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## **IN Standards & Curriculum for: “NLP Practitioner, IN”**

### **Training duration**

- Minimum of 130 hours of formal course (including assessment) over a period of at least 18 days; facultative supervision: 15 hours individual or group supervision within the duration of the training and/or subsequent to the assessment.
- 80% or more of the training are conducted by an NLP Master Trainer; 20% of the training can be conducted by another person under the supervision of an NLP Master Trainer. With more than 10 participants it becomes mandatory to involve an assistant who must be qualified at least at the NLP-Practitioner level.

### **Abilities of a 'NLP Practitioner, IN' and Criteria for Evaluation and Certification**

- a 'NLP Practitioner, 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.
- the fundamental abilities of a 'NLP Practitioner, 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
- 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
  - Disney Strategy
- frames
  - outcome oriented and ecological resource management
  - outcome oriented regulation of perception of internal and external processes
  - as-if frame
  - dissociated image of outcome
  - contrast frame
  - relevance frame
  - ecology frame
  - backtrack frame
  - to set and change frames
- reframing
  - context
  - meaning
  - 6-step



## International Association of NLP-Institutes (IN) International Association of Coaching Institutes (ICI)



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- negotiations
- body language
  - calibration
  - sense-specific feedback
  - backtrack
  - boundaries (proximity and distance)
  - incongruity
- rapport
  - establish
  - maintain
  - break
- improvement of perception
- rep systems
- Milton Model
  - pacing and leading
  - recognition and utilization of spontaneous trance states
  - relaxation techniques
  - subconscious/conscious interface
  - the power of language
    - metaphors with impulses for changes
    - hypnotic speech patterns in everyday life
    - trance
    - to recognize hidden assumptions
    - representational systems
- accessing cues
  - eye movements
  - VAK language
  - overlap and translate
- Perceptual Positions: 1st, 2nd, and 3rd position
  - change of perspectives
  - meta position
- logical levels
- Meta-model of language
  - question technique
- chunking
- anchoring
  - visual squash
  - auditory
  - kinesthetic
  - to activate, establish, intensify and anchor resources
  - stacking anchors
  - collapsing/calibrating anchors
  - searching anchors
  - change history
- submodalities
  - association and dissociation



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- processing of dramatic memories (phobia cure)
  - swish
- TimeLine
  - Past and future
  - time management
- strategies
  - role model
  - bagel Elicitation
  - streamlining
  - installing
  - eye movement integration
  - belief and reality strategies
  - decision strategies
  - motivation strategies
  - creativity strategies (Disney)
  - memory and learning strategies
  - T.O.T.E.-model
  - modeling of excellence
- metaphors
  - isomorphism
  - analogy
  - developing
  - delivering
- leadership qualities
- 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)
- unconscious enhancement of competency
- planning of life
- to develop new thinking patterns
- to eliminate blockades
  - to work with ones biography (Change History)
  - to change feelings
- working with parts of personality
- to decode and use the potential of symptoms
- feedback
  - feedback strategies
  - perception and interpretation



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- rules for giving feedback
- self-realization
- transfer strategies
- values
- sense
- source of power
- self-esteem
- self-confidence
- self-reflection
- self-awareness
- latest discoveries in brain research
- self-responsibility
- offender / victim / persecutor
- arising from powerlessness back to energy
- work-life-self-balance

### **Written assessment**

The mandatory written testing assesses the integration of the required NLP-Practitioner training contents and ensures high quality learning. The test should reveal the comprehension and integration of the following contents: axioms/basic assumptions, outcome definition, rapport, anchoring, representational systems, meta-models, Milton-model, TimeLine, strategies, submodalities, techniques, ecology.

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

### **Behavioral Assessment**

Contents and form of the behavioral assessment are chosen by the NLP Master Trainer and are 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.

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

1. the title of the correct qualification: "NLP Practitioner, IN"
2. the duration of the course with precise information regarding training days and hours ("NLP Practitioner, IN" 130 hrs./18 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 Practitioner, 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."



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### **More Details regarding certification**

A training hour has 60 minutes. Breaks 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 "ICI Certification Guidelines"**