

Course Title	Psychology of Learning	Duration	Three Days	NLP
Outcomes	By the end of this training, your delegate will: <ul style="list-style-type: none"> <li>✓ have practiced the different methods of communication available in a training environment ;</li> <li>✓ have experimented with the way in which different language styles effect the way delegates listen ;</li> <li>✓ have discovered how the way training is 'packaged' alters the impact it has ; and</li> <li>✓ have explored the psychology of what goes on during a training course.</li> </ul>			
Prerequisites	This training is designed for trained trainers, who have at least six months' experience in direct training.			
Session	Aim	Content		
Introduction	To explain the aims of the course and understand particular objectives of individuals.	<ul style="list-style-type: none"> <li>◆ Introductions</li> <li>◆ Understand the objectives and the process of the course</li> <li>◆ Agree what outcomes are required</li> </ul>		
Communicate	Practice the different methods of communication available in a training environment	<ul style="list-style-type: none"> <li>◆ NLP Communication Model</li> <li>◆ Stop communicating if you can!</li> <li>◆ How different techniques help different learners</li> <li>◆ Open loops – hooking them in</li> <li>◆ Teaching using two channels at once</li> </ul>		
Language styles	Experiment with the way in which different language styles effect the way delegates listen	<ul style="list-style-type: none"> <li>◆ Talking to the whole group</li> <li>◆ Talking to individual delegates</li> <li>◆ Being woolly or being precise ...</li> <li>◆ Metaphorically speaking</li> </ul>		
Packaging	Discover how the way training is 'packaged' alters the impact it has	<ul style="list-style-type: none"> <li>◆ What is 'Rapport'?</li> <li>◆ Calibration</li> <li>◆ Setting clear 'frames'</li> <li>◆ Reframing</li> <li>◆ Matching, Pacing and Leading</li> </ul>		
Psychology	Explore the psychology of what goes on during a training course	<ul style="list-style-type: none"> <li>◆ Kellers ARCS</li> <li>◆ Dale's Cone</li> <li>◆ Johari window</li> <li>◆ Kolb and Pfeiffer Jones</li> <li>◆ How do people store and recall memory?</li> <li>◆ How different people like to think differently</li> </ul>		
<b>Book this course now :</b>				
Cost	Price Code I			
To book this event	ITS Training (UK) Ltd, 21/22 Oliver House, 23 Hall St, Chelmsford, Essex. CM2 0HG Tel: 08454 300 262 e-mail:bookings@its-training-uk.com			