



AAPD

INLPTA
INTERNATIONAL NLP TRAINERS ASSOCIATION

Academy of Advanced Personal Development

CPD Master Classes at Prices to help through the credit Crunch 50% discount off of the normal price for NRAH and INLPTA Members. 70% for UKCHO & ANLP members .

Contact Mike Dee on: 01793 706862, Mobile: 07772 717887, email mike.dee@aapd.co.uk

Courses held in Swindon, Venue to be decided.

State Elicitation and Anchoring 19th July 7 ½ hours

How to trigger specific states and even behaviours, at will. This is the essential tool for every hypnotist and therapist. This is the essence of the hypnotic command. How we learn and respond automatically to situations. A must for all Hypnotic Practitioners

Simple Anchors

Reinforcing Anchors

Stacking Anchors

Collapsing Anchors

Chaining Anchors

Sliding Anchors

Search Anchors (useful for the hypno-analysts similar to the bridge affect in principle)

Safety Anchors

Normal Price: £100 (NRAH & INLPTA £60, UKCHO & ANLP £70)

Cognitive Exploration Patterns 16th of August 7 ½ hours

Our language, the way we talk to ourselves, is representative of how we experience life. The structure of our communication, both internally and externally, affect our responses. These processes are influenced by our filters, our memories, our perceptions of memories, our beliefs and values etc and create the language violations that we engage in. These change and distort our perception of the world.

We explore the three major areas of violation in communicating, Deletions, Generalisations and Distortions. This is known as the Meta Model in NLP and is the reason that NLP psychotherapy is classified as one of the cognitive behavioural therapies in the USA.

A must for Hypno-analysts, Cognitive Therapists, and anybody involved in the field of communication.

Normal Price: £100 (NRAH & INLPTA £50, UKCHO & ANLP £70)



AAPD

Academy of Advanced Personal Development

INLPTA
INTERNATIONAL NLP TRAINERS ASSOCIATION

Cognitive Sensory Patterns. 2 days: 12th 13th of September 7 ½ hours per day (15 hrs)

How we process sensory information in our memory stores and by changing the process we can create powerful change, without even knowing the content.

Powerful tools for change-work. Really Powerful tools for analysts and cognitive therapists. Used on a time-line, can be really powerful

Day 1

Our Sensory Representation systems
Contrastive Analysis and mapping across

Day 2

Fast Phobia Cure
Swish
Changing a limiting belief using submodalities.

Normal price £200 (NRAH & INLPTA £100, UKCHO & ANLP £140)

NLP (To INLPTA and Professional Guild of NLP standards)

NLP Practitioner Course. 18 days over 9 months 7 ½ hours per day (130 hrs) NLP Diploma 4 Days (30hrs)

The world wide quality of NLP Trainings continues to be a major problem. There is a wide spread lack of quality, professionalism and integrity. Various organisations continue to do short NLP trainings that are creating problems throughout the world. People are doing 7 day Practitioner Trainings, 9-day Master Practitioner Trainings and 9-day Trainers Trainings. They then go out and teach 7-day Practitioner Trainings and I have even seen a 3 day practitioner training, which is less than the INLPTA Diploma training.

These Trainings are little more than glorified Diploma Trainings. They leave out most of classic NLP and what is presented is superficial and mechanical. The tragedy is that people who do not know any better assume that this is what NLP is all about. Many of the people who teach these short courses are just in it for the money. Their lack of integrity coupled with their lack of competence is giving NLP a bad reputation in many circles around the world. This is particularly a problem in the business world.

Most national NLP associations have adopted what is a /defacto/ international standard. This standard is basically comparable to the INLPTA standards. It requires 130 hours for Practitioner and Master Practitioner and 150 hours for Trainer. INLPTA requires a minimum of 15 days to teach Practitioner and Master Practitioner.

The German, Austrian and Swiss Associations now require that this be done in a minimum of 18 days. Also they require that there be at least two years from the beginning of your Practitioner Training before you can enter a Trainers Training. These Associations and other European Associations in France, Holland and Belgium will not accept anyone as a member who does not meet these minimum standards. As a result the quality of NLP is greater in Europe than in the rest of the world. INLPTA and the Professional Guild of NLP continue to maintain these standards.



INLPTA Diploma

Training Structure

Requirements for certification for INLPTA NLP Diploma are:

Trained by an INLPTA registered NLP Trainer or Master Trainer.

The certification training meets INLPTA training structure requirements.

- ☞ Minimum of 30 hours of formal classroom training. (excluding breaks longer than 30 minutes)
- ☞ minimum of 4 days of formal course room training

The attended training meets the INLPTA accreditation competency standards and guidelines.

The candidate has successfully met the competency standards of INLPTA of NLP Diploma, as assessed by the registered INLPTA Trainer.

The assessment criteria for NLP Diploma

ATTITUDE (embodiment of the presuppositions of NLP)
CONTENT KNOWLEDGE (principles, techniques & skills)
BEHAVIOURAL SKILL (demonstrated integration of learnings)

1) ATTITUDE

You are expected to demonstrate your behavioural integration and embodiment of the three legs of NLP at all times.

2) CONTENT KNOWLEDGE

You are expected to know the following NLP content at appropriate levels of principles, techniques and skills:

- ❖ The History of Neuro-Linguistic Programming
- ❖ The Three Legs of NLP
 - ☞ Know in detail what your outcome is (and is not)
 - ☞ Have the sensory skills to know when you are achieving it
 - ☞ Have the flexibility to change your behaviour until you get it
- ❖ The NLP Communication Model
 - ☞ The filters everyone has through which they perceive events
 - ☞ How an external event causes an internal representation
 - ☞ The effect of internal representations on our state, physiology and behaviour
- ❖ Rapport; how to build and improve relationship skills
 - ☞ Matching & mirroring; how people like people who are like themselves
 - ☞ Pacing & leading; how to test whether you have built a successful relationship
- ❖ Sensory Acuity Fine tuning your senses to better understand the reactions of others (and yourself!)
- ❖ The Feedback Model
- ❖ How to give and receive feedback positively
- ❖ Well-formed Outcomes



AAPD

INLPTA
INTERNATIONAL NLP TRAINERS ASSOCIATION

Academy of Advanced Personal Development

- ☞ Ensuring that what you think you want really is what you want
- ❖ An Introduction to Submodalities
 - ☞ Understanding how you (and others) think
- ❖ Change of Perspective / NBG (New Behaviour Generator)
 - ☞ A simple tool for solving problems and generating creativity
- ❖ Language.
 - ☞ The power of positive language: say what you want to happen, not what you don't
 - ☞ Chunking: the essentials of negotiating
 - ☞ Presuppositions: words that create mindsets (if, but, try)
 - ☞ Visual, auditory, and kinaesthetic styles, how to recognise them and use them to improve your communication
- ❖ Presuppositions of NLP
 - ☞ keys to personal development
- ❖ Simple kinaesthetic anchoring
 - ☞ How to "store" your resources (e.g. confidence, happiness, calm) and then regenerate the appropriate resource whenever it is needed
- ❖ An introduction to Timelines
 - ☞ Discover how you personally structure time, and how to place a clear goal in your future.

4) BEHAVIOURAL COMPETENCE

ALL of the NLP skills listed above are required to be behaviourally demonstrated with both self and others.

Normal price £400 (NRAH & INLPTA £200, UKCHO & ANLP £280)



NLP Practitioner

Training Structure

Requirements for certification as an INLPTA NLP Practitioner are:

Trained by an INLPTA registered NLP Trainer.

The certification training meets INLPTA training structure requirements. - Minimum of 130 hours of formal course room training. (Excluding breaks longer than 30 minutes) - Minimum of 15 days of formal course room training, recommended 18 days.

The attended training meets the INLPTA accreditation competency standards and guidelines.

The candidate has successfully met the competency standards of INLPTA of NLP Practitioner, as assessed by the registered INLPTA Trainer.

General assessment criteria for NLP Practitioner

The NLP Practitioner Certification process is based on your integration of self evolving and ecological attitudes, proficiency in NLP skills and abilities, and content knowledge of NLP principles and techniques.

The NLP Practitioner Certification process will also be based upon your ABILITY TO ELICIT RESPONSES in the formal classroom setting and informally between yourselves. You will be evaluated as follows:

- ❖ Your ability to work from an OUTCOME FRAME, RESOURCEFUL STATES, SENSORY BASED CALIBRATIONS, and BEHAVIOURAL FLEXIBILITY.
- ❖ Your ability to MAINTAIN RAPPORT between yourself, the other participants, staff, instructors, assistants and anyone else associated with the training. If rapport is lost, you have the responsibility to re-establish it and maintain it through time.
- ❖ Your ability to ELICIT the STATES and RESPONSES you are after within both yourself and others. bullet
- ❖ Your ATTENTION to and FACILITATION of ECOLOGY in all of your interactions with SELF and OTHERS.

Evaluation begins when you say "hello" and does not end; the evaluation is continuous and on a daily basis. Your skills will be evaluated periodically and suggestions made for improvement if necessary. A considerable amount of your evaluation rests on how you treat yourself, your peers and the trainers over time.

THE MOST POWERFUL FORM OF COMMUNICATION IS BEHAVIOR.

Integrating the NLP skills and concepts into your BEHAVIOR (what you do ... how you act) is the evidence procedure for certification as a Neuro-Linguistic Programmer.



The assessment criteria

The most critical factor in evaluating practitioners will be their ability to:

- ❖ work within an outcome frame
- ❖ establish and maintain states of resourcefulness
- ❖ sort by others
- ❖ establish and maintain rapport
- ❖ respect and pace other people's models of the world
- ❖ do effective and ecological change work
- ❖ Certification requirements are the successful completion of the following:
 - ❖ written examination for intellectual competence
 - ❖ behavioural examination for behavioural competence
 - ❖ case study documentation or personal professional application project report

The assessment criteria of an INLPTA NLP Practitioner are based on:

- ❖ Attitude (embodiment of the presuppositions of NLP)
- ❖ Content Knowledge (frames, principles, techniques, distinctions)
- ❖ Behavioural Skills (demonstrated integration of learnings)

Attitude Assessment

As an INLPTA NLP Practitioner, you are expected to demonstrate your behavioural integration and embodiment of the basic presuppositions of NLP.

Content Knowledge

An INLPTA NLP Practitioner is expected to know the following NLP content at appropriate levels of frames, concepts, principles, processes, techniques, and distinctions:

- ❖ The Presuppositions of NLP
- ❖ The Legs of NLP
- ❖ The Present to Desired State Model
- ❖ Well Formedness Conditions for Outcomes
- ❖ State Management
- ❖ Rapport
- ❖ Pacing and Leading
- ❖ Calibration
- ❖ Sensory acuity
- ❖ 7+/-2
- ❖ Uptime/Downtime
- ❖ Representational system
 - ∞ Primary
 - ∞ Lead
- ❖ Reference
- ❖ Predicates
- ❖ Eye Patterns
- ❖ Synaesthesia
- ❖ Overlapping



AAPD

INLPTA
INTERNATIONAL NLP TRAINERS ASSOCIATION

Academy of Advanced Personal Development

- ❖ 4-tuple, 6-tuple
- ❖ Inventory
- ❖ Association and Dissociation
- ❖ V-K Dissociation, Double Dissociation
- ❖ Meta-Model
- ❖ Deep and Shallow Metaphors
- ❖ Basic Inductions
 - ☞ Pacing and Leading
 - ☞ Overlapping
- ❖ Anchoring
 - ☞ Basic Anchoring
 - ☞ Stacking anchors
 - ☞ Collapsing anchors
 - ☞ Chaining anchors
 - ☞ Future Pacing
 - ☞ Change Personal History
 - ☞ Circle of Excellence
- ❖ Self Editing
- ❖ Strategies
 - ☞ TOTEs
 - ☞ Well Formedness Conditions for Strategies
 - ☞ Eliciting, Calibrating, and Utilizing Strategies
 - ☞ Pattern Interrupts
- ❖ Submodalities
 - ☞ Analogue and Digital Submodalities
 - ☞ Critical and Driver Submodalities
- ❖ Phobia Cure
- ❖ Swish Pattern
- ❖ Designer Swish
- ❖ Standard Belief Change (mapping across Submodalities)
- ❖ NLP Frames:
 - ☞ Outcome frame
 - ☞ Backtrack frame
 - ☞ Relevancy frame
 - ☞ As If frame
 - ☞ Open frame
 - ☞ Discovery frame
 - ☞ Contrast frame
 - ☞ Ecology frame
 - ☞ Agreement frame
- ❖ Secondary Gain
- ❖ Triple Descriptions
- ❖ Reframing
 - ☞ Content/Context reframes
 - ☞ 6 Step reframe
 - ☞ Negotiating Between Parts
 - ☞ Creating a New Part



Academy of Advanced Personal Development

- ❖ Simultaneous and Sequential Incongruity
- ❖ Visual Squash
- ❖ New Behaviour Generator
- ❖ Chunking and Sequencing
- ❖ Basic Timeline work
- ❖ In time - Through time
- ❖ Basic Modelling

Behavioural Competence

NOTE: All of the NLP skills listed below are required to be behaviourally demonstrated with both self and others.

- ❖ State Management - ability to:
 - ☞ Access, elicit, and maintain any state as appropriate to the context
 - ☞ Change and maintain any state as appropriate to the context
 - ☞ Access and maintain supportive internal dialogue and external language patterns
 - ☞ Access and maintain supportive internal images
 - ☞ Access and maintain supportive physiologies
- ❖ Ability to work within these Frames as appropriate:
 - ☞ Agreement Frame
 - ☞ Responsibility/Choice Frame
 - ☞ Relevancy Frame
 - ☞ Backtrack Frame
 - ☞ Discovery Frame
 - ☞ 3 Legs of NLP
 - ☞ Act As If Frame
 - ☞ Presuppositions of NLP
 - ☞ Present State to Desired State Model
 - ☞ Unconscious/Behavioural Competence
- ❖ Ability to shift consciousness to external or internal as required by the task at hand.
- ❖ Demonstration of ability to use NLP techniques on self and others.
- ❖ Ability to shift between process, form and content as appropriate.
- ❖ Chunking up, down, and laterally in internal processes and language patterns.
- ❖ Ability to associate and dissociate as appropriate.
- ❖ Sensory Acuity Development
 - ☞ Behavioural flexibility throughout all representational systems
 - ☞ Accessing split consciousness for multi-tracking
 - ☞ Accessing Uptime and Downtime as appropriate to the context
- ❖ Ability to Establish and Maintain Rapport
 - ☞ Ability to pace and lead (VAKAd)
 - ☞ Ability to match and mirror (VAKAd)
 - ☞ whole body
 - ☞ part body
 - ☞ crossover mirroring
- ❖ Ability to Calibrate Non-verbal Cues
 - ☞ Self



Academy of Advanced Personal Development

- ☞ Others
- ❖ Ability to Detect and Utilize Representational Systems
 - ☞ Primary
 - ☞ Lead
 - ☞ Reference
 - ☞ Synaesthesia
- ❖ Ability to Detect and Work With Incongruity
 - ☞ Simultaneous incongruity
 - ☞ Sequential incongruity
 - ☞ Within self
 - ☞ Within others
- ❖ Ability to Meta Model
 - ☞ Self
 - ☞ Others
- ❖ Ability to distinguish between sensory specific and non-specific language
- ❖ Ability to Establish a Well Formed Outcome
 - ☞ Self
 - ☞ Others
 - ☞ Ability to work from a Present to Desired State model
- ❖ Anchoring Skills
 - ☞ Basic anchoring in all representational systems
 - ☞ (Visual - Auditory - Kinaesthetic - Auditory digital -VAKAd)
 - ☞ Collapsing Anchors
 - ☞ Chaining Anchors
 - ☞ Future Pacing
 - ☞ Change Personal History
 - ☞ Self Editing
 - ☞ Circle of Excellence
- ❖ Ability to Work From and Maintain Ecology Frames
 - ☞ Ability to Check Ecology
- ❖ Ability to Milton Model to do Milton Model Work
- ❖ Ability to Create Deep and Shallow Metaphors
- ❖ Ability to do Reframing Patterns
 - ☞ Content
 - ☞ Context
 - ☞ 6 Step
 - ☞ Negotiation Between Parts
 - ☞ Creating a New Part
 - ☞ Visual Squash
- ❖ Ability to Work With Strategies
 - ☞ Ability to Elicit, Detect, and Utilize TOTEs
 - ☞ Ability to Detect, Install, Separate, and Utilize Synesthesia patterns
 - ☞ Ability to Design a Well Formed Strategy
 - ☞ Ability to do Effective and Ecological Pattern Interrupts
- ❖ Ability to Do Submodality Work
 - ☞ Basic elicitations - Working with critical and driver submodalities
 - ☞ Basic mapping across



AAPD

**INLPTA**
INTERNATIONAL NLP TRAINERS ASSOCIATION

Academy of Advanced Personal Development

- ☞ Standard belief change
- ☞ Swish patterns
- ☞ Phobia cure
- ☞ Designer swish
- ☞ Basic timeline work
- ❖ Ability to Facilitate The New Behaviour Generator
- ❖ Ability to do Triple Descriptions when Relating with Others

Normal price £1800 (NRAH & INLPTA £900, UKCHO & ANLP £1460)