



# Neuro Linguistic Programming Applications in Mediation: Communication Skills

Legal Professionals need to be excellent communicators. The discipline of Neuro Linguistic Programming analyses the underlying structure of linguistics and of verbal and non-verbal communication, and teaches simple yet effective techniques for improving one's ability to communicate.

The objective of this course is to give the participant a 'tool kit' of introductory NLP techniques which can be used in mediation and other legal settings. By mastering the techniques introduced in this course, participants will develop an effective communication structure which will allow them to build on their existing skills, and take their communicative ability to a level where they have increased influence over the outcome.

With the rise of Mediation, the ability to communicate effectively is becoming a necessity. This course is highly recommended for anyone who wants to improve their ability to achieve their outcome.

After all, the meaning of a communication is the response you get..

**This course has been awarded 3.5 CPD points by The Law Society of Hong Kong**

## Who should take this course?

Anyone dealing with mediation, other forms of conflict resolution, or who wants to improve their communication skills will benefit from learning and mastering the techniques introduced and practised in this course.

## Course Format

This is an intensive training in a class room environment with role play exercises, open book tests and video presentation. There will be a 15 minute break to allow participants to take calls and respond to emails.

## Course Details and How to Enroll

Date:	Thursday 30 <sup>th</sup> September 2010
Time:	3 hours 2:00 p.m. – 5:15 p.m. (include 15 minute break)
Location:	Central (location to be confirmed)
Course Fee:	HK\$ 1,000

To enroll please contact us at [enquiries@evolution-u.com](mailto:enquiries@evolution-u.com)

Payment can be made by online at [www.evolution-u.com](http://www.evolution-u.com) or by cheque made payable to "Evolution-U Limited" and sent to 203-204 Hollywood Commercial Building, No. 3-5 Old Bailey Street, Central, Hong Kong.



## What is covered?

The modules covered in this 3 hour course are detailed below. For more information on course content, available courses or customized in-house trainings, please visit [www.evolution-u.com](http://www.evolution-u.com) or contact us at [enquiries@evolution-u.com](mailto:enquiries@evolution-u.com).

## Course Content

- Introduction to NLP
- The NLP Communication Model
- Sensory Acuity
- The Components of Communication
- Rapport
- Representational Systems & Predicates
- Hierarchy of Ideas & Lateral Thought

The course starts with a 30 minute introduction to the underlying concepts of NLP and a discussion of the NLP Communication Model, both of which are required before the skills taught in the course can be effectively applied.

The ability to generate and recognize rapport, which is the basis for all effective communication, is then introduced along with the study of the representational systems. This is at the core of starting to understand the thought processes of people with whom you are dealing.

Finally, a powerful linguistic technique called 'The Hierarchy of Ideas' is introduced and practised. The Hierarchy of Ideas is a highly effective NLP based process for controlling the level of language used in conversation, and can be used effectively by the practised participant within a matter of days.

After completing this training, participants will have an invaluable 'tool kit' of introductory NLP based skills which can be use in both business and personal situations.

## Our Trainers

All Evolution-U trainers are certified practitioners of Neuro Linguistic Programming (ABNLP), Time Line Therapy™ (TLTA) and Hypnotherapy (ABH) and have a strong business background at both the corporate and entrepreneurial level. At Evolution-U we identify best of breed business psychology research developed by world leaders in their fields including Tad James, one of the most respected NLP Master Trainers in the world, the founder of Time Line Therapy™ and President of the American Board of Hypnotherapy, Dr. Robert Cialdini, the world's leading authority on Persuasion Psychology, and the Harvard Law School Programme on Negotiation. We then convert the theory into practical application and deliver business focused trainings to our valued clients across the disciplines of Communication, Influence, Sales, Negotiation, Profiling, Management and Leadership.

Evolution-U has delivered training globally to over 3,000 executives from sectors including banking, legal, insurance, IT, recruitment, manufacturing, energy, pharma and government, and to personnel from 'C' suite to Associate, Sales to Operations, Marketing to Human Resources.

For further information on our individual trainers or to review client testimonials, please visit [www.evolution-u.com](http://www.evolution-u.com).