

NLP DIPLOMA

Neuro Linguistic Programing



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www.Mastersi.net

DR. LOAY AL KHAJA

NLP



NLP is an attitude which is an insatiable curiosity about human beings with a methodology that leaves behind it a trail of techniques." Richard Bandler (co-creator of NLP) "The strategies, tools and techniques of NLP represent an opportunity unlike any other for the exploration of human functioning, or more precisely, that rare and valuable subset of human functioning known as genius." John Grinder (co-creator of NLP)

neuro linguistic programming

is a collection of models and methods to enhance communication and to facilitate change is the science of subjective experience

influenced by Paul Watzlawick, Maturana, Gregory Bateson, Virginia Satir, Milton H. Erickson and Fritz Perls

How would you like to...

Be confident

Become more successful in any area of your life that you choose

Be empowered and successful in your personal relationships

Improve business and personal relationships

Become more persuasive and influential

Manage stress and be free to choose your emotions, thoughts and behaviours

Boost your confidence and that of others

Change unwanted habits

Create your own desired future

Release your full potential

Be adaptable and learn easily





Neuro-Linguistic Programming, NLP, has discovered how people learn, how they think; how some do things excellently, and how to replicate their success. NLP is the difference that makes the difference between those who excel and those who only get by in the way they communicate, their relationships, in how they motivate, influence, negotiate, lead, and empower.

On this course which is run according to the International NLP Trainers Association (INLPTA) standards, and provides a thorough foundation of NLP skills and techniques for use in personal and professional growth and development...

You will learn how to

Set practical well-formed outcomes - the key to getting what you want

Fine tune your senses - how to be more sensitive to your own needs, and to others.

Build and maintain rapport - the key to successful relationships

Increase your flexibility of behavior - the key to having more choice

create your own personal state of excellence and maintain a resourceful state in others - the secret to personal success

Change unwanted behaviors and habits in positive ways

Recognize and use powerful language patterns to empower yourself and others

Develop your creativity and flexibility

Enhance your personal effectiveness in communicating with and relating to others

Utilize and change your perception of time

Influence, lead, empower and motivate

Gather high quality information from people, and how to fully use it to achieve outcomes

Be more at peace with yourself and other people





The assessment criteria for NLP Diploma

ATTITUDE (embodiment of the presuppositions of NLP)

CONTENT KNOWLEDGE (principles, techniques & skills)

BEHAVIOURAL SKILL (demonstrated integration of learning's)

1) ATTITUDE

You are expected to demonstrate your behavioural integration and embodiment of the three legs of NLP at all times.

2) CONTENT KNOWLEDGE

You are expected to know the following NLP content at appropriate levels of principles, techniques and skills:

The History of Neuro-Linguistic Programming

The Three Legs of NLP

Know in detail what your outcome is (and is not)

Have the sensory skills to know when you are achieving it

Have the flexibility to change your behavior until you get it<

The NLP Communication Model

The filters everyone has through which they perceive events

How an external event causes an internal representation

The effect of internal representations on our state, physiology and behavior

Rapport; how to build and improve relationship skills

Matching & mirroring; how people like people who are like themselves

Pacing & leading; how to test whether you have built a successful relationship



Sensory Acuity

Fine tuning your senses to better understand the reactions of others (and yourself!)

The Feedback Model

How to give and receive feedback positively

Well-formed Outcomes

Ensuring that what you think you want really is what you want

An Introduction to Submodalities

Understanding how you (and others) think

Change of Perspective / NBG (New Behavior Generator)

A simple tool for solving problems and generating creativity

Language

The power of positive language: say what you want to happen, not what you don't!

Chunking: the essentials of negotiating

Presuppositions: words that create mindsets (if, but, try)

Visual, auditory, and kinaesthetic styles, how to recognise them and use them to improve your communication

Presuppositions of NLP

Keys to personal development

Simple kinaesthetic anchoring

How to "store" your resources (eg. confidence, happiness, calm) and then regenerate the appropriate resource whenever it is needed

An introduction to Timelines

Discover how you personally structure time, and how to place a clear goal in your future

3) BEHAVIOURAL SKILL

ALL of the NLP skills listed above are required to be behaviourally demonstrated with both self and others.





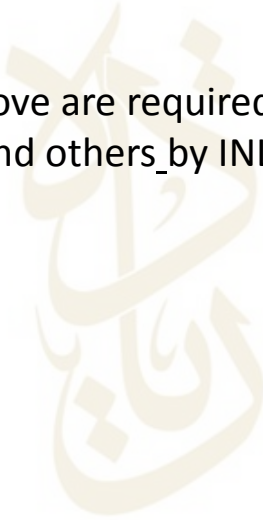
Certification

Certificates provided by this program

International NLP Trainers Association – USA.

BEHAVIORAL COMPETENCE

NOTE: All of the skills listed above are required to be behaviorally demonstrated with both self and others by INLPTA Master Trainer.



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With Master Trainer

DR. LOAY AL KHAJA

CEO - ENTREPRENEUR - SPEAKER - EXECUTIVE COACH - MASTER TRAINER

Dr. Loay Al khaja is The founder/CEO Of Masters International, a board member one of the largest NLP organizations in the world called INLPTA, a Coach, a Trainer, Business Consultant and an International Speaker.

He holds a PHD degree in the Philosophy of Human resource development and management from Trinity International University – USA.

He conducted professional personal growth, life skills, relationship intelligence, Education, teaching methodology and business training Programs.

Dr. Al khaja has conducted and done Consulting and training throughout the Middle East to a wide variety of professional groups and organizations.

He has given and lectured extensively on NLP, leadership, business coaching and giving keynote addresses for distinguished organization as Dubai Government, Oman government, kingdom of Bahrain government and other large companies around the world.

DR LOAY a keynote speaker for many associations, he leads and conducts trainers Train the trainer program to the highest standard, as he collaborated with international experts such as Wyatt Woodsmall PHD.

Dr Loay has acknowledged throughout the GCC as one of the most accomplished, dynamic NLP, coach. He is an exciting leader and a pioneer in the field of Neuro Linguistic programing NLP, Coaching and behavioral modeling. He has been awarded several times for his achievements.

In addition to working with a handful coaching clients and leading selected corporate professional development workshops for business leaders, trainers, coaches and consultants.

Loay is dedicated to helping individuals and corporate organizations have life changing and fundamental improvement.

If you are interested in arranging a seminar or training programs with Dr Loay, kindly find the link below.

www.loayalkhaja.com



Services & Skills

Dr. Loay Al Khaja's approach

1. Result Oriented
2. The ABM (Modelling Project) approach

His Services to you

Training and workshops

Types of training:

Professional Programs, Business programs, Leadership, career development, Performance, Productivity, team building, Soft Skills, personal, growth, NLP, educational and relationship development.

Business consultation

- Developing organizational structure
- Human resources development
- organizational values, Vision, Identity, Image, mission, goals, and objectives
- Key Performance Indicator (KPI)
- Strategic planning
- Branding, Image upgrading and marketing
- Culture shifting
- Developing employees skills at all levels
- Sales and Marketing Consultants
- Building management and employee Motivation system
- Existing training and development programs/activities
- Company revenue increasing
- Sales system
- Working with three levels of management
- Customer service improvement
- Team Building
- On line business and Marketing
- Communication and process procedures development

Coaching

- Executive coaching
- Leadership Coaching
- Business Coaching
- Life Skills Coaching
- Entrepreneurship coaching
- Performance Coaching
- Team Coaching
- Work shadowing Coaching
- Career Coaching
- Sells & marketing Coaching
- Management Coaching
- Education Coaching
- Mentoring Trainers
- Mentoring Coaches
- Coaching for actors
- Coaching for celebrities
- Sports-mind Coaching
- Martial arts Coaching
- Personal Coaching
- Spiritual coaching
- Parent coaching
- Corporate coaching
- Relationship coaching

Media consultant

- Visualizing concepts
- Creating drama
- Using advance psychological techniques in media
- TV talk shows
- Teaching acting skills

ABM (Modelling Project)

ABM, extracts critical expert patterns, verifies that they are necessary and sufficient to replicate expert behavior, and by using Advanced Learning Technology develops a training program to transfer these patterns to others expeditiously and efficaciously. The primary methods of modeling are the elicitation of strategies, heuristics, beliefs, values and overt behaviors from the expert that are critical to skill performance as opposed to those which are purely idiosyncratic to the expert. The following definitions apply:

- 1) Strategies or mental syntax are the specific sequence of mental processes involved in performing the behavior.
- 2) Heuristics are the rules of thumb that a person actually uses to make evaluations and judgments in problem solving.
- 3) Beliefs or presuppositions are the philosophy, attitudes, and beliefs that cause one to perform a particular task in a competent fashion.
- 4) Values are the determinants of behavior that motivate an individual to expend energy and resources to achieve or avoid a particular outcome. They are tied to the emotional aspects of an individual.
- 5) Overt behaviors are the physical processes involved in carrying out a behavior.



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Loayalkhaja



Principles and Values

Live Our Values

Our values are described as an compass of our action towards how we behave in the world.

The values are:

Wining: Achieving our dreams

Quality: Focusing on results and the different that makes the different

Leadership: Leading towards a beautiful world

Passion: Love what we do

Ethics: Walking the talk and practicing great principles

Victory: Success in our mission

Collaboration: Working with genius network


Productivity: Being there all the time

Positive: Smiling and enabling success with joy

Love: Loving people and the world



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- Performance development
- Business development
- Trainings and workshops
- Executive and coaching
- Designing event concept
- Conferences and events
- Certifying practitioners, Trainers , coaches and consultants by awarding body's.
- Media, marketing and publishing



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The slogan



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