and organizations with a developmental-oriented attitude. The basis for this is formed by several disciplines, in combination with the wealth of practical experience from NLP. In this module you will be challenged in different ways to create your own vision. You will receive theoretical concepts about your own behaviour and will be given tools to make use of this knowledge as best you can in any environment.

You will gain sensory acuity (the ability to notice what is going on in your surroundings), which will greatly improve your relationship with others. The ability to attune to other people’s wishes and questions and the ability to let go of old patterns of behavior and be more open to reflection and dialogue will create big changes and innovation within yourself and others.

**Verantwoording voor de student:**

NLP is a multidisciplinary method that is rooted in philosophy, linguistics, anthropology, neuroscience, cybernetics and psychology. NLP is about the fundamental interaction between our nervous system and our language, and how this interaction is at the cause of our behaviour. The anthropologist Gregory Bateson describes NLP as “the first systematic approach of learning how to learn”. Learning is no longer sufficient, learning to learn is essential. NLP is a model of change that respects each person’s individuality and has effective, transferable techniques.

More specifically the following subjects are addressed:

* Efficient, purposeful communication
* Working more in-depth
* Switch between intervention levels
* Stimulation of learning processes
* Outstanding performances
* Change of behaviour, emotions and beliefs
* Optimal use of skills that are already present

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**Doelen cursus voor de student:**

After completing this module successfully you will:

* Have learned the behavioral patterns, models, skills and techniques to communicate more effectively and more purposefully
* Have gained insight in the processes behind your behaviour (patterns of thinking and feeling)
* Know your own communication style and have changed it where necessary
* Have learned how to multiply your options and your flexibility in different areas in your professional and personal life.
* Have learned to build and maintain a good relation with customers and individuals in general
* Be future oriented and solution focused
* Be capable of finding and using resources in order to transcend restrictions

**Beginniveau voor de student:**

No minimum entry level is required, students need to feel confident about their level of English

**Inhoud voor de student:**

1. Introduction to NLP
2. The communication model, presuppositions and the logical levels.
3. Sensory acuity, rapport and representational systems
4. Association, dissociation and the 4 perceptual positions
5. Modalities and sub-modalities
6. Values and strategies
7. The structure of the subjective experience
8. Integration of all the subjects reviewed in the past weeks and evaluation

**Werkvorm voor de student:**

The classes are a mix of lectures and workshops in which the knowledge obtained during the lectures can immediately be put into practice.

**Toetsvorm:**

The summative assignment consists of a written report (9x50 minutes) in which students describe their learning process and the steps they have taken in becoming a better communicator and enhancing their overall performance.

**Literatuur:**

Introducing NLP Neuro-Linguistic Programming

Joseph O'Connor and John Seymour

Conary Press, US

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