

# Integral NLP Practitioner course for Health Care Professionals



## *Training Contents/ Specifics*

*( Based on the Curriculum of  
American Board of NLP  
-ABNLP )*



**-Updated 1/1/2011**

***(A) Overall Topic Outline Reference ( levels 1-2-3 )***

- (1) Overview and History.**
- (2) NLP Presuppositions.**
- (3) Rapport.**
  - Establishment and Maintenance of.**
- (4) Pacing and Leading.**
- (5) Calibration.**
- (6) Representation Systems.**
  - V.A.K. And AD**
- (7) Submodalities.**
  - and Applications.**
- (8) Dissociation and Association.**
- (9) Meta-model of Language.**
- (10) Milton model of Language.**
- (11) Elicitation of Well-formed ,**
  - Ecological outlines and Structures Of Present State.**
- (12) Metaphor Creation.**
- (13) Frames.**
  - ( Outcome ,backtrack ,Relevancy , ‘as if’ Agreement etc...)**
- (14) Anchoring.**
- (15) State Management.**
- (16) Feedback-**
  - Giving and Receiving sensory Specific Feed back.**
- (17) Perceptual Positions.**
- (18) Neuro-logical levels.**
- (19) Outcome-oriented Accessing and utilizing of Resources.**
- (20) Positive Intention.**
- (21) Re-framing.**
- (22) Strategies.**
  - (detection, elicitation, utilization and installation.)**
- (23 ) Timelines.**

**(B) *Course Design and Structure In Brief***

**Total >120 Hrs Training for International Certification**

**80 Hrs of Didactic and Experiential workshops Trainings**

**( divided into 3 Theme-based Modules or levels 1-2-3 –Total 10 days )  
and > 40 Hrs of Self Study and others**

**Level one is on the Neuro Part—the “N”**

**Butterfly Flap**

**Level two is on the Linguistic part – the “L”**

**Dolphin Leap**

**Level three is on the Programming part – the “P”**

**Eagle Hover**

**“In NLP, Confusion is the Gateway to Learning.”**

**(C) Level one: Themes On Communicating and Self-Empowering  
Excellence Through NLP ( 24 Hrs)**

- 1) Overview and History**
- 2) NLP Presuppositions**
- 3) Rapport**
- 4) Pacing and Leading**
- 5) Calibration**
- 6) Representation systems ( V.A.K. & A.D.)**
- 7) Anchoring**
- 8) State management ( Body Approach)**
- 9) Feedback and feed forward**
- 10) Perceptual positions**
- 11) Neurological levels**
- 12) Well –formed Outcome Thinking**

**And NLP Practice Skills Workshop**

- 1) State Management- Alpha State-Body Scan**
- 2) Sensory Acuity –See/hear/feel**
- 3) NLP Eye Movement Patterns**
- 4) Anchoring ( Stacking , Collapsing ,and Circle of Excellence )**
- 5) Owning your Power Zones pattern ( Neuro- Semantics )**

**(D) Level Two: Themes on Language-ing the path of Trance-formation  
Change Through NLP ( 24 Hrs )**

- 1) Meta-model of language Patterns**
- 2) Milton Model of language Patterns**
- 3) Body language- Satir's Categories**
- 4) Basic 5 steps Hypnosis- Induction, Focusing ,Deepening, Autosuggestion/Self affirmation and Awakening**
- 5) Metaphor Creation**

**And NLP Practice skills workshop**

- 1) Basic 5 steps Hypnosis**
- 2) Framing and Reframing  
6 Steps –Re-framing**
- 3) Telling tales – the Tale is in the Telling**
- 3) Mind-to Muscle Pattern ( Neuro-Semantics )**

**(E) Level three: Themes on Mastering the Path of Generative Personal  
Growth and Development ( 32 Hrs)**

- 1) Submodalities**
- 2) Strategies**
- 3) Timelines**
- 4) Modelling and models: TOTE, ROLE, BAGEL ,SCORE and SOAR ( NLP )  
Meta-State , Matrix and Quadrants( Actualizing) Models  
( Neuro -Semantics )**

**And NLP Practice Skills Workshop**

- 1) Finding your Timeline**
- 2) Submodality change – contrastive analysis**
- 3) Strategy elicitation – Informal (eye movement patterns ) or formal**
- 4) Putting it all together- Certification written test and Preparation for the Graduation Presentation**

**“ENERGY flows where ATTENTION goes as governed By INTENTION”**

## **(F) NLP PRESUPPOSITIONS ( X21)**

**“Seeing is Believing and Believing is also Seeing..”**

### **A. Mental Processing ( X6 )**

The map is **NOT** the Territory.

People respond according to their **INTERNAL MAPS**

Meaning operates Context-dependently

**Mind and Body** inevitably and inescapably affect each other

Individual skills function by developing and sequencing of **Representational Systems-V.Ad.K.**

We respect each person’s **Model OF THE WORLD**

### **B. Human behaviour/Responses ( X3 )**

Person and behaviour describe different phenomena.

-We are more than our behaviour.

Every behaviour has utility and usefulness-in some context

-the **POSITIVE INTENTION.**

We evaluate behaviour and **CHANGE** in terms of **CONTEXT & ECOLOGY**

### **C. COMMUNICATIVE ( X7 )**

We **CANNOT** communicate.

The Way we communicate affects **PERCEPTION & RECEPTION.**

The **MEANING** of communication lies on the response you get

The one who sets the **FRAME** for the communication controls the action.

There is **No FAILURE**, only **FEEDBACK.**

The person with the most **FLEXIBILITY** exercises the most influence in the system.

**RESISTANCE** indicates the **LACK OF RAPPORT.**

### **D. LEARNING- CHOICE- CHANGE ( X5 )**

People have all the **INTERNAL RESOURCES** they need to succeed.

Humans have the ability to experience **ONE TRIAL LEARNING.**

All communication should increase **CHOICE.**

People make the best choices open to them when they Act.

As **RESPONSE-ABLE** persons, we can Run our own Brain and control our Results

**SOURCE- MICHAEL HALL**

## **(G) What is Neuro-Linguistic Programming (N.L.P.)?**

NLP is a powerful body of information about **HOW** the Human Mind works, built up over the last 30+years and continuing to evolve through New Research and Practice. There are different ways of describing NLP.

At the **Heart** of NLP is a wide range of methods and models it offers for understanding **HOW** people think, behave and change. It offers a flexible Approach that brings about positive and fast change in individuals and enables them to adapt to an ever-changing World.

NLP Training provides the skills to define and achieve your outcomes and goals. Heightened awareness and use of your **FIVE SENSES** allows you to become more Flexible and Congruent and to maintain Rapport with those around you.

**NEURO** refers to the Brain and Nervous System.

**LINGUISTIC** is the Verbal, Intra-verbal and Non-verbal language used to communicate.

**PROGRAMMING** is the unique way you put it altogether To create behaviour ( Analogy ; Human Bio-computer)

### **(1) NLP is about COMMUNICATION**

One of the principles of NLP is that we are always communicating and a very large part of our communications is Other than WORDS. NLP provides Practical Tools for becoming Skilled Communicators.

### **(2) NLP is about LANGUAGE**

Language affects how we think and respond. Learning about Language patterns Through NLP add awareness and resourcefulness for your Mind.

### **(3) NLP is about Modelling EXCELLENCE**

NLP processes and strategies are the result of discovering How the experts or excellent leaders do what they do well. It is possible to teach these skills to others. ( What is the difference that makes the difference ?)

### **(4) NLP is about MASTERING YOUR FULL MIND ( BOTH CONSCIOUS AND SUBCONSCIOUS MINDS )**

NLP describes in very precise terms the images ,sounds and feelings that make up the inner and outer Worlds. When we understand the specifics ways that our Brains make Distinctions. Then it is easier to make changes , to learn and to communicate effectively.

### **(5) NLP is about the STUDY of The STRUCTURE of HUMAM SUBJECTIVE EXPERIENCE**

NLP is a tool to calibrate and understand HOW an individual makes sense of the world in which he or she lives. Through NLP, we know that each person has a unique style of learning, perceiving and responding to the world. NLP provides us with this Awareness and thus allows us to be much more respectful of Differences.

Source ( Adapted from ANLP- Association of NLP U.K. )

**(H) What is the PRO-ACT M.A.G .I.C. TRAINING  
in N. L. P .and N .S .(Neuro-Semantics )?**

**Meta means about, above and Beyond....**

**Neuro –Semantics( N. S. ) is Meta-NLP...**

**and N .S .transcends and includes NLP...**

**PRO-ACT & ACT-PRO**

**Proactively active**

**Actively Proactive**

**Being Professional**

**Activating Resourceful State– the ALPHA**

**Actualizing Capabilities and Potentials.**

**Be the Best that one can become**

**The STRUCTURE of the M.A.G .I.C.**

|                     |   |
|---------------------|---|
| <b>Motivation</b>   | <b>At Cause Vs At Effect</b>                |
|                     | <b>Towards Vs Away.</b>                     |
| <b>Activation</b>   | <b>Resourceful positive State</b>           |
|                     | <b>Alpha Brain wave Pattern.</b>            |
| <b>Generation</b>   | <b>Empowering beliefs /Presuppositions</b>  |
| <b>Imagination</b>  | <b>Visualizing the future pacing</b>        |
| <b>Co alignment</b> | <b>Body-Mind Congruence &amp;</b>           |
|                     | <b>Conscious to Unconscious Competence.</b> |

**“ Self- Actualizing Person NOT As an Ordinary Person with Something Added  
But Rather As an Ordinary Person with Nothing Taken away...”**

**-ABRAHAM MASLOW**



## **(I) The Principal Trainer/Coach**

**The Future is Meta-Coaching....**



### **Qualifications:**

**Dr Chan Kwok Hei, Paul**

**M.B.B.S. (H.K.U.)**

**F.R.C.S. (Edinburgh.)**

**F.H.K.A.M. (Emergency Medicine)**

**Postgraduate Diploma in Community Psychological Medicine  
(HKU)**

**Master In Social Science (Buddhist Studies)**

**--H.K.U.**

**Master in Social Science (Counselling Studies)**

**--University of South Australia**



**Licensed Medical NLP Health Practitioner**

**(The Society of Medical NLP –U.K.)**

**Licensed NLP Trainer**

**(The Society of Neuro-Linguistic Programming <sup>TM</sup> - Richard Bandler-  
the Father and Co-Creator of NLP)**

**Certified Global NLP Trainer and Consultant**

**(NLP University- Santa Cruz, U.S.A. – the Birth-place of NLP)**

**Licensed NS (Neuro-Semantics) -NLP Trainer**

**(International Society of Neuro-Semantics –ISNS- Dr Michael Hall)**

**Licensed NLP Trainer**

**(American Board of NLP – Dr Tad James – Inventor of Timeline  
Therapy <sup>TM</sup>)**

**Master Practitioner of Time –line Therapy <sup>TM</sup>**

**Registered Corporate Coach (W. A. B. C. )**

**( W.A.B.C. – World Association Of Business Coaches )**

**“ People Overestimate What they can do in One Year**

**and Underestimate What they can do in Five Years”**

**- Anthony Robbins**