

Which Diploma at a Glance?

Sales Diploma

- **Need to know how to influence?**
- **Involved in sales already - need an edge?**
- **Do you have to 'sell' ideas internally?**
- **Want better sales results?**
- **Need to connect in a stakeholder environment?**

This diploma is for you if any of these are true. It takes the best of existing sales systems and skills and allies it with the most appropriate Critical Abilities from the NLP world such as:-

- What is the *real* secret behind rapport?
- How do you really do *persuasion*?
- Get high level execs to *want* your input.
- How to gather key information easily.
- How to get the influence on your side.
- How to plan effectively without admin.
- Motivation through presentation.
- Competition and Objection destroyers.
- The Structure of Sales Genius.
- How do you get in the zone for every game?

Leadership Diploma

- **Successful with some people but not all?**
- **Need a greater element of control?**
- **Want to ensure better results?**
- **Want clear direction and solid plans?**
- **Want sound values based leadership centred on a powerful vision?**

This diploma is for you if any of these are true. It takes the best of existing Leadership systems and skills and allies it with the best from the NLP world, the Critical Abilities behind:-

- Emotionally Intelligent Leadership.
- Leading a Vision.
- When to Direct.
- How to lead by example.
- Leadership in any Situation.
- Management v Leadership.
- Managing Metrics and KPIs.
- Overcoming Team Dysfunction.
- Delegation.
- Coaching based leadership.
- Diplomacy.

Business Comms Diploma

- **Want results through people?**
- **Need better business communication?**
- **Want to connect to people successfully?**
- **Want to know how people tick at work?**
- **Want to be in control of your business goals?**

This diploma is for you if any of these are true. We deliver Critical Abilities from the NLP world which make business work and map them into key business contexts. The course includes:-

- The keys to Business Communication
- Presenting effectively to any audience.
- Influencing with Integrity.
- Planning and Organizing.
- Creating Compelling Goals
- Questioning effectively.
- Being your best in Business.
- Using effective Strategies.

Coaching Diploma

- **Want to get the best from people?**
- **Want people who excel with people?**
- **Want results from empowered people?**
- **Want a coaching culture?**
- **Want people to take control of their own situation and task?**

This course takes the best of simple coaching systems and where these run out of steam it brings in the power of NLP to remove the obstacles that limit performance. It includes:-

- When, how and why to Coach.
- Simple Coaching systems.
- 'Power coaching' questions.
- Overcoming limiting self beliefs.
- Overcoming mindset Issues.
- How to elicit motivation.
- Getting yourself in the coaching zone.
- Gaining commitment and planning action.