



## IN Standards & Curriculum for: “NLP Communication, IN”

### Duration & procedure of the training of: "NLP Communication, IN"

- a minimum of 40 hours face to face training in a minimum of 5 days

### Training duration

- Minimum of 40 hours of face to face training over a period of 5 or more days, including testing.
- 80% or more of the training are conducted by a 'NLP Master Trainer, IN'; 20% of the training can be conducted by another person under the supervision of a 'NLP Master Trainer, IN'. With more than 10 participants it becomes mandatory to involve an assistant who must be qualified at least at the 'NLP Practitioner, IN' level.

### Acquired abilities in NLP Communication and Criteria for Evaluation and Certification

- a student certified in 'NLP communication, IN' knows and has integrated the NLP-Axioms.
- he/she knows and has the ability to use the basic contents, skills, techniques, patterns, methods, and concepts of NLP in the field of self management, body language and goals/motivation.
- the fundamental abilities of a student certified in 'NLP communication, IN' are rapport establishment, outcome clarity, perceptual clarity, flexibility, and the ability to follow a resource-oriented, ecological approach.

### Required training content

- basic assumptions of NLP
  - self management and NLP-Axioms
  - philosophy and idea of man
  - ethics and ecology
- body language
  - calibration
  - sense-specific feedback
  - backtrack
  - boundaries (proximity and distance)
  - incongruity
- rapport
  - establish
  - maintain
  - pacing & leading
  - break
- improvement of perception
- rep systems
- accessing cues
  - eye movements

- VAK language
- Perceptual Positions: 1st, 2nd, and 3rd position
  - change of perspectives
  - meta position
- goals
  - phrasing according to the brains way of understanding
  - from a problem or wish to a goal
  - steps to a goal
  - dissociated image of outcome and goal trance
  - chunking
- logical levels
- submodalities
  - association and dissociation
- charisma
- state management
  - congruence and incongruence communication
  - from current to desired state
  - change states
  - modeling states
  - from low resources to a state of power
  - to activate, to build up, to enforce, to anchor resources
- to develop supportive internal dialogue
- to deal with criticism
- systemic integration (ecology check)
- to develop new thinking patterns
- feedback
  - feedback strategies
  - perception and interpretation
  - rules for giving feedback
- self-realization
- transfer strategies (future pace)
- source of power
- self-esteem
- self-confidence
- self-reflection
- self-awareness
- latest discoveries in brain research
- self-responsibility
- work-life-self-balance

### **Written assessment**

The mandatory written testing assesses the integration of the required “NLP Communication, IN” training contents and ensures high quality learning. The test should reveal the comprehension and integration of the following contents: axioms/basic assumptions, Ethic of NLP, NLP ecology, self-management, body language and goals/motivation.

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

### **Practical Assessment**

Contents and form of the practical assessment are chosen by the 'NLP Master Trainer, IN' and are tailored to the relevant experiences of the participants.

The practical 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.

**The 'NLP Communication, IN' certificate must include the following:**

1. the title of the correct qualification: "NLP Communication, IN"
2. the duration of the course with precise information regarding training days and hours ("NLP Communication, IN" 40 hrs./5 days)
3. the date of the first and last day of the course
4. a statement that all IN guidelines have been met
5. the IN seal (sticker with IN logo and seal number)
6. the signature of the "NLP Master Trainer, 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 Communication, 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."

**More Details regarding certification**

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"). We highly recommend assistants for trainings bigger than 10 participants. 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 under his supervision and responsibility. For the list of appointed "NLP Master Trainer, IN" please see: [www.nlp-institutes.net/show/seal.php](http://www.nlp-institutes.net/show/seal.php)

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