



## Customised Business Training

As well as offering off the shelf training courses, Evolution-U can tailor the subject matter to meet your business needs. This section details our flexible approach to offering you customized in-house training solutions.

An individual's market value and job security are directly correlated to the quality of his or her skills. Likewise, a company's ability to retain clients and compete effectively is directly related to the level of professionalism and excellence displayed by its staff. In today's globally competitive environment, effective communication skills are a necessity at both the individual and corporate level.

*Over 25 million business presentations are given every day.  
What makes yours stand out?*

It is well accepted that the one of the keys to business success is to get the best from your most important client; your internal client – ie your staff. Evolution-U offers customized training courses in effective and proven NLP based communication, sales and negotiation techniques that will allow your staff to excel and your company to stand out against the competition.

*Every World Champion has a Coach...*

A common misconception is that only weak businesses need help. This mindset plays well into the hands of visionary companies. While their competitors wait until business falls before they 'need' to improve internally and expand their knowledge base, the leaders and visionaries understand that to stay ahead of the field they must continue to develop across all areas of their business. There is a reason why every world champion has a coach...

### What is it that you need to improve..?

At Evolution-U our training is about delivering the results you need. It's about understanding where your company currently is and where you want it to go, and then developing bespoke training that equips your staff with the skills they need to make this happen. Training should always be taken in the context of an achievable GOAL so that the effectiveness of the training can be assessed. At Evolution-U we are looking for long term relationships based on successful outcomes and will discuss your 'evidence procedure', or how you will know that the training has been successful, in detail, prior to designing the training course.



## A menu of Solutions

Neuro Linguistic Programming provides a wide range of effective and proven techniques which can facilitate growth, change and development in any business by unleashing the potential of its employees. Evolution-U can help you shape your business and the people within it to perform at their best!

The modules listed below cover many of the NLP based techniques that are applicable to business coaching and development. Any of these modules can be incorporated into a bespoke in-house training as required, and can be adapted depending on your business objectives. Please note that the advanced modules require some of the building blocks introduced in the introductory modules before they can be taught effectively.

## Introductory Modules

*The meaning of the communication is in the response you get*

**Communication 101:** Only 7% of communication is the words that we speak. Learn the NLP Communication Model and how to develop Sensory Acuity and build Rapport, the foundation of influence. Start the process of taking your communication capability to a new level of effectiveness. This module is the basis for all inter-personal communication and forms the bedrock of many NLP techniques.

**Basic Submodalities:** BY introducing representational systems, submodality elicitation, and how to use submodalities to create choices and momentum, this module introduces the concept of how to positively change your internal state and thereby influence your behaviour.

**Introductory Anchoring:** Learn how to elicit states such as motivation, power and success and how to install them as resource anchors that can be used at any time to assist in generating positive outcomes.

**SMART Goals:** Topics covered include State vs Goal, The 5 Principles of Success and Developing Achievable Outcomes. Learn how set realistic and achievable goals in both a personal and business context, and the conditions for making sure your goals are achieved.

**Linguistics 1:** Mastering linguistics is one of the most effective skills to achieving improved results in both personal and business life. This module introduces basic linguistic presuppositions, representational systems and linguistic predicates. Learn how to resolve conflict using the Hierarchy of Ideas & Lateral Thought. This is an essential skill set for anyone in sales, management, human resources or any customer facing role. An introduction to the Meta Model and the Milton Model is also included.



## Advanced Modules

**The 5 Step Sales Process:** Learn the underlying structure of successful sales. This is one of the most valuable and effective business techniques in NLP when mastered and applied correctly.

**Negotiation Techniques:** Learn how to influence negotiations using defined NLP tactics for structuring and processing negotiation situations, and for handling objections.

**The Meeting Format:** We all spend too much time in meetings. Learn how to streamline meetings while improving their effectiveness using NLP based techniques for pre-meeting preparation, meeting openings, in-meeting conduct and closing.

**Eye Patterns and Strategies:** We have strategies for everything we do in life; buy, sell, eat and sleep, motivate, procrastinate, love, hate etc.. Learn how to elicit strategies and utilise them to improve outcomes.

**Linguistics 2:** Introduction to Quantum Linguistics including reframing, sleight of mouth techniques and hypnotic language patterns.

**Peak Performance:** Learn how replicate others success by modeling excellence with intent, create positive states by accessing conscious and unconscious resources in any situation and at anytime and learn how to improve behaviour to facilitate greater co-operation and effective team dynamics.

**Dynamic Presentation Skills:** Become a confident and dynamic presenter. Learn how to control your state, integrate content into a flawless format every time, utilise language patterns and metaphors to retain audience attention, set up the room optimally and many other advanced techniques for becoming a powerful and compelling presenter.

**Meta Programs for Managers:** Learn how to know more about your employees than they know about themselves within 10 minutes. An indispensable tool for managers and human resources in evaluating staff and in lowering recruitment costs by identifying the right candidates when interviewing.

**Values:** An introduction to the concept of values levels at the individual and corporate level and how these impact each and every one of us. This module introduces new and invaluable concepts to assist management in improving their understanding of how employees think and react and introduces the use of values in a business context.



## What are the benefits of in-house trainings?

Whether you are a Business owner, Managing Director, Middle Management, Sales Executive or a valuable part of the Team, here are just a few of the benefits you can expect to realize from learning the NLP based concepts and techniques delivered by Evolution-U;

- Improve ability to generate Rapport
- Develop control over mind state and thinking patterns
- Motivated staff and Increased Productivity
- More happy customers and improved customer retention
- Structured and effective sales techniques
- Negotiation, Influence and Conflict Management skills
- Dynamic Presentation Skills
- Success Strategies; Clarity of direction and goals
- Improved leadership capabilities
- Modeling Excellence
- Spend less time working in the business and more time working on it
- Reduced stress levels
- Personal Development
- Improved Work Life Balance

## Do any of the modules count towards NLP Practitioner Certification?

Yes, Evolution-U will allow many of the modules to be credited towards becoming a certified NLP Practitioner if the certification is taken within 12 months of the initial training.

For more information on customized business training and coaching, please contact us at [enquiries@evolution-u.asia](mailto:enquiries@evolution-u.asia).