

RETAIL LEADERSHIP GROUP

CORPORATE TRAINING

## NLP for Retail Leaders (ICF Accredited Training Program) 1 Day

### COURSE DESCRIPTION

Neuro- Linguistic Programming (NLP) is a results-oriented development approach to personal & professional enhancement. In this overview class you will learn how to tap into your full potential by using a powerful communication model. Learning these steps will lead to Building Relationships, Decision Making, Taking Actions & Gaining Results! This class is interactive, experimental and fun! Beneficial to retail frontline sales professionals, retail managers, coaches & HR professionals and people seeking personal growth or change.

This training course is accredited by ICF.

- Core Competencies: 2hr
- Resource Development: 2hr


### WHAT'S INCLUDED?

- ✓ Pre-course questionnaires
- ✓ Instruction by an Retail Expert (ICF -ACC, MBA, NLP Partitioner)
- ✓ Specialized manual & course materials
- ✓ Summary course evaluation report
- ✓ ICF certificates of completion

### LEARNING OUTCOMES

- Know what you want with certainty.
- Establish a sense of confidence in any situation.
- Easily deal with difficult people.
- Move from a problem focus to an outcome focus.
- Discover the goals behind your goals.
- Influence, lead, motivate and empower others.





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### Key Learning Topics

- **Building Rapports**

Create trust & understanding, calibrate & read internal states.

- **Outcome Thinking**

Participants will learn ways to get the information from different types of situations

- **Sensory Awareness**

Sensitivity towards internal and external realities, which affects the goal setting process.

- **Behavioural Flexibility**

Adapt & change behavior to elicit different response.

- **Reflective Learning**

Reflecting helps you to develop your skills and review effectiveness of current practises.