



**PRACTICAL EDUCATION FOR  
EXECUTIVES S.C.**

## **MOTIVATION WITH NLP**



*Drop by drop lakes are created*

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## What does the course consist of?

Application of motivation techniques with NLP, **the personnel is the most important capital of the company** and therefore setting up excellent communication must produce better results in productivity and a more satisfactory response in teamwork.

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## Course objective

To integrate the personnel in directed motivation labor in order to produce measurable results, in accordance with the planned strategy.

To use NLP as the strategy to improve personnel communication and as a tool to detect

human and economic resources of intrinsic motivation existing in the company.

To select an action plan with several possible options, to obtain natural results, congruent with themselves and with the organization

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## Who is it directed to?

- ◆ Businessmen
- ◆ Boards of Directors
- ◆ Managers
- ◆ Supervisors
- ◆ Employees

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## Results

- ✓ At the end of the workshop the participant will have defined and elaborated his personal motivation strategy and how it integrates to the company's mission and vision, developing congruence in his performance.

## Program

1. Rapport techniques or non verbal communication
2. Introduction
3. Emotional Intelligence
4. Communication extremes (Virginia Satir's models)
5. You cannot fail to communicate. Verbal and nonverbal communication
6. Perceptive positions. How is the information I send registered?
7. Perception and the meaning of information quality
8. Responsibility and flow of information. Precision Language
9. The Human Being's needs. Values and life plans.
10. My motivation strategy and the internal factors that develop it.

## Duration

16 hours.

Sincerely,

**Lic. María Teresa Zavala Alarcón**  
General Director

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