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Altri autori (Persone)	BurtonKate <1962->
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Note generali	Includes index.
Nota di contenuto	About the Authors; Contents at a Glance; Table of Contents; Introduction; About This Book; Foolish Assumptions; Characters in This Book; How This Book Is Organised; Icons Used in This Book; Where to Go from Here; Part I Setting Up Your NLP Journey; Chapter 1 Where Are You Right Now?; Explaining the Basics of NLP; Lining Up at the Starting Block; Beginning with Your Intent; Taking Responsibility for Your Learning; Noting the Nuggets as You Go; Having Fun Is a Must; Chapter 2 Getting Your Mindset Right with NLP; Surveying Cause and Effect; Revisiting the NLP Presuppositions; Charting the Maps Changing Focus through Your ProjectionsPicking Your Mindset; Chapter 3 Planning Your Road Map; Mapping Your Life Journey; Shooting for the Stars; Checking for Smarter than SMART Goals and Well-formed Outcomes; Questioning Cartesian Style; Staying on Track for Your Journey; Rolling Smoothly Along; Making the Difference; Chapter 4 Working with Your Unconscious Mind; Recognising Conscious and Unconscious Behaviours; Searching for Hidden Messages; Discovering Fears You Hadn't Spotted; Integrating Your Separate Parts; Getting Centred; Chapter 5 Recognising How You Filter Your Thinking Checking the Communication ModelTransmitting for Reception; Recognising Blocked Filters; Shifting Memories; Part II Connecting with the World; Chapter 6 Seeing, Hearing, Feeling; Uncovering Your VAK Preferences; Matching and Moving through VAK Preferences;

Desensitising VAK; Turning Up the Passion; Detecting Patterns; Chapter 7 Developing Rapport; Looking at Your Key People; Matching and Mirroring; Pacing and Leading; Breaking Rapport; Stepping into the Other Person's Shoes; Chapter 8 Influencing with Metaprograms; Listening for Metaprograms and Discovering Filters; Winning Combinations
Putting Metaprograms to Use
Part III Honing Your NLP Toolkit; Chapter 9 Managing Your Emotions; Appreciating the Abilities of Anchors; Setting Anchors; Facing Up to Challenges; Capturing the Positives; Breaking the Chains that Bind; Checking the Triggers for a Week; Dealing with Criticism; Chapter 10 Taking Charge of Your Experiences; Recording Your Memory; Getting Acquainted with Submodalities; Associating and Dissociating; Mending Memory Lane; Cleaning Up Your Experiences; Overcoming Tough Emotional Times; Chapter 11 Aligning Yourself with Your Purpose; Looking at the Logical Levels
Going for Easy Change
Focusing on Your Identity, Values, and Beliefs; Valuing the Job of Your Dreams; Flowing Through the Levels for a Purposeful Life; Chapter 12 Changing Strategies for Success; Describing Strategies; Evaluating Your Strategies; Deconstructing Strategies; Discovering Someone's Strategy; Creating New Patterns; Deep Breathing: A Calming Strategy; Chapter 13 Working with Your Time Line; Discovering Your Personal Time Line; Putting Your Time Line to Work for You; Placing Goals in Your Time Line; Connecting Back; Popping In and Out of Time
Part IV Riding the Communications Escalator

Sommario/riassunto

If you are one of the millions of people who have already discovered the power of NLP, Neuro-linguistic Programming Workbook For Dummies will allow you to perfect its lessons on how to think more positively and communicate more effectively with others. This workbook is packed with hands-on exercises and practical techniques to help you make the most of NLP's toolkit for new thinking and personal change. These can have an impact on many aspects of your life: from helping you change your negative beliefs, to building rapport and influencing others, to taking charge of the dire
