



## NEURO LINGUISTIC PROGRAMMING

# NLP PRACTITIONER

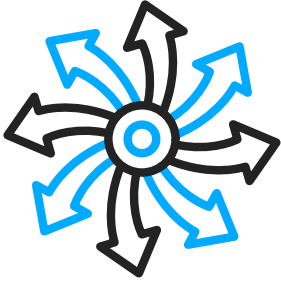
## Online Certification Course

This course is internationally approved from the prestigious American Board of NLP (ABNLP), ensuring credibility and global recognition and conducted by International NLP Master Trainer Mr. Suren Kolkankar.

- ✓ Full online course
- ✓ Internationally recognised
- ✓ Experiential learning
- ✓ Community support
- ✓ Extra bonuses for continuous learning even after the completion of the course



# Why NLP is so popular?



## VERSATILITY

NLP is versatile and can be applied in various fields such as therapy, coaching, sales, communication, leadership, and personal development. Its flexibility makes it attractive to individuals and professionals from different backgrounds.

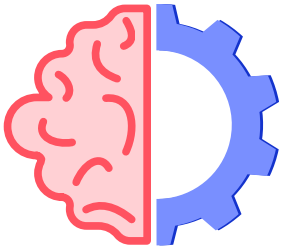
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## QUICK RESULTS

NLP is often associated with the idea of creating rapid and effective changes in behavior and thought patterns. This focus on quick results can be appealing to those looking for solutions to personal or professional challenges.

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## PRACTICAL TECHNIQUES

NLP provides practical and accessible techniques that individuals can use to make positive changes in their lives. Many people find these techniques helpful in improving their interpersonal skills, overcoming obstacles, and achieving goals.

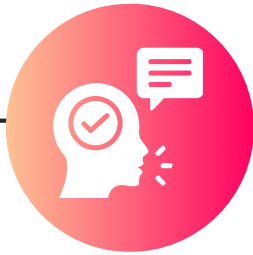
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## HOLISTIC APPROACH

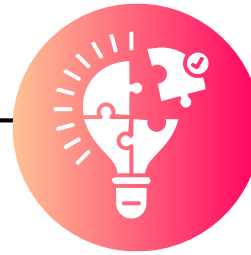
NLP takes a holistic approach to understanding human experience, considering the interconnectedness of thoughts, language, and behavior. This holistic perspective resonates with individuals looking for comprehensive models that address multiple aspects of human functioning.

# Benefits of learning NLP



## Enhanced Communication skills

NLP teaches effective communication techniques that can help you better understand and connect with others. This includes techniques for building rapport, active listening, and understanding non-verbal cues.



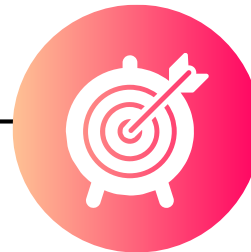
## Problem-solving and Decision-making

NLP provides frameworks for effective problem-solving and decision-making, enabling individuals to analyze situations more objectively and make better choices.



## Stress Reduction

NLP offers techniques for managing stress and anxiety, such as anchoring, reframing, and visualization. By learning how to control your thoughts and emotions, you can reduce stress and improve your overall well-being.



## Effective Goal setting

NLP offers powerful techniques for setting and achieving goals. By learning how to create clear, compelling goals and develop effective strategies for achieving them, you can increase your motivation and success.

# Why you should learn NLP with SK Consultancy?



## **Internationally Recognised Institute:** SK

Consultancy is internationally recognised institute from the top bodies of NLP like American Board of NLP (ABNLP), International NLP Trainer's Association UK (INLPTA), and Treacle Academy UK.



**Expertise:** SK Consultancy is known for its expertise in NLP, offering comprehensive training programs designed by experienced professionals in the field.



**Practical Approach:** The training provided by SK Consultancy focuses on practical applications of NLP techniques, ensuring that you can apply what you learn in real-life situations.



**Proven Track Record:** SK Consultancy has a track record of successful NLP training programs with satisfied clients and positive testimonials, indicating the effectiveness of their approach.



**Continuous Support:** SK Consultancy provides ongoing support and resources even after the training program is completed, helping you stay updated with the latest developments in NLP.

# *What is NLP?*



Neuro-Linguistic Programming (NLP) is a methodology that aims to understand and change human behavior patterns. It was developed in the 1970s by Richard Bandler and John Grinder.

The foundational idea behind NLP is that there is a connection between neurological processes (neuro), language (linguistic), and behavioral patterns learned through experience (programming).

NLP suggests that by understanding and modifying the way an individual's mind processes information, communicates internally and externally, and forms behaviors and habits, one can achieve specific goals and improve interactions with others.



**01**

**No. of sessions:**  
20 Live Sessions

**02**

**Live sessions:**  
50 Hours



**03**

**Pre-study**  
(Self-paced)  
10 Hours



# About the **COURSE**

**04**

**Internationally  
Recognised**



**05**

**Expert Trainers**








**06**

**Interactive  
Sessions**



# Course highlights

-  **Dual Certification:** Earn recognition from industry-leading organisations, NLP Practitioner & NLP Diploma Certification approved by the prestigious board of NLP , The American Board of NLP (ABNLP).
-  **ABNLP Curriculum:** Dive deep into the world of NLP with a comprehensive curriculum spanning 120 hours, meticulously crafted to provide you with a profound understanding of NLP principles and techniques.
-  **Interactive Live Sessions:** There are 20 live sessions included in the course, totalling 50 hours of live interactive sessions.
-  **Pre-Study Material:** Before the live sessions, you are provided with 10 hours of pre-study material.
-  **Dynamic Learning Activities:** Experience a blend of learning methodologies including assignments, activities, demonstrations, role plays, and personalised feedback sessions, designed to enhance your practical skills and theoretical understanding.

# *What will you learn?*

- ✔ How the brain processes information and how to leverage this understanding for effective communication and personal change.
- ✔ How individuals represent information internally through their senses and how to leverage this understanding in communication.
- ✔ How to overcome procrastination, lack of motivation, anxiety, fear, and phobias that keep you from achieving results.
- ✔ How to improve verbal and non-verbal communication, including rapport building, active listening, and body language interpretation.
- ✔ How to utilise language to influence thought patterns, change perspectives, and overcome limiting beliefs.
- ✔ How to resolve past traumas, letting go of negative emotions, and creating a compelling future.
- ✔ How to manage your thoughts and feelings so that you are in control of your emotions, your destiny, and many more...



# Key Topics



## NLP Communication Model

The NLP Communication Model explains how we take information from the outside world into our neurology and how that in turn affects our thoughts, feelings and behaviours.



## VAK Learning Styles

VAK Learning Styles Model describes three representational systems. These systems reveal how we prefer to learn and communicate.



## Submodalities

Submodalities refer to the coding of our senses. We can change the structure of our thoughts by changing the submodalities. It's the finer details of your senses.



## Anchoring

In NLP, "Anchoring" refers to the process of associating an internal response with some external or internal trigger so that the response may be quickly, and sometimes covertly, re-accessed.



## Meta Model

The meta-model in NLP or neuro-linguistic programming is a set of questions designed to specify information, challenge and expand the limits to a person's model of the world.



## Milton Model

The Milton Model hypnotic language patterns encourage the listener to move away from detail and content and move to higher levels of thinking and deeper states of mind.

# Key Topics



## NLP Well-Formed Outcomes

NLP Well-Formed Outcomes is a set of conditions to run your goal through. If the goal passes through these conditions then it is said to be well-formed and has got the higher chance of materializing.



## Timeline

NLP timeline refers to the way you organize the concept of time to differentiate among the personal past, present, and future.



## Swish Pattern

The Swish Pattern is a useful technique to help people address an unwanted behaviour response or an unwanted habit to a specific stimulus by changing key submodalities..



## Circle of Excellence

Circle of Excellence is a quick state change technique used to boost super feelings like Confidence, Motivation, etc instantly. It is widely used for peak performance.



## Neurological levels

Neurological levels are a tool for organizing thoughts and feelings into different levels of abstraction. Each level has a unique impact on experience and potential for change.



## Hierarchy of Ideas

The Hierarchy of Ideas (also known as chunking) is a concept that helps people communicate by regulating the flow of ideas from abstract to specific and vice versa.

# Course Curriculum



## INTRODUCTION TO NLP

- 1) History of NLP
- 2) Foundations of NLP
- 3) Four pillars of NLP
- 4) Three principles of NLP
- 5) Modern developments in NLP
- 6) Stages of learning

## STATE MANAGEMENT

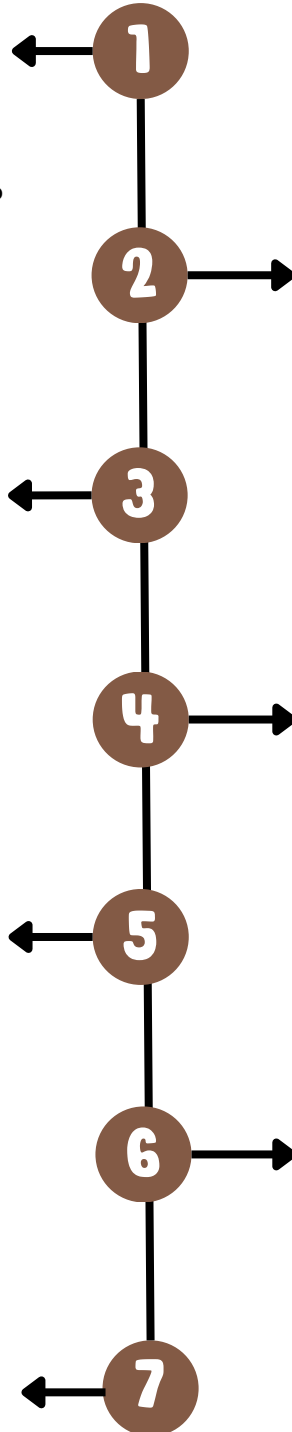
- 1) Types of states
- 2) State Elicitation
- 3) Present to Desired state

## SENSORY ACUITY

- 1) Projection & Hallucination
- 2) Calibration
- 3) Multitracking
- 4) Uptime & Downtime
- 5) Self inventory

## NEUROLOGICAL LEVELS

- 1) Logical levels
- 2) Logical types



## NLP COMMUNICATION MODEL

- 1) Deletions, Distortions, & Generalisations
- 2) 7+/-2
- 3) Components of state

## ACHIEVING

- 1) Wheel of life
- 2) S.M.A.R.T Goals
- 3) Well-formed outcomes

## HIERARCHY OF IDEAS

- 1) Chunking
- 2) Sequencing

# Course Curriculum



## REPRESENTATIONAL SYSTEMS

- 1) Primary Representational system
- 2) Lead Representational system
- 3) Reference system
- 4) Overlapping
- 5) Eye accessing cues

## PRESUPPOSITION

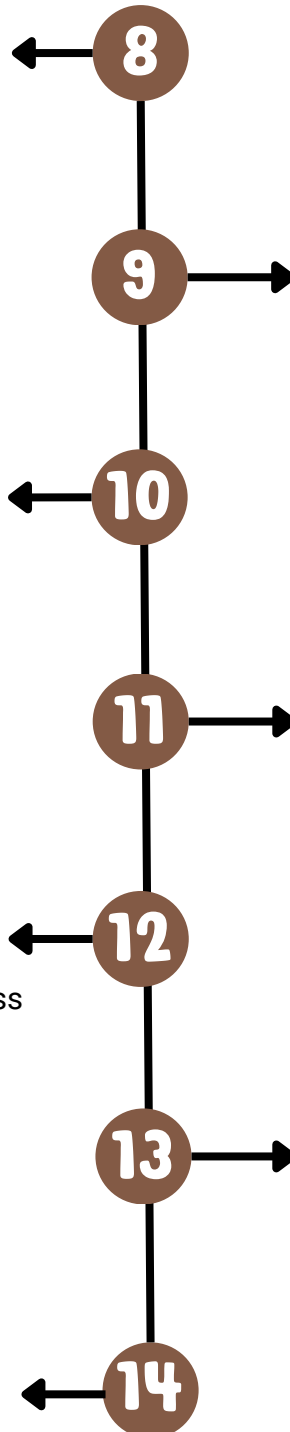
- 1) Epistemological Presuppositions
- 2) Linguistic Presuppositions

## MILTON MODEL

- 1) Hypnotic language patterns
- 2) Altered state of consciousness
- 3) Referential index shifting
- 4) Shallow metaphors
- 5) Deep metaphors

## STRATEGIES

- 1) TOTE Model
- 2) Well formedness conditions for strategies
- 3) Eliciting, calibrating and utilising strategies



## RAPPORT

- 1) Pacing & Leading
- 2) Matching & Mirroring
- 3) Crossover Mirroring

## META MODEL

- 1) Precision Model
- 2) Surface & Deep structure
- 3) Meta Model violations

## PERCEPTUAL POSITIONS

- 1) Triple description
- 2) Position shifting
- 3) Meta mirror

# Course Curriculum



## NLP FRAMES

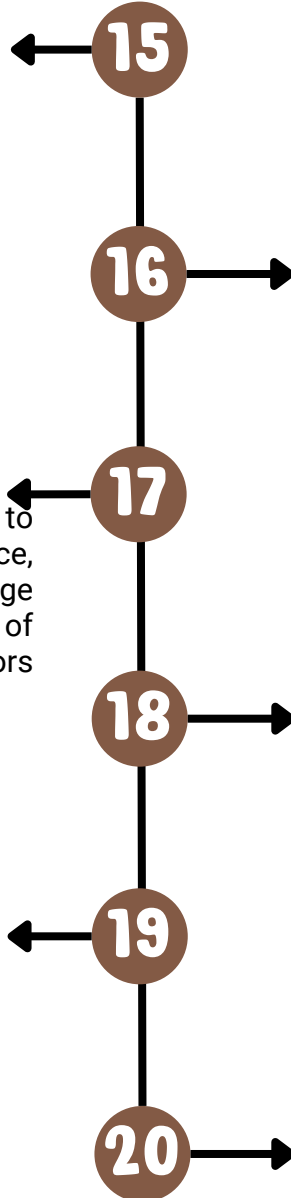
- 1) Outcome
- 2) Purpose
- 3) What if
- 4) As if
- 5) Relevance
- 6) Evidence
- 7) Backtrack
- 8) Contrast
- 9) Ecology
- 10) Agreement
- 11) Discovery
- 12) Open

## ANCHORING

- 1) Keys to Anchoring
- 2) Steps to Anchoring
- 3) Basic, Resource, Stack, Self edit
- 4) Change personal history
- 5) Circle of excellence
- 7) Collapsing Anchors
- 8) Chaining Anchors

## SUBMODALITIES

- 1) Analogue & Digital SMD's
- 2) Critical & Driver SMD's
- 3) Association & Dissociation
- 4) Contrastive Analysis
- 5) Mapping Across
- 6) Swish Pattern
- 7) Like to Dislike Pattern
- 8) Standard Belief Change
- 9) Fast Phobia Cure



## REFRAMING

- 1) Context Reframing
- 2) Content Reframing

## PARTS INTEGRATION

- 1) Visual Squash
- 2) Simultaneous congruity
- 3) Sequential congruity

## TIMELINE

- 1) In time & Through Time
- 2) Test drive of timeline
- 3) NOW pattern
- 4) Timeline Interventions



# SUREN KOLKANKAR

*Founder & CEO - SK Consultancy*

- ✦ International NLP Master Trainer
- ✦ Peak Performance Coach
- ✦ Motivational Speaker
- ✦ Corporate Trainer

Suren is an Internationally recognised Master Trainer of NLP from the *Association of Neuro Linguistic Programming (ANLP) International CIC UK, Treacle Academy UK & Team NLP UK*, and also an Internationally Certified Trainer of NLP from *The American Board of NLP (ABNLP), International NLP Trainers Association (INLPTA), and Treacle Academy UK*.

His founding organisation, SK Consultancy, is one of the leading authorised entities to conduct NLP Trainings in India. He hails from Goa, India and in his early years, he was fascinated with human psychology, behaviour, and the workings of the mind. He immersed himself in reading more than 1000+ books on self-help, psychology, leadership, sales, philosophy, spirituality, marketing, neuroscience, and more.

He believes Readers are Leaders and is himself inspired by business owners, philanthropists, innovators, trainers, and leaders who have led others by sharing their learnings with the world.

He has been mentored by top industry experts in the field of personal growth and excellence and is forever encouraging the need for a mentor and a coach in everyone's life to realise their true potential.

As a Speaker, Suren is genuinely a gifted motivator and is known for his ability to inspire, empower and amaze his audience. He is a highly energetic trainer and can captivate the audience with his charismatic personality & humble soul. Suren carries a mission of creating leaders through his programs, and he mentors individuals to take charge of their life, leading to a more fulfilling life.

# Sample Certificates



# Bonuses

## BONUS 1

You will get a FREE lifetime access to our 10 hours of podcast sessions, of complete NLP Practitioner certification course.

**FREE lifetime access to 10 hours of NLP Practitioner Podcast sessions**

## BONUS 2

You will receive 90 days access to the recorded sessions of the online NLP Practitioner program.

**FREE 90 days access to the Online NLP Practitioner recordings**

## BONUS 3

You will receive a complimentary access to repeat ONE full online NLP Practitioner course within a year.

**FREE access to repeat ONE full online NLP Practitioner course**

## BONUS 4

You will receive FREE lifetime access to watch our NLP Practitioner Techniques demonstration videos.

**FREE lifetime access to our NLP Techniques demonstrations videos**

## BONUS 5

You will receive FREE access to attend Ten live practice sessions (online).

**FREE access to attend our Practice Sessions**

## BONUS 6

As an alumni of the SK Consultancy tribe, you'll be part of a supportive network committed to consistency and continuous learning.

**Post Training support**



# Schedule & Fee structure

## Online Course:

12th August - 06th September 2024

### Online course

**Rs. 40,000**

- ✓ 20 Live sessions (online)
- ✓ Dual Certification
- ✓ Includes all 6 bonuses

## Program policy

**Group Discounts:** We offer special group discounts for organizations or groups registering multiple participants. Please connect with our team for more details and customized pricing options.

**Discount Offer:** Register for both the NLP Practitioner and NLP Master Practitioner courses together and get a 10% discount on the total course fee.

**Registration Policy:** Once registration is completed, the amount paid is non-refundable. In the event of unforeseen circumstances preventing attendance, participants may request to reschedule their workshop attendance. Rescheduling requests must be made in writing and communicated to us before the start of the workshop.

# About us

At SK Consultancy, we believe in the power of human-centered leadership, recognizing that every person possesses untapped resources waiting to be unleashed.

Established in 2015 by Mr. Suren Kolkankar, a visionary Neurolinguistic Programming (NLP) Expert and Motivational Speaker, SK Consultancy is dedicated to guiding individuals towards holistic growth and self-actualization.

Whether you seek to enhance your personal growth journey or empower your team within a corporate setting, we offer tailor-made solutions to suit your needs.

At SK Consultancy, we equip you with the magical tools needed to lead a purposeful, joyous life, where every challenge becomes an opportunity for growth. Join us on this transformative expedition and unleash the boundless potential that resides within you.



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