

# INTRODUCTION

Neurolinguistic Programming (NLP) is an applied psychology methodology that has been applied in business, personal development, health, and education. One way of describing NLP is that it turns human excellence into mental strategies and physical actions. As decision makers, you lead and manage teams, as you bring your company to new directions. Key skills that you need include charismatic communication, visionary leadership, and effective management, and NLP has been applied in these areas since its inception. In addition, one key requirement for all leaders is to always be at their best, where NLP has developed methods of increasing the leader performance potential. This 2 Day course is a hands-on workshop where the relevant NLP skills will be taught, followed by active exercises, and followed by a debrief. Complete hand-outs will be given when the training starts together with worksheets that can be later used in a team building and leadership context.

## WHAT IS NLP?

**NEURO** refers to our nervous system, which links our five senses which we see, hear, feel, smells and taste

**LINGUISTIC** refers to our language—how we speak, what we speak, our body language and emotions

**PROGRAMMING** is how we program our thoughts and actions

## WHO SHOULD ATTEND?

Management and Leadership Team involved in making key decisions

## HOW IT WILL BENEFIT YOU

- Understand the origins and application of NLP
- Be able to enhance communication to project authority, care, and mindfulness
- Be able to build and align teams
- Be able to become a better coach to teams using NLP Coaching Framework

DAY 1

**NLP BASICS**  
History of NLP  
Presuppositions of NLP  
Application of NLP in Human Resource Development

Increasing Communication Awareness  
Getting into Rapport and Leading Teams  
Projecting Authority, Care, and Mindfulness

POSEE Goal Setting  
Timeline for Planning  
Perceptual Positions for Creativity and Alignment  
Disney Creativity Strategy

DAY 2

**NLP COACHING FRAMEWORK**  
Differences between Training, Coaching, and Mentoring  
NLP Coaching Tools

**NLP FOR HIGH PERFORMANCE**  
The 4 Energy Quadrants  
Managing Energy for High Performance  
Elements and Strategies of Getting into Flow

Organized by:



UMS Investment Holdings Sdn. Bhd.  
Lot 64 & 65, Block K, K-0-2, Alamesra Plaza Utama,  
Jalan UMS, 88400 Kota Kinabalu, Sabah.

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NOTE: THIS PROGRAM CAN BE CUSTOMISED FOR IN-HOUSE TRAINING.  
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# NEURO LINGUISTIC PROGRAMMING



# NLP FOR DECISION MAKERS



Our NLP Trainer is INTERNATIONALLY recognised by the world largest NLP authority, the American Board of Neuro-Linguistic Programming

HRDF Claimable from PSMB Under SBL

LEARN FROM THE EXPERT



## DR SIVAKUMAR KUMARESAN

Dr. Sivakumar Kumaresan is an American Board of NLP (ABNLP) Certified NLP Trainer. He has been a practitioner of NLP since he took his NLP Practitioner certification in Manchester, United Kingdom, in 1996.

He has been teaching and training university students and professionals in the areas of NLP, health, communication, and accelerated learning since 1998. Among his past training clients include the Brunei Ministry of Industry and Primary Resources, the Brunei Ministry of Defence, Petronas, Shell, Universiti Teknologi Malaysia, and the Sabah Ministry of Resource Development and Information Technology. Dr. Siva has been a keynote speaker in various events such as the Sabah Oil and Gas Conference and Exhibition in 2013, the Asian Womens Empowerment Conference in 2014 and 2015, and the GREAT 2017 Conference.

He serves as an Associate Professor at Universiti Malaysia Sabah where he founded the Chemical Engineering Programme in 1998. He currently serves as the Deputy Director for the Centre for Industry and Community Network



NO.	NAME OF PARTICIPANT	DESIGNATION	CONTACT NO. (H/P)

### COMPANY INFORMATION

Company Name : \_\_\_\_\_  
 Address : \_\_\_\_\_  
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 Authorised Personnel /Contact Person : \_\_\_\_\_  
 Designation : \_\_\_\_\_  
 Contact No. : \_\_\_\_\_

### REGISTRATION FEES (Inc of 6% GST)

		NO. OF PAX	TOTAL
NORMAL RATE	2450		

Crossed Cheque/ Bank Draft/ Online Transfer:

**UMS INVESTMENT HOLDING SDN. BHD.**  
 (Maybank Acc No. : 5101 4304 6502)

**\*Proof of payment must be extended to the secretariat.**

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Registration form can be sent via fax/e-mail to:-

Fax: 088-487 322

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