



**Associations for
NLP, Coaching, Hypnosis, Constellation
Mindfulness, Positive Psychology**
10777 Berlin, Winterfeldtstr. 97
Germany, +49-(0)30-21478174
Office email: office@we-evolve.world

IN Standards & Curriculum for: “NLP Technician, IN”

www.NLP-Institutes.net

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1. Binding formal training organization

Training duration

- Minimum of 80 hours of on-site face to face training (including assessment) over a period of at least 10 days. “NLP Communication, IN” can be accepted as the first 5 days with 40 hours of the all in all 10 days with 80 hours.

Mandatory Details

- A training hour has 60 minutes. Brakes longer than 30 minutes are not counted as training time.
- A training group has at least 6 members (counted without assistants or "NLP Master Trainer, IN").
- An IN certification training with IN sealed certificates (sticker with IN logo and seal number) has to be conducted at least 80% of the time by an approved "NLP Master Trainer, IN". The remaining up to 20% of the training can be conducted by another high qualified person under the supervision of a “NLP Master Trainer, IN”.
- The title “NLP Technician, IN” can only be used on a certificate with an IN seal.
- **Online Training** requires the permission of the Online Commission.
Details are here: www.nlp-institutes.net/sources/commissions/commission-online-training

Optional Details

- With more than 10 participants, it is highly recommended to involve an assistant who must be qualified at least at the level: “NLP Technician, IN”.
- We recommend individual or group supervision, buddies, peer coaching, and intervision.

IN Seals, and List of appointed “NLP Master Trainer, IN”

- You can order seals in your login area. We highly recommend online seals and certificates.
- The list of seal entitled "NLP Master Trainer, IN": www.nlp-institutes.net/show/seal.php

IN Curricula and IN Certification Guidelines: <https://www.nlp-institutes.net/about/curricula>



2. Required training content

We list here all 10 days with 80 hours and include the content of the first 5 days with 40 hours “NLP Communication, IN” qualification.

- **Abilities of a “NLP Technician, IN” graduate**
 - the ecological and ethically sound use of NLP and the NLP axioms
 - knows and has the ability to use the basic contents, skills, techniques, patterns, methods, and concepts of NLP
 - rapport establishment, outcome clarity, perceptual clarity, flexibility, and the ability to follow a resource-oriented, ecological approach
 - Ethical and legal issues in the practice of NLP
- **basic assumptions and history of NLP**
 - NLP-Axioms (philosophy and idea of man)
 - self-management and state-management
 - IN ethics and ecology
 - basic history of NLP
- **goals**
 - SMARTe: relevant parts of a goal, including ecology clarification
 - Future Pace with ecology check
 - Chunking up, sideways, and down
 - Opt.*: S.C.O.R.E.: from a symptom (problem, wish, lack) to a goal
 - New Behavior Generator
 - Energy Field or Personal Excellence or Magic Circle
 - Logical Levels Alignment
- **body language**
 - calibration, rapport, backtrack, pacing and leading
 - breaking rapport
 - sense-specific feedback
 - difference between perception and interpretation
 - Opt.*: verbalizing emotional experiences
 - dealing with incongruity
- **submodalities**
 - association and dissociation
 - Perceptual Positions: 1st, 2nd, 3rd (Meta Position), change of perspectives
 - Representation system, VAK(OG) language, VAK(OG) Trance
 - Eye movement clues
- **anchoring**
 - visual, auditory, and kinesthetic anchors
 - stacking anchors
 - Success Anchor: to activate, establish, intensify, and anchor resources
 - collapsing anchors
 - Opt.*: Visual Squash



- Change History and Inner Child work
- **framing and reframing**
 - as-if frame, relevance frame
 - context reframing
 - content reframing
 - 6-step Re-Framing

Written and Behavioral assessment

The mandatory written test assesses the integration of the required “NLP Technician, IN” training contents and ensures high quality learning. The test should reveal the comprehension and integration of the main content of “NLP Technician, IN”.

Contents and form of the written assessment are chosen by the “NLP Master Trainer, IN”.

Contents and form of the behavioral assessment should be tailored to the relevant experiences of the participants. The behavioral assessment enables the participants to display their behavioral integration of the NLP-Axioms and to congruently demonstrate selected NLP-techniques, especially problem identification, outcome identification, rapport, perception, flexibility, and sense-specific feedback.

Details of the contents and form of the written and behavioral assessment are chosen by the responsible “NLP Master Trainer, IN”.



3. Recommendation how to structure the NLP Training Content

for the all in all minimum of 10 days with 80 hours “NLP Technician, IN”.

We list here all 10 days with 80 hours and include the content of the first 5 days with 40 hours “NLP Communication, IN” qualification.

Main structure of the training

Our main recommendation is to use more than the minimum of 5 days with 40 hours on-site face-to-face training, and to include group supervision, a buddy system, self-experience, and self-organized intervision groups.

The following recommendations are thought as an inspiration

You are free to change the sequence of content within “NLP Technician, IN”.

Some of the content is marked as optional (opt.). And you can of course add more content.

You find the basic steps and ideas for the recommended content in the cards (C1 to C50) here:

<https://www.nlp-institutes.net/sources/material/nlp-practitioner-cards-english-and-espanol/>

These cards are for a basic orientation to clarify what exactly we mean with the relevant NLP format. This allows you a lot of flexibility according to your preferred training style.

Please make sure that you cover the main content for each qualification.

Day 1: Introduction, Group Spirit, Goals

- 1.) Introduction (in the form of: Who, Metaphor, What, How, Where from, Why, Task for listeners)
- 2.) Info: IN ethics and quality standard, IN membership, content overview of “NLP Technician, IN”
- 3.) Basic NLP history (details in online platform) (C2) + basic axiom ideas (C5+6)
- 4.) Activation of the Group Spirit: Who is here with what goal? Communication rules in accordance with the axioms, e.g.: self-management, non-judging, client centered communication approach, positive intention. (C5+6)
- 5.) SMARTe goals (C18)

The main idea of this first day is to:

- set effective frames for the training outcome
- to organize an intensive group process where the participants get to know each other
- inspire the group how to support each other best
- clarify the goals of each participant that he can use to work on throughout the whole training

For this, we recommend to let them write down their goals for the use in future training days.

Day 2: The deeper Goal

- 1.) Chunking up, down and sideways with the goals from day 1 (C19)
- 2.) Logical Levels Alignment with the main goal from Chunking (C20)

Day 3: Body Language & S.C.O.R.E.

- 1.) Perception and Interpretation (C7)
- 2.) Rapport, Backtrack, Pacing, Leading (C8)
- 3.) Verbalizing emotional experiences (C9)
- 4.) Dealing with incongruity (C10)
- 5.) As-if Questions (C11)
- 6.) S.C.O.R.E.: From Problem to desired Goal (C15)

Day 4: Submodalities & 1.2.3. Position

- 1.) VAKOG Trance (C12)



- 2.) VAKOG language (C13)
- 3.) Eye movement clues (C14)
- 4.) Future Pace and Ecology Check (C16)
- 5.) 1.2.3. Position (C17)

Day 5: Self-Management I (state management) & Assessment

- 1.) New Behavior Generator for the main goal (C21)
- 2.) opt.: Was this the intention of your communication? (C22)
- 3.) opt.: Dealing with unfair criticism (C23)
- 4.) Practical and written Assessment

Day 6: Self-Management II

- 1.) opt.: Summarizing day 1 to 5 and activating the main goal
- 2.) opt.: Checking the group spirit and the group support
- 3.) Energy Field of personal excellence and Magic Field (C24)

Day 7: Anchoring I

- 1.) Success anchor (C25)
- 2.) Collapsing Anchor (C26)
- 3.) Visual Squash (C27)

Day 8: Anchoring II

- 1.) Change History with Inner Child work (C28)

Day 9: Framing and Reframing I

- 1.) Basics in framing
- 2.) Context reframing (C29)
- 3.) Content reframing

Day 10: Reframing II

- 1.) Six-Step Reframing (C30)
- 2.) Written and practical assessment for “NLP Technician, IN”.



4. Mandatory requirements for a certificate

The 'NLP Technician, IN' certificate must include the following:

1. the correct title of the qualification: "NLP Technician, IN"
2. the duration of the course with precise information regarding training days and hours ("NLP Technician, IN" 80 hrs./10 days)
3. Online Training requires the written permission of the Online Commission.
Details are here: www.nlp-institutes.net/sources/commissions/commission-online-training
4. the date of the first and last day of the course
5. a statement that all IN guidelines have been met
6. the IN seal (sticker with IN logo and seal number)
7. the signature of the "NLP Master Trainer, IN"

We recommend for 2., 4. and 5. the following sentence on the certificate: "The training comprised of 40 full hours in 5 days on-site face to face training, from ...(date of first day) to ...(date of last day), in strict accordance with the high ethics and quality standards of the International Association of NLP Institutes (IN)."

Training content for the qualification: We highly recommend to list the complete trained main content (see the above curriculum) and the complete amount of training hours and days that is needed for the certified qualification "NLP Technician, IN" on the backside of the certificate or on a separate signed document.

The following statement is optional for an IN sealed certificate:

"Because of the high quality of this training it may be recognized as ECTS credit points in academic studies in psychology with a focus on NLP."

For more details, please see the ["IN Certification Guidelines"](#)

When you login you can buy seals in your login area.

Here you find the options for:

1. physical seals (the old and most inconvenient way)
2. to use our wonderful designed online certificate (you find for this a video in your login area)
3. to use jpg or png seals that you can print on your own certificates



5. Mandatory requirements for Online Training

Online Training requires the permission of the Online Commission.

Details are here: www.nlp-institutes.net/sources/commissions/commission-online-training

For online training, you need to write on the certificate the exact number of hours for each training part. With the required permission of the Online Commission you can offer up to 100% interactive live online training and up to 20% non-interactive online training. Whatever mixture you are allowed to use, please make sure that you write the correct mixture on your certificate.

The required sentence is in case you use all 3 kinds of learning: “The training comprised of ... hours in ... days on-site face to face training, plus ... hours in ... days interactive live online training, plus ... hours in ... days non-interactive online training, from ...(date of first day) to ...(date of last day), in strict accordance with the high ethics and quality standards of the International Association of NLP Institutes (IN).

In case you decide to include non-interactive online training for up to 20% of the training you have 2 options.

Option 1 is that you stay with the 10 days and only reduce the amount of daily face-to-face training to 6,5 hours each day. This brings you to 10 days x 6,5 hours = 65 hours of the required 80 hours. For the remaining 15 hours you can then offer a learning platform. For 15 hours you need 100 minutes (15 x 60 = 900 minutes : 9 gaps = 100 minutes) controlled and assessed online learning after each of the first 9 of the 10 days. If you arrange the 10 days in 5 weekends with 2 days each weekend, then you need between each of the 5 weekends 225 minutes (900 minutes : 4 gaps) controlled and assessed online learning

Option 2 is that you reduce the days (max. 2 days) and the time (max. 16 hours). Then you need on the 8 days every day 8 hours face-to-face training. This brings you to 8 days x 8 hours = 64 hours of the required 80 hours. For the remaining 16 hours you can then offer a learning platform. For 16 hours you need 137 minutes (16 x 60 = 960 minutes : 7 gaps = 137 minutes) controlled and assessed online learning after each of the first 7 of the 8 days.

The content of the online learning platform should support the content of the training days, especially through Q&A (Questions and Answers), relevant Literature, and in a scientific approach with additional facts that deepen the learning during the life training, especially from the area of Psychology. If the option with up to maximum 8 hours accountable learning in an online learning platform is chosen, sufficient assessment for the most important learning content in the online learning platform should be integrated in the life training. To exceed the minimum amount of hours and days is very welcome.

Please note that for up to 100% interactive live online training (Zoom with breakout groups) **and/or** up to 20% non-interactive online training (learning platform) you need the approval of the relevant Online Commission. This means that you need to let your online content and the relevant assessment approach for this content be approved by the relevant online commission **before** you start the training.

You find the details here: www.nlp-institutes.net/sources/commissions/commission-online-training

Contact to the Online Commission: Online-Commission@IN-ICI.net



6. Invitation letter for training participants

Dear Graduate,

Congratulations - we are happy with you about your successful graduation!

Please become a member of our worldwide, professional community of our 6 associations.

- The certified training courses of our associations are scientifically based, and meet highest international quality and ethics standards.
- With a sealed certificate your membership is free of costs: no admission fee and no annual membership fees.
- There are many advantages, like the possibility of exchanging and networking with others worldwide, and editing your profile yourself.
- With our qualifications, we are committed to lifelong learning and contribute to a peaceful world.
- We are more than 7.500 members in 88 countries (as of 3/2021). Our members learn with and from one another. You are very welcome to join us.

To become a member is easy

1. via a group upload by your master trainer
2. **or** with a special code on the final day of your training
3. **or** individually by registering here: www.nlp-institutes.net/apply through uploading an image/PDF of your sealed certificate

You can set yourself in your profile

- whether your address (including phone and email address) should be displayed publicly
- whether you only want to show which city you live in
- what you particularly value about your qualification and the training you attended
- which topics are of particular interest to you
- upload a picture, publish a link to your own website, and much more

You find more about us

- on the umbrella website of our associations: www.We-evolve.World
- in our videos: <https://youtu.be/kbXijDous-g> and https://youtu.be/-SVj_rG0t3Q
- on the website of our world congresses: www.in-ici.net
- on our Facebook: www.facebook.com/we.evolve.world
- on our resource websites: www.We-evolve.World/resources

With very best wishes

Nandana Nielsen & Karl Nielsen

Presidents of the 6 Associations and Professors at Universidad Central de Nicaragua (UCN)

