



# COACHING WITH NLP

ARISTOTLE ACADEMY

*Do you want to learn how to use NLP in your coaching?*

*Want to learn a powerful change process?*

*Would you like to improve the results of your coaching?*

## Approach

This programme is designed for people who are interested in their development as a coach, and in using Neuro Linguistic Programming (NLP) in their coaching. You need no previous experience of NLP or coaching to attend the programme.

We take a practical approach to this programme, encouraging participants to bring their own challenges to the table, and work on them throughout the programme, enabling real solutions to emerge.

## Key Topics

- Developing Rapport
- Sensory Acuity
- Goal Setting
- Behavioural Flexibility
- The iGROW Model

## Training Objectives

At the end of this programme, you will be able to:

1. Understand what coaching with NLP is, and the benefits of it
2. Exercise sensory acuity, build rapport, create well formed outcomes and exercise behavioural flexibility.
3. Use the I-GROW Model
4. Create a personal development plan for yourself as a coach, and for your coachees

## Duration

Two Days

If you would like to discuss any one of our programmes please call on +44(0)7803 299337 or email: [info@craighilesconsulting.com](mailto:info@craighilesconsulting.com)



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## Programme Schedule

### Day One

#### Introduction & Welcome

- Programme Objectives
- Personal Objectives
- What is Coaching?

#### NLP Coaching

- Sensory Acuity
- Rapport
- Well Formed Outcomes
- Flexibility

#### Sensory Acuity

- Representational System
- Awakening Your Senses
- The Power Of Observation

#### Rapport

- Building Trust
- Clean Language
- Pacing & Leading

#### Well Formed Outcomes

- The Seven Step Process
- Six WFO Questions
- Core Value Process

#### Flexibility

- Self Awareness
- Accountability
- Manage Personal Change

#### Personal Action Planning

Reflection, Discussion & Action

### Day Two

#### Welcome Back

#### The iGrow Model I – Issues

- Ecology Precision Model
- Advocacy & Enquiry

#### G – Goals & Values

- Well Formed Outcomes
- Compelling Futures
- Contrastive Analysis

#### R – Reality Check

- Experiential Array
- Criteria & Critical Equivalence
- The Disney Strategy

#### O – Options & Choices

- Beliefs
- The Options Generator
- Reframing

#### W – Will & Motivation

- Meta Programmes
- Association & Dissociation
- Anchors

#### Personal Action Planning

Reflection, Discussion & Action

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