

NLP an Effective Tool for Best Management Practice

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*When you change the way you look at things,
the things you look at change.
(Wayne Dyer)*

Neuro-linguistic programming (NLP) is the systemic study of human communication. It studies the interrelationship between thinking, language, and achievement and models best practice to make it available to others.

N stands for “Neuro” – the mind.

L represents “Linguistic” – the language.

P refers to “Programming” – how we put together sequences of actions to achieve goals.

NLP is more than a collection of effective techniques. It is a way of thinking, a frame of mind based on curiosity, exploration and fun.

What is NLP?

The main aspects of NLP are:

- 1) Develop and maintain an attitude of curiosity. How do people do what they do? Human thinking is not random – there is a structure to be uncovered.
- 2) Methodology of modeling excellence. NLP explores the ideas and actions of the person to find out how they operate.
- 3) Visualization.
- 4) Smart goal setting and achieving.
- 5) Use of powerful questioning techniques.

NLP starts with you – learning how to guide yourself and influence other in an ethical way. Where it stops is your choice.

How does NLP relate to the business world?

Managers are paid to communicate effectively. This is NLP territory.

- NLP helps managers to understand people and how to motivate them.
- It models best practice so that important skills can be passed on to others.
- It models the business system to see how it can be improved.
- NLP helps managers generate business and personal goals and integrate individual and organizational goals and values.
- NLP teaches skills to make meetings shorter and more productive.
- It gives managers the skills to coach their people.

NLP is becoming increasingly popular in the business world and is being used in many different fields – leadership, sales, management, sports, education. It studies behavior, explores goals, values and motivations.

What can you do with NLP?

- Learn from your own most productive and excellent times so you can be more consistently successful.
- Make meetings more productive and effective and conduct them in a shorter period of time.
- Ask key questions to stop misunderstanding and being misunderstood.
- Be more influential.
- Know how others are thinking and how they reach decisions.
- Gain a greater understanding of yourself and others. Find out what your self-sabotage strategies are and get rid of them.
- Build more rewarding personal and business relationships.
- Develop your intuition by reading non verbal signals.
- Rid yourself of negative emotions - stress, fear and guilt.
- Set goals that are motivating, realistic and worthwhile.
- Be clear about your own values and your boundaries.
- Increase the limits of your senses - get more pleasure from life - be able to see, hear and feel more.
- Overcome present and past fears and stumbling blocks that hold you back
- Change unwanted habits.
- Build a powerful and compelling future for yourself and your business.
- Balance your life in a more satisfying way by dealing with conflicting demands.
- Understand how you think about time and be able to make the best use of it.

Goals are one of the keystones of NLP. Everybody acts in order to achieve something. Many people may not be doing it very well and may thus not achieve the desired outcome. NLP has a set of principles and tools to measure to ensure that business goals are clear, measurable, challenging and achievable.

NLP also gives insight into individual and organizational values. A lot of businesses have excellent mission and vision statements but somehow these are never able to connect with people's minds and hearts and thus become hollow statements. Values are the essential keys to motivation and creative work.

What are the ingredients of an effective manager?

- They motivate through values.
- They are purpose driven, rather than problem driven.
- They believe in themselves and their business.
- They balance task and relationship.
- They can tolerate uncertainty and ambiguity.

When and where is NLP useful?

For managers, leaders and consultants

- Motivate your people and become a more effective coach.
- Understand, embrace and manage change more successfully.
- Enhance your own leadership style based on what is important to you.

For teachers and trainers

- Be able to manage groups and communicate your ideas more effectively.
- Build confidence in your performance.
- Plan and structure your courses for the best results.
- How to find your own expressive style of teaching.
- How to deal with difficult questions.

For salespeople

- Discover customers' buying strategies.
- Be able to find out what is really important to customers.
- Work with goals effectively.
- Build more long term relationships with customers.
- Develop more mental resilience.

For doctors, counselors and therapists

- Increase your sensory acuity to understand your client.
- Discover a way of working that is quick and effective.
- Take care of your own emotional state.
- Treat the person and the illness.

Last but not least NLP can be used anywhere you want outstanding and effective communication skills!

Author Profile:

Global Office FZ-LLC (**GO**) was founded by German native and entrepreneurial spirit Christine Orth. **GO** has advised a diverse international clientele in many areas of doing business in the Middle East and set up a multitude of companies (service, trading, industrial) throughout the UAE since 2003. For various clients **GO** handles the complete start-up management in the region including trustee services such as managing clients' bank accounts and real estate portfolios. Holding a Bachelor of Science degree in business, an Associate Arts degree in languages (German, English, French) and diplomas in HR, marketing, management controlling, law firm administration and 23+ years of international business experience working with and for multinationals as well as SMEs, Christine can offer a wealth of experience from the business world. Over the years her company **GO** has established an extensive network of carefully selected international partners and provides a **One-Stop-Shop-Solution** for businesses wishing to set up new operations or expand their scope.

Christine is an American Board (ABNLP) certified NLP (neuro-linguistic programming) Master Practitioner and has coached many aspiring new business owners. She takes a spiritual and holistic approach to coaching and consulting. Christine's well-rounded business background contributes to create great results for her clients. She specializes in working with CEOs & Entrepreneurs who want to make more sense of "money, energy, and time".

Our coachings are delivered 101 through personal meetings, phone, email – onsite or at our premises.

Contact us for an initial free assessment of your needs.

For further reference see full profile: www.globaloffice24.biz

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