



## Course Guide

# INLPTA Outdoor Learning Diploma in NLP

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Please enjoy discovering more about our training and how can benefit you personally.  
There are seven sections to this guide:

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We hope the following pages answer many of your questions. Please do give us a call or email to chat through whether this is the right course to get you where you want to go.

Neal and Ben

# The Course at a Glance

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## Title

- INLPTA Outdoor Learning Diploma in NLP

## Duration

- 4 Days

## Suitable for

- Professional outdoor practitioners, field study officers, instructors, teachers, youth workers, development trainers, outdoor leaders, mountain instructors, and others involved in learning outdoors.

## Problems the course addresses

- Difficulties ensuring the outdoor experience translates into permanent and lasting learning or change
- A lack of engagement or motivation within groups or individuals in groups
- Not always feeling confident in your own skills and knowing how best to approach a situation
- A lack of formal recognition for your skills and experience or lack of a recognised certification demonstrating your abilities and knowledge.

## Solutions the course provides

- Tools and techniques to deal more effectively with group members who disrupt or challenge the learning process
- Language patterns to communicate, motivate and lead others.
- Confidence in using NLP to make you a more effective outdoor professional
- Knowledge and understanding of underpinning theories and models for success with groups
- Proven models to facilitate and transfer learning at a deep level.
- Strategies to manage emotional states that support peak performance.

## Prerequisites

- None

## Certification

- Successful completion of all the course requirements leads to the following certifications:
  - INLPTA Outdoor Learning Diploma in NLP
  - Sugar Diploma in NLP



# Course Introduction

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Sugar NLP provide unique, outcome focused training to all individuals within the outdoor learning and coaching industry who want to progress personally and professionally and work more effectively with their clients, students, delegates and groups. This includes professional outdoor practitioners, field study officers, instructors, teachers, youth workers, development trainers, outdoor leaders, mountain instructors, and others involved in learning outdoors.

Our NLP Outdoor Learning training solutions will help you:

- Understand others better
- Communicate more effectively and with greater flexibility
- Coach 1-1 performance and change in the outdoors
- Facilitate powerful and lasting outdoor learning experiences
- Create transformational adventurous and therapeutic outdoor experiences
- Learn skills to become a more effective outdoor professional
- Understand underpinning theories and models for success with groups
- Apply proven models to facilitate learning at a higher level.

The Sugar NLP Outdoor Learning Diploma in NLP is practical and hands-on backed up by solid theory and experience. We use the outdoors environment each day to take what we are learning into a context where you will be using it.

## What people have said about the course

*“Good balance of theory and practise, clear path through a lot of information, perfectly paced”*

*“Loved the practical nature of the course with the flexibility to tailor the day depending on the outcomes of the group.”*

*“Loads of tools, heightened awareness of the subtleties of communication, desire to practise and learn more, awareness of just how powerful mastering the techniques can be”.*

## Included in the training

- 4 days of Interactive and dynamic training.
- Comprehensive full colour illustrated NLP manual.
- Instruction from 2 very experienced development trainers and outdoor facilitators.
- Demonstrations and lots of practice.
- Certification by INLPTA (Successful participants will be required to demonstrate applying the NLP attitude, content knowledge and behavioural skills with themselves and others).
- Post-Course telephone support.
- Invitation to Sugar NLP Refresh and Develop events.

# Solutions and Benefits

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The Sugar NLP Outdoor Learning 4-day 'INLPTA Outdoor Learning Diploma in NLP' training is the training to develop skills in facilitating outdoor learning experiences and coaching individuals and is designed to move you into a new realm of personal and professional excellence.

## Communicate with Greater Flexibility

- Communicate effectively and with meaning
- Help people manage their own behaviour towards successful outcomes
- Get under the skin of what people are saying and what they are NOT saying
- Enhance your ability to communicate and understand needs quicker and more effectively
- How to listen out for and use language patterns to intentionally influence and get your chosen message across to your listener(s).
- How to construct a speech that inspires, motivates and engages.

## Gain Powerful People Skills

- Build rapport quickly
- How to build rapport with individuals and groups
- Fine tuning your senses to discover even more information
- Pacing the ongoing experience of a person or group and leading them to a more resourceful state, belief or action.

## Unlock Potential

- The building blocks of experience and the secrets of how we construct our emotional states.
- Loosening limiting beliefs and building empowering beliefs.
- Powerful questions that cut through vagueness and help people connect to experience.
- The benefits of being truly specific about thoughts and feelings.
- How to directionalise a person's attention to achieving their future goals.
- The 7 essential steps for a goal setting conversation.

## Facilitate Learning and Change

- The 6 areas of personality and change for individuals and organisations.
- The 3 key ways to influence your own or someone else's emotional state by working with the mind and body as one system.
- How to have the most appropriate and effective state available to you in a situation.
- How to take a new resource like a feeling, attitude or belief and link it to a future context where it will help you get the results you want.
- Understanding and using the hidden process of motivation
- The secret of elegantly transferring learning

# Training Outline

To ensure we meet each person's outcomes over the training we may adjust the content of the days and/or add additional topics. Similarly, not all topics will need the same amount of time; we will take our guide from the group balancing learning, skills enhancement and personal growth.

<b>1</b>	<b>Focus On What Will Lead to Positive Results</b>				
	Welcome  The NLP attitude and approach	Recognising congruence and incongruence in self and others	NLP logical levels  Identifying a root cause or area to leverage change	5 Conditions for a well formed outcome  Goal setting with NLP	
<b>2</b>	<b>Communicate, Motivate and Lead with your Language</b>				
	Connecting with others - matching & mirroring as a base for rapport	Pacing and leading experience with physiology and language	The map is not the territory	The language of representational systems	Positive language patterns and storytelling
<b>3</b>	<b>Emotional States for Learning and Performance</b>				
	State drives behaviour  Emotional intelligence and psychological state awareness	Accessing a desired state  Anchoring a useful state	Shifting out of unhelpful states  Collapsing an unhelpful state	Adding new perspectives from different perceptual positions	
<b>4</b>	<b>Discovering Underlying Needs and Overcoming Barriers</b>				
	The theoretical framework of NLP  Presuppositions (beliefs) of NLP	Discovering complete information - chunking questions	Exploring meaning with precision questions	Shifting frames of reference	Experiential Learning and NLP  Diploma in NLP certification  Next steps

# Why Train with Sugar?

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Sugar NLP Ltd is an established training partnership between Neal Anderson and Ben Dowman. We are highly skilled and accredited trainers who offer two perspectives on NLP and two styles of facilitation. Together, Neal and Ben bring to the training an unrivalled depth of knowledge, diverse experience and shared values.

- **You will be able to see instant results.** We will provide you with tools and techniques that can be practically applied on a day-to-day basis to enhance your own performance and that of the individuals and groups you work with.
- **From Day 1 our training will help you understand yourself and others better.** You will begin to communicate more effectively and have a greater degree of control over your own and other's resourcefulness to help drive positive change.
- **Training with us will open your eyes to new ways of doing things.** We can teach you how to identify innovative, effective solutions to problems and to be flexible and adaptable in order to respond to constantly changing circumstances, even in the face of limited resources.

## Guiding Beliefs and Values

**Passionate About People.** We have a passion for developing people and helping them achieve their goals. Our training empowers people to have faith in their capabilities. We take care to understand specific problems and desired outcomes so that we can provide the most relevant solutions.

**Engaging, Active Learning.** We understand the importance of making learning interesting and enjoyable for our clients. We pride ourselves on providing interactive, engaging and entertaining training using fresh, unique content and effective learning techniques.

**Real World Applications.** We design our programmes to ensure they have optimum relevance and practicality. Our training empowers you to make a difference immediately. Both Neal and Ben actively apply NLP with individuals and teams - we use real life examples to bring the learning alive.

## Our Approach

**Practical application.** We work hard to deliver training that can be practically applied both within our delegate's personal and professional lives. You will instantly see how the varied techniques and tools you acquire are easily transferable to real life contexts to help you achieve successful results.

**Experience counts.** We actively apply NLP with organisations, individuals and groups and bring this experience directly into our trainings. **Ben Dowman** is a Mountain Instructor (MIA) has degrees in Mathematics and Psychology and is an ANLP, ABNLP and INHNLP Accredited NLP and Hypnosis Trainer and qualified Teacher (QTS). **Neal Anderson** holds a

Masters in Management is an INLPTA Registered NLP, Coach and Business Communications Trainer, UKCP Registered Psychotherapist, APIOL and qualified Teacher (QTLS).

## Booking FAQ's

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### How many people attend your courses?

Most groups are between 8-16 participants with a maximum of 20 places per course.

### Is there any pre-course study?

Yes, we ask you to consider your desired outcomes before the course to help you look forward to the training and be ready to get the most from investing your time in learning and developing your skills.

### Will I be expected to do work away from the training room?

Yes! NLP is an applied art and we encourage and support you to use NLP in your work and life whilst you are taking the course so that we can help you get the most from what you are learning.

### How do I book?

Go to our website ([www.sugarnlp.co.uk/outdoor](http://www.sugarnlp.co.uk/outdoor)) and at the bottom of the course page you will see an option to book now.

### What payment terms do you offer?

You can pay immediately by credit card or BACS. When you book online you can choose to pay immediately or request an invoice for your organisation.

### Do you offer any discounts?

Yes, if you book early you can save 25% on the cost of a course. From time to time other special discounts may be available - please give us a call to find out more.

### How will I be assessed?

The focus of the assessment is on the process of learning, feedback and integration (not "testing"). Participants are expected to show progressive skill development over the entire training with the final assessment period being a confirmation of this development and an ability to apply NLP. The assessment criteria of all Sugar courses are based on:

- Attitude (embodiment of the presuppositions of NLP)
- Content Knowledge (frames, principles, techniques, distinctions)
- Behavioural Skills (demonstrated integration of leanings)

### What on going support do you provide?

Throughout the training period Neal and Ben are available for advice and support. After the training has been completed we offer an email support service and will always do our best to answer questions and offer advice. Additionally we offer a number of short course CPD trainings which may be of interest.

# Learn and Train in Kendal

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Kendal is a Market Town situated in the Lake District, one of the most beautiful parts of the country. The town is surrounded by breath-taking landscapes and its distinctive blend of historical buildings, culture and unique shops make it a very popular destination for visitors.

In and around Kendal you'll find an interesting array of tourist attractions including two castles, award-winning museums and leisure and arts facilities. The town has a thriving retail sector and an excellent selection of places to eat and drink. In addition to the shopping arcades and well-known restaurants, ambling through the cobbled streets will treat visitors to a delightful assortment of specialist, independent shops, bistros, cafes and bars.



Kendal provides a gateway to countless walks and rambles, both gentle and demanding, where visitors are treated to some of the most stunning scenery the country has to offer.

## Training Venue

Sugar NLP training courses are usually based in Kendal at the Riverside Hotel ([www.riversidekendal.co.uk](http://www.riversidekendal.co.uk)). Situated on the banks of the River Kent the venue is a short walk from the town centre of Kendal. **Free wireless internet** is available in the hotel and in the training room. The hotel has a **gym and pool** which can be used for a small fee.

## The Freedom of The Lake District

Kendal's situation within the Lake District makes it truly unique as training location. We believe that the slower pace in comparison to city life provides the ideal environment for the type of training we deliver. Escaping from the pressures of daily existence allows people to focus their minds more easily on the task in hand and apply the learning in non-pressurised, liberated surroundings.



As active people who enjoy the best of the local area we can recommend mountain instructors and guides, yoga teachers, zumba classes, spa's, masseurs and walks, climbs and cycle routes suitable for an evening or a full day expedition.

If you are looking to “get away from it all”, visit somewhere special, enjoy your training in a relaxing and peaceful environment and add something more to your learning experience then training with Sugar NLP in Kendal is for you.