

## NLP in HR & Recruitment

### Introduction

Wouldn't it be helpful to understand what motivates a person and how they prefer to work, what sparks their interest, how they communicate, make decisions and connect with others.

Selecting the right people for a job isn't an exact science. With the information you learn at this workshop you will be able to recognize insightful clues of candidates' suitability as well as how to keep them motivated

This workshop will provide you with greater insight into a person's mental maps and will improve your interpersonal relationships at work and at home

### Objectives

On completion of the NLP in HR & Recruitment course you will be able to:

- Understand the Human Communication Model
- Discover your own and learn how to deal with others "Communication Preference"
- Discover your own and learn how to deal with others "Thinking Styles"
- Discover your own and learn how to deal with others Mental Map (Meta-Programs)

### Duration

1 full Day

### Session Outline:

**How People Tick:** Learn how we code our experiences and find out what makes people behave the way they do.

**The 4 Representational Systems:** Discover your own way of perceiving the world and learn how to understand and get your message across to others preferences.

**The 4 Thinking Styles:** Discover your own Thinking Preference and learn how to understand and be understood by other preferences.

**The 28 Meta Programs:** Discover your own Mental Map and how to elicit them in others and learn how to detect metaprogramming patterns in language. With this in mind, you can learn how to maximize your abilities to communicate, motivate, manage, coach, train, and more, actualizing results you once thought difficult, challenging, or even impossible.



## Methodology

The Workshop is highly interactive and uses a variety of classroom demonstrations, direct-experience practice exercises, group discussions and Q&A sessions. This creates a rich and stimulating learning environment that allows participants to confidently experience the direct benefits of what they have learned.

Self-analysis questionnaires & feedback instruments as well as personal attention and direction between the trainer and participants will further assure that the material will be internalized, utilized rapidly and effectively and immediately integrated into the work environment.

## Who Should Attend?

Human Resource Managers and Executives, Sales Managers, Customer Service Managers, anyone who is in Recruitment & Selection as well as anyone who wishes to communicate with much more impact.