



## **NLP Practitioner**

### **Training Structure**

Requirements for certification as an INLPTA NLP Practitioner are:

Trained by an INLPTA registered NLP Trainer.

The certification training meets INLPTA training structure requirements. - Minimum of 130 hours of formal course room training. (Excluding breaks longer than 30 minutes) - Minimum of 15 days of formal course room training, recommended 18 days.

The attended training meets the INLPTA accreditation competency standards and guidelines.

The candidate has successfully met the competency standards of INLPTA of NLP Practitioner, as assessed by the registered INLPTA Trainer.

### **General assessment criteria for NLP Practitioner**

The NLP Practitioner Certification process is based on your integration of self evolving and ecological attitudes, proficiency in NLP skills and abilities, and content knowledge of NLP principles and techniques.

The NLP Practitioner Certification process will also be based upon your ABILITY TO ELICIT RESPONSES in the formal classroom setting and informally between yourselves. You will be evaluated as follows:

- ❖ Your ability to work from an OUTCOME FRAME, RESOURCEFUL STATES, SENSORY BASED CALIBRATIONS, and BEHAVIOURAL FLEXIBILITY.
- ❖ Your ability to MAINTAIN RAPPORT between yourself, the other participants, staff, instructors, assistants and anyone else associated with the training. If rapport is lost, you have the responsibility to re-establish it and maintain it through time.
- ❖ Your ability to ELICIT the STATES and RESPONSES you are after within both yourself and others. bullet
- ❖ Your ATTENTION to and FACILITATION of ECOLOGY in all of your interactions with SELF and OTHERS.

Evaluation begins when you say "hello" and does not end; the evaluation is continuous and on a daily basis. Your skills will be evaluated periodically and suggestions made for improvement if necessary. A considerable amount of your evaluation rests on how you treat yourself, your peers and the trainers over time.

### **THE MOST POWERFUL FORM OF COMMUNICATION IS BEHAVIOR.**

Integrating the NLP skills and concepts into your BEHAVIOR (what you do ... how you act) is the evidence procedure for certification as a Neuro-Linguistic Programmer.



### The assessment criteria

The most critical factor in evaluating practitioners will be their ability to:

- ❖ work within an outcome frame
- ❖ establish and maintain states of resourcefulness
- ❖ sort by others
- ❖ establish and maintain rapport
- ❖ respect and pace other people's models of the world
- ❖ do effective and ecological change work
- ❖ Certification requirements are the successful completion of the following:
  - ❖ written examination for intellectual competence
  - ❖ behavioural examination for behavioural competence
  - ❖ case study documentation or personal professional application project report

### The assessment criteria of an INLPTA NLP Practitioner are based on:

- ❖ Attitude (embodiment of the presuppositions of NLP)
- ❖ Content Knowledge (frames, principles, techniques, distinctions)
- ❖ Behavioural Skills (demonstrated integration of learnings)

#### Attitude Assessment

As an INLPTA NLP Practitioner, you are expected to demonstrate your behavioural integration and embodiment of the basic presuppositions of NLP.

#### Content Knowledge

An INLPTA NLP Practitioner is expected to know the following NLP content at appropriate levels of frames, concepts, principles, processed, techniques, and distinctions:

- ❖ The Presuppositions of NLP
- ❖ The Legs of NLP
- ❖ The Present to Desired State Model
- ❖ Well Formedness Conditions for Outcomes
- ❖ State Management
- ❖ Rapport
- ❖ Pacing and Leading
- ❖ Calibration
- ❖ Sensory acuity
- ❖ 7+/-2
- ❖ Uptime/Downtime
- ❖ Representational system
  - ∞ Primary
  - ∞ Lead
- ❖ Reference
- ❖ Predicates
- ❖ Eye Patterns
- ❖ Synaesthesia



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- ❖ Overlapping
- ❖ 4-tuple, 6-tuple
- ❖ Inventory
- ❖ Association and Dissociation
- ❖ V-K Dissociation, Double Dissociation
- ❖ Meta-Model
- ❖ Deep and Shallow Metaphors
- ❖ Basic Inductions
  - ☞ Pacing and Leading
  - ☞ Overlapping
- ❖ Anchoring
  - ☞ Basic Anchoring
  - ☞ Stacking anchors
  - ☞ Collapsing anchors
  - ☞ Chaining anchors
  - ☞ Future Pacing
  - ☞ Change Personal History
  - ☞ Circle of Excellence
- ❖ Self Editing
- ❖ Strategies
  - ☞ TOTEs
  - ☞ Well Formedness Conditions for Strategies
  - ☞ Eliciting, Calibrating, and Utilizing Strategies
  - ☞ Pattern Interrupts
- ❖ Submodalities
  - ☞ Analogue and Digital Submodalities
  - ☞ Critical and Driver Submodalities
- ❖ Phobia Cure
- ❖ Swish Pattern
- ❖ Designer Swish
- ❖ Standard Belief Change (mapping across Submodalities)
- ❖ NLP Frames:
  - ☞ Outcome frame
  - ☞ Backtrack frame
  - ☞ Relevancy frame
  - ☞ As If frame
  - ☞ Open frame
  - ☞ Discovery frame
  - ☞ Contrast frame
  - ☞ Ecology frame
  - ☞ Agreement frame
- ❖ Secondary Gain
- ❖ Triple Descriptions
- ❖ Reframing
  - ☞ Content/Context reframes
  - ☞ 6 Step reframe
  - ☞ Negotiating Between Parts
  - ☞ Creating a New Part

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- ❖ Simultaneous and Sequential Incongruity
- ❖ Visual Squash
- ❖ New Behaviour Generator
- ❖ Chunking and Sequencing
- ❖ Basic Timeline work
- ❖ In time - Through time
- ❖ Basic Modelling

### **Behavioural Competence**

NOTE: All of the NLP skills listed below are required to be behaviourally demonstrated with both self and others.

- ❖ State Management - ability to:
  - ☞ Access, elicit, and maintain any state as appropriate to the context
  - ☞ Change and maintain any state as appropriate to the context
  - ☞ Access and maintain supportive internal dialogue and external language patterns
  - ☞ Access and maintain supportive internal images
  - ☞ Access and maintain supportive physiologies
- ❖ Ability to work within these Frames as appropriate:
  - ☞ Agreement Frame
  - ☞ Responsibility/Choice Frame
  - ☞ Relevancy Frame
  - ☞ Backtrack Frame
  - ☞ Discovery Frame
  - ☞ 3 Legs of NLP
  - ☞ Act As If Frame
  - ☞ Presuppositions of NLP
  - ☞ Present State to Desired State Model
  - ☞ Unconscious/Behavioural Competence
- ❖ Ability to shift consciousness to external or internal as required by the task at hand.
- ❖ Demonstration of ability to use NLP techniques on self and others.
- ❖ Ability to shift between process, form and content as appropriate.
- ❖ Chunking up, down, and laterally in internal processes and language patterns.
- ❖ Ability to associate and dissociate as appropriate.
- ❖ Sensory Acuity Development
  - ☞ Behavioural flexibility throughout all representational systems
  - ☞ Accessing split consciousness for multi-tracking
  - ☞ Accessing Uptime and Downtime as appropriate to the context
- ❖ Ability to Establish and Maintain Rapport
  - ☞ Ability to pace and lead (VAKAd)
  - ☞ Ability to match and mirror (VAKAd)
  - ☞ whole body
  - ☞ part body
  - ☞ crossover mirroring
- ❖ Ability to Calibrate Non-verbal Cues
  - ☞ Self
  - ☞ Others

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- ❖ Ability to Detect and Utilize Representational Systems
  - ☞ Primary
  - ☞ Lead
  - ☞ Reference
  - ☞ Synaesthesia
- ❖ Ability to Detect and Work With Incongruity
  - ☞ Simultaneous incongruity
  - ☞ Sequential incongruity
  - ☞ Within self
  - ☞ Within others
- ❖ Ability to Meta Model
  - ☞ Self
  - ☞ Others
- ❖ Ability to distinguish between sensory specific and non-specific language
- ❖ Ability to Establish a Well Formed Outcome
  - ☞ Self
  - ☞ Others
  - ☞ Ability to work from a Present to Desired State model
- ❖ Anchoring Skills
  - ☞ Basic anchoring in all representational systems
  - ☞ (Visual - Auditory - Kinaesthetic - Auditory digital -VAKAd)
  - ☞ Collapsing Anchors
  - ☞ Chaining Anchors
  - ☞ Future Pacing
  - ☞ Change Personal History
  - ☞ Self Editing
  - ☞ Circle of Excellence
- ❖ Ability to Work From and Maintain Ecology Frames
  - ☞ Ability to Check Ecology
- ❖ Ability to Milton Model to do Milton Model Work
- ❖ Ability to Create Deep and Shallow Metaphors
- ❖ Ability to do Reframing Patterns
  - ☞ Content
  - ☞ Context
  - ☞ 6 Step
  - ☞ Negotiation Between Parts
  - ☞ Creating a New Part
  - ☞ Visual Squash
- ❖ Ability to Work With Strategies
  - ☞ Ability to Elicit, Detect, and Utilize TOTEs
  - ☞ Ability to Detect, Install, Separate, and Utilize Synesthesia patterns
  - ☞ Ability to Design a Well Formed Strategy
  - ☞ Ability to do Effective and Ecological Pattern Interrupts
- ❖ Ability to Do Submodality Work
  - ☞ Basic elicitations - Working with critical and driver submodalities
  - ☞ Basic mapping across
  - ☞ Standard belief change
  - ☞ Swish patterns



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## ***Academy of Advanced Personal Development***

- ∞ Phobia cure
- ∞ Designer swish
- ∞ Basic timeline work
- ❖ Ability to Facilitate The New Behaviour Generator
- ❖ Ability to do Triple Descriptions when Relating with Others

