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## Introducing Nlp Psychological Skills For Understanding And Influencing People Neurolinguistic Programming

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invaluable for personal development and professional excellence in counseling, education and business. Introducing NLP includes: How to create rapport with others; Influencing skills

## Introducing NLP: Psychological Skills for Understanding ...

NLP skills are proving invaluable for personal development and counselling, education and business. This book includes: how to create rapport with others; influencing skills; understanding and using body language; how to think about and achieve the results the reader wants; the art of adding key questions; effective meetings, negotiations and selling; accelerated learning strategies; how to run one's nervous system.

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Communicators. Excellent communication is the basis of creating excellent results.

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"Introducing NLP: Psychological Skills for Understanding and Influencing People" covers a lot of ground: although introductory in nature, there is enough information to apply some of the techniques in everyday situations. However, each area of NLP that is presented is a field of study on its own.

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Introducing neuro-linguistic programming : psychological skills for understanding and influencing people. by. O'Connor, Len, 1948-; Seymour, John. Publication date. 1993. Topics. Self-actualization (Psychology), Neurolinguistic programming, Self-culture, Communication, Communication, Neurolinguistic programming, Self-actualization (Psychology), Self-culture, Communication.

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After an introduction explaining what NLP is about-essentially modelling how peak performers achieve excellence and what their experience of the world is-the authors give a chapter on several core ideas. These include the senses, states of mind, systems, language, negotiation, therapy, and modelling.

## Introducing NLP: Psychological Skills for Understanding ...

Introducing NLP : psychological skills for understanding and influencing people. O ' Connor, Joseph, Seymour, John. Some people appear more gifted than others. NLP, one of the fastest growing developments in applied psychology, describes in simple terms what they do differently, and enables you to learn these patterns of excellence.

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Psychological Skills for Understanding and Influencing People Your first thought when reading 'Introducing NLP' will be WOW! And as you read deeper into the magical world of NLP, your mind will race with possibilities and potential, your potential! There is an incredible amount of information in the field of NLP, and this book will embed in you an understanding of the power that we all have ...

## Introducing NLP - NLP Training And Life Coaching ...

NLP, one of the fastest growing developments in applied psychology, describes in simple terms what they do differently, and enables you to learn these patterns of excellence. Introducing NLP by Joseph O ' Connor, a leading international NLP trainer and the author of NLP Workbook, offers the practical skills used by outstanding communicators.

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