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## **The Graduate Certificate in Neuro-Linguistic Programming**

Nationally recognised training for communication, leadership and personal management

### Personally powerful, academically accredited

Neuro Linguistic Programming, or NLP, enables you to unlock the structures of human communication and human excellence.

The discipline has been applied successfully across business, sport and personal development. Now, for the first time, NLP training in Australia has been given both academic underpinning and recognition.

### Recognised nationally, endorsed internationally

*The Graduate Certificate in Neuro-Linguistic Programming* is Australia's first fully-accredited post-graduate qualification in NLP. With it you will have access to further opportunities that require graduate certificate entry.

This course exceeds existing standards in the NLP community and sets a new benchmark for NLP education. It supersedes the Course in Practitioner of NLP and the Master Practitioner of NLP.

Just as important, this is the first time a rigorous program in NLP has been created with the endorsement of a founder. John Grinder, one of the two founders of NLP, has certainly made his opinion clear:

“Inspiritive, under the able direction of Jules and Chris Collingwood represents the finest in training available anywhere at present in the world.”

The material in the course covers all the significant developments in NLP from the major schools. It also reveals how some commonly taught material that is not NLP can be identified.

Unlike courses that teach periphery applications, *The Graduate Certificate in NLP* will take you to the very heart of the field. You will experience rigorous training in NLP and be given the opportunity to develop your own NLP applications.

## Outcomes for business and personal life

NLP is a unique discipline that enables you to think, communicate and manage others more effectively. *The Graduate Certificate in NLP* program gives suitably qualified entrants the opportunity to refine their communication skills for personal advancement and commercial benefits.

Used correctly, the discipline helps you identify excellence, and then discern the patterns of behaviour and language behind it. This is creating a model. Every NLP pattern in the syllabus has been modelled on someone who has demonstrated excellence in his or her field.

Training will provide outcomes on three levels.

### Outcomes for personal life:

- Optimise your stress levels
- Master your emotional states to support high performance
- Reframe events and increase your options
- Drop unwanted habits when you choose to
- Create empowering beliefs that work
- Improve your memory

### Outcomes for communication:

- See, hear and feel from many perspectives to appreciate your own and others' positions
- Interact effectively in multiple contexts
- Create rapport with others
- Communicate compellingly to different people
- Use metaphor to communicate your ideas

### Outcomes for management:

- Acquire precise and elegant language to enable high quality results
- Identify resources to achieve goals smoothly
- Mediate change in yourself and others for more options
- Think globally and specifically; solve problems more effectively
- Negotiate win-win solutions at work and elsewhere

## Full training in two parts

The complete course – Parts 1 and 2 – comprises a total of nine units over 40 training days. Entry to Part 2 is only available to applicants who have completed Part 1.

### Part 1 – Learn proven models of excellence

Part 1 is a comprehensive, skill-based course in the essential abilities of people who excel at what they do. John Grinder and Richard Bandler (the originators of NLP) identified and modelled these patterns of effective thinking, behaviour and communication. They learned to reproduce these skills in their own behaviour ('modelling'), and then described them explicitly so others could learn them too. These skills form the basis of Part 1 of the course.

This course is a rigorous, experiential training that empowers you to create lasting change in your life. This is achieved by teaching you to work with real situations, problems and experiences.

Course elements include presentations, demonstrations, guided exercises and practice. Feedback and discussion sessions will help you achieve thorough immersion into the NLP experience. Partner and group activities are designed to provide you with memorable learning and evidence of your NLP mastery through contact with other people.

Each student will receive a copy of *The NLP Field Guide; Part 1*. by Jules and Chris Collingwood.

## Part 2 – Create your own models of excellence

“Being able to model gives you the means to create your own applications instead of depending on existing NLP applications.” - Jules Collingwood

If you can create your own models of human excellence, you have the leverage to learn any skill you choose. This is the emphasis of Part 2.

Acquisition of excellence in any endeavour lends itself to creating a model, not a theory. Being able to model gives you the means to create your own NLP applications instead of depending solely on those developed by other people.

You will learn formal self-modelling by exploring, transforming and developing your self-concept. This element of the Graduate Certificate in NLP is for personal development and working with others.

You have an opportunity to explore experientially, model and then make explicit significant patterns, perceptual filters and values which are present in your maps of self, your self concept. Participants then have the opportunity to work with each other to transform any limiting patterns.

Each student will receive a copy of *Whispering in the Wind* by Carmen Bostic St Clair and John Grinder (co-creator of NLP).

## A training format to suit you

“Experiential training takes time. We want people to be able to do NLP, not talk about it.” - Jules Collingwood

Modular 20-day format for each of Parts 1 and 2: divided into four monthly sessions of five days each. We usually train Thursday to Monday including the weekend to allow for work/life balance during your learning.

Intensive 20-day format for each of Parts 1 and 2: divided into two sessions of seven days and one of six days with two days off in between each session.

Both formats conform to the accreditation requirements of 158 hours of live contact training sessions for Part 1 and for Part 2.

In both parts of the course, candidates will be assessed through:

- Experiential evaluation (Live demonstration of skills in the training room)
- Written evaluation (written take home questions with three months to complete)
- Continuing evaluation and coaching throughout the course

## Making NLP a life skill

“Traditionally psychology has been about studying the norm, but NLP deliberately focuses on the exceptions. It provides a methodology for modelling excellence in human behaviour.” - Chris Collingwood

All of Inspiritive’s NLP certification courses are structured around the core competency of NLP modelling. We model what we teach and create contexts for you to discover the patterns in action. You will experience the patterns through exercises, games and tasks.

This has been called the “emergent approach” to learning NLP. It enables students to communicate spontaneously and naturally, with our own style and vocabulary. We respond flexibly to the patterns we observe in other people’s communication instead of relying on scripted techniques or conscious formats.

Our emphasis is always on replicating the skill or pattern in question, not talking about it and not reproducing a scripted format. As a result you will experience emerging NLP patterning in your daily life, from which appropriate understanding then follows.

## Who is it for?

*The Graduate Certificate in NLP* is for people whose work depends on the quality and effectiveness of their thinking, communication and management. Three types of people will benefit particularly.

**For Professionals** this rigorous, comprehensive training delivers results in the following areas: communication skills, thinking skills, relationship skills and change skills.

**For Psychologists** *The Graduate Certificate in NLP* is a way to enhance your existing credentials.

**For Leaders and Managers** the course delivers crucial skills in coaching, negotiation, influence and presentations.

## An invitation to apply

Naturally, not everyone who applies for *The Graduate Certificate in NLP* can be accepted. As with any post-graduate course, the minimum requirement is:

1. A bachelor’s degree or higher
2. Or a nationally accredited advanced diploma or international equivalent
3. Or evidence of three years’ full time employment in a managerial capacity

Going on feedback from former students, the study of NLP can be nothing short of a turning point, whether for career or personal goals. We are receiving applications currently and look forward to yours.

To apply, please complete the form attached and return to Inspiritive. Or alternatively, apply online.

By fax: (02) 9698 5633

By mail: PO Box 79 Double Bay Sydney NSW 1360

Online: [www.inspiritive.com.au](http://www.inspiritive.com.au)