



**Indian  
Leadership  
Academy**

# **NLP MASTER PRACTITIONER**

## *Certification Program*



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# NLP - The Story of Excellence

NLP (neuro-linguistic programming) is a set of psychological techniques which helps in your Professional and Personal development. It's been very popular since last 50 years and picking up big time.

Warren Buffet, Bill Clinton, Barack Obama, Oprah Winfrey, Andre Agassi and many more have turned to NLP to achieve inspirational results. You can use NLP in your personal life as well as in corporate world to be a more effective team member, an effective team leader or a manager. Ultimately these techniques help you to grow both personally and at work.

## Benefits

- ✔ Become a highly skilled and powerful communicator through NLP techniques
- ✔ Become highly skilled at reading body language, verbal/ non-verbal communication
- ✔ Master your mind and emotional states
- ✔ Empower and motivate yourself and others
- ✔ Develop great rapport and strong relationships at work
- ✔ Change unwanted behaviors in yourself
- ✔ Learn how to easily resolve conflicts with others
- ✔ Plan effectively and execute with confidence
- ✔ Become understanding of own and others' behaviors- adapt well
- ✔ Learn advanced NLP techniques for consistent Personal and Professional growth
- ✔ Learn step by step Blueprint to Coach new NLP Practitioners.

# Daywise - Agenda

## Day - 1

### **NLP Master Practitioner - Introduction**

Learn how to use language masterfully and at a higher level to generate change, influence, persuade and communicate with greater success. Learn how to word adverts, write gripping speeches & spin, encourage, influence and persuade with more mastery. This helps you enormously with getting people motivated or excited, convincing people, selling, negotiating, marketing, life coaching and therapy practices. Includes Coaching.

### **META PROGRAMS**

Learn the different automatic unconscious programmed patterns, personality traits and character traits that are running unconsciously and causing their preferences and inclinations. Learn to do personality and character assessments, personality profiling for careers, relationships, life coaching and in business. Fit the right person to the right job and help people find the easiest way to achieve their goals by working to their natural strengths and tendencies. Knowing 'profile types' is a great help when you want to write sales and marketing pitches to a specific person type or person group and to target a particular audience. Help people choose the right partner too.



# Day - 1 (Contd..)

## **LOGOS PATHOS ETHOS**

Learn how to deliver exciting and gripping presentations and training, and be articulate, confident and entertaining. You learn how to get yourself into the training state, how to lead your audience, create their states and keep their interest. You'll get the best ways of how to sequence, chunk and prepare your presentations, including making flip charts, visuals, participant activities and participant's notes.

## **HOW TO COACH NLP PRACTITIONERS**

Learn how to coach NLP Practitioners and work with them to achieve their goals. NLP Practitioners might need hand holding for both professional and personal coaching and as a Master Practitioner we need to understand the framework on how can we constantly coach and keep them motivated and work with them for a result driven coaching framework.

# Day - 2

## **CLARE GRAVES MODEL (SPIRAL DYNAMICS)**

Following on from Meta Programs, where you learned about character and personality patterns, we now add the deep unconscious drivers and unconscious core values, our deepest programs and unconscious presuppositions. This enables you to do great person to job fit, relationship building and strengthening, self understanding and corporate work in HR, management, alignment and team building.

## **META MODEL AND MILTON MODEL**

There are so many skilful ways to reframe. Increase your ability to reframe, comment on and change the direction on any debate, argument or situation. These distinctions make it easier to chunk up, down or sideways, throw doubt on the other persons position and know when to use Meta Model or Milton Model when locked into a communication. It is great for winning arguments, for negotiating, a great aid in using the Meta model more artfully to dispel dysfunctional or mad thinking.

## **MORE TECHNIQUES**

## **PRACTICE SESSIONS**

# Day - 3

## **MODELING**

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## **NEGOTIATION SKILLS with NLP**

Learn how to run fair, ethical, win/win negotiations, and how to prevent or avoid being manipulated, bullied or tricked in a negotiation. Understanding "Hard Ball", soft ball and win/win negotiations allows you to recognize the game the other is playing so you can adjust accordingly. Being familiar with the various tactics and maneuvers some negotiators use helps us to be fore warned in order to ensure negotiations run smoothly, ethically and win/win.

## **MORE TECHNIQUES**

## **COACHING SESSION WITH A REAL TIME CLIENT**

# Day - 4

## TIMELINE AND ADVANCED NLP TECHNIQUES

Program recap, advanced Timeline techniques, sub- modality shifts and other therapeutic interventions. Take your therapy skills to a whole new level with greater ease and efficiency, leaving your client in a wonderfully great and happy state.

## META STATES

States about states, thoughts about thoughts and feelings about feeling. A higher Meta position take on experience. States that override other states, for example one can feel frustrated about being depressed or feel angry about feeling shy. We have certain “theme” states that can habituate and override the expected feelings relevant to a certain stimulus or situation.

- Life Coaching and Executive Coaching through NLP
- Guide to do successful NLP Practitioner Trainings - what do people expect
- Certification and Dinner Networking

## ROAD AHEAD

We will look at what all you can do in terms of your coaching and training assignments as a Master Practitioner. More importantly we should be aware of the latest trends to keep you updated.





# ABOUT THE TRAINER

## KAUSHIK MAHAPATRA

Kaushik Mahapatra is one of the leading NLP Master Trainers & most dynamic leadership trainers and motivational speakers in Asia. People call him India's nextgen leadership trainer / coach. He has a completely different training and public speaking style. Uses humor, Arts, music, storytelling and many other fun based approaches in training and public speaking. IIM Lucknow Alumni with 23 Years of experience with- HP, GE and Wipro. Worked in India, US, UK, Australia. Certified NLP Practitioner, PMI ACP, Six sigma, CSPO, CSM. Rich experience in Training, Coaching, L & D, IT Delivery, Sales and operations. His work on Leadership development for youth has been exceptional.

### His Specialized Training offerings:

NLP, Leadership essentials for Managers, Train the trainer, Effective presentation skills, Listening skills, Design thinking, Agile, Six Sigma, Corporate Strategy, Team building, Young Entrepreneur, Family workshops, leadership development programs for youth.

### INDIAN LEADERSHIP ACADEMY - Offerings:

- Train The Trainer Certification Programs
- NLP Workshops (Introductory, Practitioner & Master Practitioner)
- Theme Based Team Building
- Corporate Workshops

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