



DYNAMIC NEURO  
ACADEMY

# NLP DIPLOMA (LEVEL1)

# LEVEL 1 — FOUNDATIONS OF HUMAN BEHAVIOR

Level 1 examines how human behavior is formed from early development and emotional imprinting to unconscious patterns, perception, and communication.

It provides the psychological and behavioral foundation required before applying NLP techniques.

**Level 1 duration:** 3 months – Our Program is not a fast coaching lane

**Total Number of Hours:** 40

## CORE AREAS OF STUDY

### 1. HUMAN DEVELOPMENT & PERSONALITY FORMATION

- Development stages:
  - Ages 0–2 (attachment & safety)
  - Ages 3–7 (meaning-making)
  - Ages 8–12 (identity & comparison)
  - Adolescence (emotional development)
- Nurturing styles and their psychological impact
- Formation of beliefs and identity
- How early experiences shape personality

### 2. TRAUMA, EMOTIONS & THE BRAIN

- Trauma responses:
  - Fight, Flight, Freeze, Fawn
- Emotional imprinting across developmental stages
- Brain structures:
  - Amygdala (threat detection)
  - Hippocampus (emotional memory)
  - Prefrontal cortex (decision-making)
- Nervous system conditioning and behavioral patterns

### 3. CONSCIOUS VS UNCONSCIOUS MIND

- Dual-system model:
  - Conscious (logic, awareness)
  - Unconscious (patterns, habits, emotions)

- Automatic behaviors and internal programming
- Why knowledge alone does not create change
- How the unconscious mind learns:
  - repetition
  - emotional intensity
  - internal imagery

## 4. PERSONALITY DISORDERS & BEHAVIORAL PATTERNS

Introduction to personality disorders (DSM-oriented awareness only)

### **Cluster A (Odd / Eccentric):**

Paranoid, Schizoid, Schizotypal

### **Cluster B (Emotional / Dramatic):**

Narcissistic, Borderline, Histrionic, Antisocial

### **Cluster C (Anxious / Fearful):**

Avoidant, Dependent, Obsessive-Compulsive Personality

## 5. IN-DEPTH STUDY: NARCISSISTIC PATTERNS

- Structure of narcissistic personality
- Grandiosity vs vulnerability dynamics
- Defense mechanisms:
  - projection
  - denial
  - superiority patterns
- Developmental origins and attachment wounds
- Behavioral patterns in relationships
- Distinction between:
  - healthy self-esteem
  - narcissistic traits
  - pathological narcissism

## 6. NLP FOUNDATIONS & PRINCIPLES

- Origins and framework of NLP
- Core presuppositions:
  - The map is not the territory
  - Communication is the response you get
  - Behavioral flexibility

## 7. COMMUNICATION & PERCEPTION

- NLP Communication Model
- Internal filters:
  - deletion
  - distortion
  - generalization
- Beliefs, values, memories, and decisions
- How perception shapes behavior

## 8. REPRESENTATIONAL SYSTEMS (VAK)

- How individuals process experience through sensory systems:

**Visual (V):** images, pictures, mental visualization

**Auditory (A):** sounds, tone, internal dialogue

**Kinesthetic (K):** feelings, sensations, emotions

- Behavioral and communication patterns for each type
- Adapting communication to different processing styles

## 9. BEHAVIORAL AWARENESS & ANALYSIS TOOLS

- Eye accessing cues
- Association vs dissociation
- Learning stages:
  - unconscious incompetence → unconscious competence

## 10. CORE NLP TECHNIQUES

- Anchoring (state conditioning)
- Emotional regulation techniques
- Circle of Excellence
- State shifting methods
- Rapport building:
  - mirroring
  - matching
  - pacing & leading

## 11. ADVANCED BEHAVIORAL MODELS

- Neuro-Logical Levels of Change
- Walt Disney Strategy
- POSEE Model (Outcome structuring)

### OUTCOME OF LEVEL 1

Participants will be able to:

- Understand how personality and behavior are formed
- Identify unconscious patterns and emotional triggers
- Analyze behavior through psychological and NLP frameworks
- Apply foundational NLP tools with structure and awareness
- Recognize personality patterns, including early signs of personality disorders
- Build a strong foundation for advanced coaching and behavioral work

