

# Course : Enriching management with NLP tools

Practical course - 2d - 14h00 - Ref. MML

Price : 1360 € E.T.

★★★★☆ 4,7 / 5

Managers need to know how to position themselves in their day-to-day mission of supporting employees, setting objectives and communicating them. This training course will enable you to enrich your practices with NLP techniques, discern operating modes, better dialogue and guide your team.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Integrate NLP presuppositions into your management style
- ✓ Define and communicate precise objectives
- ✓ Preventing and dealing with conflict
- ✓ Mobilizing resources

## Intended audience

Line and cross-functional managers, team leaders, project managers.

## Prerequisites

No special knowledge required.

## Practical details

### Hands-on work

Participative exchanges and feedback. Exercises in pairs or sub-groups on NLP techniques adapted to managerial situations.

## Course schedule

### 1 Understanding the presuppositions of NLP

- NLP presuppositions and their implications.
- The world map and the perception of reality.
- Internal processes and their emotions.
- Sensory representation systems.

### Storyboarding workshops

Exchange on NLP presuppositions. Group discovery of sensory representation systems.

### PARTICIPANTS

Line and cross-functional managers, team leaders, project managers.

### PREREQUISITES

No special knowledge required.

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

## 2 Define precise objectives

- Master the seven-point goal-setting method.
- Respect the ecology of the system.
- Set short- and medium-term objectives.
- Creating a bridge to the future.

### Exercise

Exercises in formulating objectives for employees.

## 3 Conducting operational interviews

- Build a positive rapport.
- Use verbal and non-verbal synchronization.
- Develop sensory acuity.
- Practice active listening.

### Role-playing

Practice verbal and non-verbal synchronization. Detect unconscious visible reactions and practice active listening.

## 4 Supporting employees on a daily basis

- Communicate constructive criticism.
- Understanding internal representations: metaprograms.
- Detect and synchronize with other people's metaprograms.

### Exercise

Practicing constructive criticism. Individual reflection on metaprograms. Practice synchronizing with your interlocutors' metaprograms.

## 5 Preventing and dealing with interpersonal conflicts

- Determine the right conflict resolution strategy.
- Use perception positions to determine the other's motivation.
- Reframing: giving another meaning to a situation, opening up the field of possibilities.

### Exercise

Practice perception positions and reframing.

## 6 Mobilizing resources

- Put yourself in a positive frame of mind.
- Amplifying a positive experience: using NLP submodalities.
- Positive resources at the right time: anchoring.
- Removing a limiting experience: anchor deactivation.

### Exercise

Practicing resource anchoring and using submodalities. Use the anchor deactivation technique.

### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at psh-accueil@orsys.fr to review your request and its feasibility.

**REMOTE CLASS**

2026 : 28 May, 15 Oct., 17 Dec.

**PARIS LA DÉFENSE**

2026 : 28 May, 15 Oct., 17 Dec.