



## Curriculum NLP-Practitioner IANLP

### Duration of training

A minimum of 130 hours of live training, including testing is required. Training must be spread over a period of 18 days or longer. Breaks exceeding 30 minutes that are taken in the course of the daily training can not be counted towards the fulfillment of the 130 training hours. In addition, individual out of school training of at least 10 full hours of training is required. Recommended Supervision: 15 hours individual- or group-supervision within the training and/or after the testing.

Eighty percent (80%) of the live training has to be led by a fellow member trainer; 20% of the live training can be led by any other qualified person under the supervision of a fellow member trainer. Starting with 15 participants, for each 15 additional participants training has to include an assistant with at least NLP-Practitioner level training.

### Qualification of Trainers

Fellow member trainers according to IANLP Standards

### Abilities of NLP-Practitioner and Criteria for Evaluation and Certification

- Knowledge and behavioral integration of the main presuppositions of NLP
- Knowledge of basic skills, abilities, techniques, patterns, methods and concepts of NLP; Personal ability to utilize them competently with self and with others.
- Basic abilities of the NLP-Practitioner shall be: Rapport, establishment and maintenance of; Pacing and Leading (verbal and non-verbal); Outcome orientation with respect for others models of the world and the ecology of the system; Calibration (sensory experience); Representational systems (predicates and accessing cues); Demonstration of behavioral flexibility; Resource-orientation and ecology of interventions.

### Minimal contents

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| <ol style="list-style-type: none"> <li>1) Rapport, establishment and maintenance of;</li> <li>2) Pacing and Leading (verbal and non-verbal);</li> <li>3) Calibration (sensory experience);</li> <li>4) Representational systems (predicates and accessing cues);</li> <li>5) Meta-Model of language;</li> <li>6) Milton-Model of language;</li> <li>7) Outcome orientation with respect for others models of the world and the ecology of the system;</li> <li>8) Elicitation of well-formed, ecological outcomes and structures of present state (problem elicitation);</li> </ol> | <ol style="list-style-type: none"> <li>9) Overlap and Translation of representational systems;</li> <li>10) Metaphor creation.</li> <li>11) Frames: contrast; relevancy; as if; backtrack.</li> <li>12) Anchoring (VAK) and Anchoring Techniques (contextualized to the field of application).</li> <li>13) Feedback: giving and receiving sensory specific feedback</li> <li>14) Ability to shift consciousness to external or internal, as required by the moment's task.</li> <li>15) Dissociation and Association; 1<sup>st</sup>, 2<sup>nd</sup>, 3<sup>rd</sup>-Position</li> </ol> |
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| 16) Submodalities.   | 19) Reframing   |
| 17) Logical levels (Bateson, Dilts)                        | 20) Strategies; detection, elicitation, utilization and installation. |
| 18) Outcome oriented accessing and utilizing of resources; | 21) Timeline  |

The various techniques, i.e. Swish, Collaps-Anchor, are working examples of the content listed above and are therefore not explicitly mentioned.

### **Written test for NLP-Practitioners**

The required written test shall be a summary of the minimal contents and is a mean to ensure a high level of quality. This test shall demonstrate the integration and knowledge of the following contents:

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|-----------------------------|-----------------------------|
| 1) NLP-Presuppositions      | 7) Milton-Model of language |
| 2) Outcome work             | 8) Timeline                 |
| 3) Rapport                  | 9) Strategies               |
| 4) Anchoring                | 10) Submodalities           |
| 5) Representational systems | 11) NLP-Techniques          |
| 6) Meta-Model of language   | 12) Ecology                 |

The written testing is to be designed by the fellow member trainer and is expected to match his/her training emphasis. Written tests are to be stored for at least three years following testing. For reasons of quality ensurance IANLP (or personel entrusted by IANLP) has the right to request submission of whole or parts of this documentation.

### **Practical testing for NLP-Practitioner**

There shall be a practical testing period at the end of NLP-Practitioner training. The fellow member trainer is free to design this practical testing to demonstrate the full-filment of the criteria required for certification.

The practical testing shall enable participants to demonstrate their personal integration of NLP-presuppositions and choosen NLP-techniques, namely: well-formed outcome and problem-elicitation; rapport, sensory awarness, flexibility and sensory specific feedback.

### **Contents of NLP-Practitioner Certificate**

NLP-Practitioner certificates have to include the following:

- 1) a statement that this training was held according to IANLP standards
- 2) an orginal seal of IANLP (sticker)
- 3) a statement describing the duration of the training in days and hours
- 4) date of the first and last day of training
- 5) Name and signature of fellow member trainer IANLP
- 6) Titel: NLP-Practitioner IANLP

This curriculum is valid as per January 1, 2001