



PPD Learning Ltd
www.ppdlearning.co.uk

NLP means Business

In-house Training



For Business Leadership,
Professional Development
and Personal Excellence



We run open programmes for business and have a range of successful in-house programmes for both the private and public sectors. We also work with organisations, developing individual courses to achieve great results.

Introduction to NLP

Introduction to NLP for Business

This practical hands-on training is designed to give you an experience of what NLP can do for managers, teams and leaders to help them be more effective at work. You can enhance your personal presence and confidence, develop leading-edge communication skills, and increase your ability to handle and resolve a variety of business problems. Your basic NLP toolbox for results-focused success at work.

"There are strong values in PPD Learning which come across to the participants — great respect, encouragement and support."

Jenny Nabben, Head of Change Management, Hewlett Packard

Enhanced Interpersonal Skills

Effective Business Communication

This training will give you the tools and models to help you ask great questions, create clarity and understanding, and enhance the overall quality and impact of your communication. Unlock the power of language in your organisation — for productive meetings and much more.

Team Alignment for High Performance

This programme will develop strong, more honest working relationships, build understanding and support across the team, help negotiate agreements over key values and issues and maximise flexibility, initiative and commitment. Designed for all kinds of teams and team issues.

Advanced People Skills

Specially designed for Managers and Executives incorporating Personal Breakthrough Coaching. The programme includes Coaching sessions to move you through and beyond real-life challenges or 'difficult' working relationships, and help you integrate your new skills practically and powerfully.

More Assertive More Effective

Being assertive is about being clear, direct, and respectful. You will learn to deliver difficult messages and feedback to others, rapportfully participate in discussions and debates allowing your voice and contribution to be heard and valued.

Creating Irresistible Influence

Learn to see and hear what people really want — what is meaningful and important is influential. Greatly increase your influence and effectiveness by interacting with others in more meaningful ways. Learn how words, images and stories can create success, respect and lasting impact.

Step up to Personal Excellence

What does personal excellence mean for you? How would you really like to be living your life? Could you be developing a better career? Could you be happier in your life, have more energy? Even if things are good now, could you be even more successful in what you do? This course is fun and interactive.



NLP for Business Professionals

Leadership Development

This programme includes the embodiment of a coaching approach to leadership. You will learn how to maximise the potential of others and develop a 'can-do' problem-solving attitude. You'll increase innovation and creativity among leaders and staff and improve staff retention and recruitment. You'll get significant performance improvements from leaders and their teams — creating measurable bottom line returns.

NLP for Trainers

NLP for Trainers is for Learning & Development professionals to apply NLP approaches and techniques to their various roles and tasks. An in-depth exploration of NLP is applied to the Training Cycle, improving the effectiveness and influence of all aspects of your training.

12 Mistakes Consultants Make

What every independent contractor should know, but didn't know to ask. From the initial contracting to ongoing client relations to closing an account there are unwritten rules. Learn from a top consultant who has made all of the mistakes — and survived — and then thrived.

The Five Minute Coach ©

This programme is for Senior and middle managers faced with the challenges of working in a context of rising expectations and limited resources, needing to generate improvements to service, processes or products and searching for innovative ways to get things done.

Rapid Coaching Skills for Managers

Credibility, confidence and trust are essential in a coaching relationship. Line managers have a particular challenge as they have to find the right balance with performance and assessment responsibilities. The Coaching Skills for Managers Course is specifically designed for managers to quickly develop the key skills necessary to develop that trust and to deliver coaching as one of their competent management styles.

Empowering Your Team

If you want to learn how to help people think through issues for themselves and as a manager you are aware that you are not capitalising on the skills of your staff then this is the course for you. If you don't have time to come, as you are too busy over seeing your staff (this is a sign that you need to attend!).

Business Strategy

Advanced Corporate and Business Strategy

This course is about corporate and business strategic thinking. The course covers the process through building up from core values, vision and purpose through to analysing the present state and creating and testing strategic options. The course is highly interactive and participants learn through building on their own skills and experience to overcome the challenges.

Creating and Sustaining Successful Business Partnerships

This course is about creating and sustaining human relationships with successful business as an outcome. The course is for business owners, executives and managers who need to maximise their success through relationships. You will learn the 10 ground rules plus the golden rule for successful relationships and how to apply them.

Effective Decisions for Leaders

This course is for people who want to be able to overcome their natural decision-making biases with a specific and active enquiry. You will apply 'Situation Analysis' tools to initial impressions and clarify the significant decision factors and much, much more. For executives who want specific strategies for dealing with the incomplete information and uncertain outcomes of complex decisions — organisational and/or financial.



"The PPDL programme provided the question that unlocked the opportunity for my first £100k development grant from a premier commercial company. Since then I have negotiated a £500K award with the DTI and a blue chip industrial partner."

Dr David Evans, Software Engineer, Aston University

Other Business Courses

Strategic Thinking and Influencing

Strategic Thinking and Influencing are mental strategies for dealing with long term, broadly based and complex tasks. Gathered from people known to be exceptionally good at these skills, they are surprisingly simple. Participants come to the course with a real work situation that is still to be organised and positively progressed.

◆ Strategic Thinking

Strategic Thinking may be taken as a standalone programme. This course will teach you to use a visual strategy to create a useful mental model of a challenging objective, that will enable you to keep track of complex and shifting information, and plan and monitor a way to achieve your objectives.

◆ Strategic Influencing

Strategic Influencing may be taken as a standalone programme. In this course you will learn who to influence and how. You will also learn a mental strategy for constantly updating your knowledge about the people and organisations which are important to the success of your work.

How to Have Fun at Work and Get Great Results

Fun at work and getting results are not mutually exclusive! Having fun increases employees' energy levels, their creativity, their motivation and improves their relationships — and bottom-line measurables like productivity and sales. For any team that needs revitalising.

Winning Presentations

Enjoy presenting your ideas and information — in confident and compelling ways. It's a vital skill for today's leaders. Combine the skills of NLP ('the inner game') with the actors' 'Alexander' technique ('the outer game') to bring together the psychological and the physical aspects of successful public speaking.



Modelling Your Best Performance

At the very heart of NLP is the core skill of modelling capabilities and behaviours. We can model the best performers in your organisation to find out what enables them to achieve such levels of excellence. Whether it is modelling your best salespeople, your best technicians, your best managers etc. — re-creating their patterns of skill in the rest of your organisation will significantly raise performance and give you a competitive edge.

“Since doing your NLP Practitioner course, turnover in my own company has doubled in the last 12 months!”

Wendy Michie, MD, Think Training & Development

NLP means Business Trainers



Charles Faulkner is a leading NLP explorer and modeller. His modelling of strategies of futures traders is featured in numerous books — famously, 'The New Market Wizards'. He is the author of personal transformation programmes and business tools including the best selling 'NLP: The New Technology of Achievement' (with Steve Andreas).



Mariette Castellino has been using NLP, in the private and public sectors, for almost 15 years. The experience and skills she brings to executive coaching, team alignment and leadership is enhanced by her background in general management and HR Development. She is a Fellow of the Chartered Institute of Personnel & Development and has a Masters in Management Learning.



Lynne Cooper is a skilled coach and facilitator, specialising in leadership development and communications, and team alignment. Lynne's background includes some 18 years' management experience, specialising in communications. She is a business graduate and Chartered Marketer.



Juliet Grayson is an experienced trainer, facilitator, and coach. She specialises in all the soft skills, from communication and interpersonal skills, assertiveness to negotiation and selling skills and stress management courses. Juliet is also a qualified NLPtCA therapist.



Simon Horton is an Associate Member of the Coach Academy and a member of the Association of Business Psychologists. Simon specialises in behavioural development, including executive coaching and training in many different areas such as leadership, communication, influencing, team development and change management.



Christopher Howell has over 20 years experience of consulting, on successful organisational changes in both business and information technology. His clients have included finance, central and local government, manufacturing, insurance and 'FTSE100' companies. Christopher is a professional project manager (ISEB and PRINCE2), experienced at senior level within large global change programmes, a performance coach affiliated with the ICF.



Cricket Kemp has worked as an independent business consultant and trainer, with large and small companies, since 1994. She has tutored Newcastle's MBA course, and been on the faculty of Management Centre Europe in Brussels training individuals from all the major European and North African companies: banks, IT, oil, pharmaceutical, utilities, mobiles, etc.



Alex Marshall is a trained Alexander technique teacher and a member of Toastmasters — as well as an NLP trainer who works with individuals and groups to bring out their best performance. He is currently one of the three core 'entrepreneur coaches' for the NESTA 'Academy project'.



Andy Parkinson has been applying NLP in business contexts for over ten years, and has identified many ways in which NLP can improve performance. He uses these techniques to train managers and training professionals to enhance their effectiveness in the achievement of organisational goals.

"Fantastic, wonderful, the best, sending everyone in my office on it. Really practical and the first course I've been on that is really crystal clear on how to do the things you're learning."

Ola Agbaimoni, Elephant Links Project Team
London Borough of Southwark

Developing Yourself...

Developing Your People...

Developing Your Business...

Transforming Our World... with NLP

PPD Learning — a world leader

- ◆ PPD Learning is one of the oldest and most respected NLP training companies in the UK, established in 1987. It is known for the quality of training, its integrity and ethos.
- ◆ PPD Learning is one of only two organisations in the UK whose training counts as credits towards the first MSc in the world in Organisation Development and NLP.
- ◆ PPD Learning has the widest range of top international NLP trainers who are at the leading edge of development in the field of NLP, as part of the wider field of cognitive psychology.
- ◆ PPD Learning is the world pioneering company for social change and NLP with its 'not-for-profit' seminar — Passion in Action. For the first time NLP tools are being used in the context of Social Change.

What is NLP?

NLP (Neuro-Linguistic Programming) has the leading edge, 'think-smarter' skills and tools for excellence with bottom-line results. Its many profound strengths have benefited many people over the last thirty years.

NLP can be defined as the study of excellence in human performance and its translation into practical skills that other people can use effectively.

Why NLP?

Thinking Styles

Talking, selling and negotiating with integrity in anyone's language.

Great Relationship and Communication Skills

Making it easy for people to work together — rapport skills, values and motivation.

Goal Definition

Using techniques that work on a systemic level enables people to build clear goals with defined actions.

Problem Solving

Organising complex problem information to generate effective solutions.

Emotional Intelligence

Managing and sustaining high performance, alleviating stress, dealing with 'difficult' people.

Language

Effectively using conversation, emails and telephones. Quality information-gathering tools for business.

Modelling Best Performance

Identifying your best performers, how they are thinking, what they are doing and teaching key skills onto others.

We can take your leadership and coaching skills to new levels of excellence and influence.

Clients include FTSE 100 companies, Government departments, The Police Force, Local Authorities, NHS departments and many other public and private sector organisations.



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