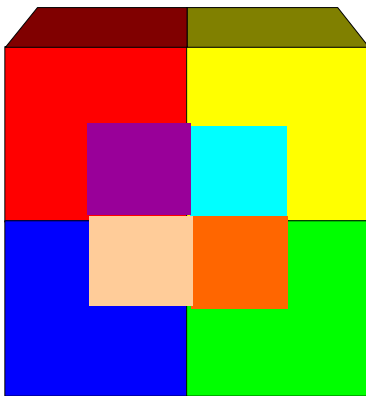


TRAINERS, MANAGERS, PRESENTERS, FACILITATORS, EDUCATORS ...

- ❖ Do you want 'extra brilliance' when you present to others?
- ❖ Would you like to be heard and understood ... all the time?
- ❖ Do you want a Training Design that surpasses your expectations?

Impress Your Colleagues! Get your message across ... in a shorter period of time, in ways that are effective ... and motivational. **Learn Neuro Linguistic Programming Training Design** – it's the **KEY** to training magic and **Spiral Dynamics** is a unique **MAP** for understanding people, their values and their motivations.

Grasp tools that are available NOW ...



Training Dimensions™

With Mark Klaassen

Certified NLP Master Trainer (INLPTA). Certified SD I & II (NVC, USA).
Mark is NZ's only Certified NLP Master Trainer also Certified in Spiral Dynamics!

Date and Venue - [Click here](#)

WHAT YOU CAN GAIN ...

- ✓ "Spiral Dynamics" (Clare Graves Values Model) for understanding People & Organizations
- ✓ NLP Training Design Model
- ✓ Leading Edge Platform Presentation Skills
- ✓ Presenting your ideas quickly and clearly
- ✓ Capturing the Audience
- ✓ Learning Styles
- ✓ Facilitating People's Learning Filters
- ✓ How to Create Charisma from the stage
- ✓ Accelerated Learning Tools
- ✓ Language Patterns & Metaphor for "buy-in"
- ✓ Chunking & Sequencing material
- ✓ Developing your own Style
- ✓ Exercises – making sure they "get it"
- ✓ Use of Voice Tones, Body Movement & Space
- ✓ How to "Motivate & Engage" the Learner
- ✓ Models for design and delivery using Concepts, Principles, Processes and Techniques
- ✓ The 8 Quadrant Training Dimensions Map

Add "NLP DIMENSIONS" to your training ...

"One of the most professional and competent trainers I have experienced. Especially sensitive to students understanding and involvement. Great training, well balanced where everyone was able to achieve a high standard irrespective of their previous knowledge or experience"

Captain Peter Arnold, Pilot, Air New Zealand.

Open, receptive, included everyone. Although comfort zones were pushed, Mark created a safe environment to do this in. All the skills covered were very relevant and interlinked. I loved "Spiral Dynamics" and the relevance of it to the training design.

Bronwyn Hyland, Trainer, Mighty River Power

Training Dimensions™

*This Training provides tools, skills and techniques in the most up to date methodologies known today. Discovering the **KEY** and **MAP** together with **Mark Klaassen** and his unique talents you'll receive a magical, exciting, stimulating, informative and highly effective training ... **that will remember, and have even greater ability to get your message across to people.***

O V E R V I E W

SPIRAL DYNAMICS

This is based on the work of Dr Clare Graves. It is a model for understanding people's values, development and behaviors.

SD is a model of the evolution of the human ego. It shows how people cope ... or not, with work and/or life conditions.

Human nature is not static, but changes as a person's life conditions change. A person changes their psychology and rules for living to adapt to and cope with those new living conditions.

An individual will respond positively only to those training and managerial principles and motivational appeals that are appropriate to their current level of thinking – **discover how to find out what that is!**

ABOUT NLP

Everything a person does comes from or through the mind. People's minds work differently.

People behave in habitual ways (habits) and their minds work in habitual ways (programmes).

People respond and learn best if you communicate, motivate, train or instruct them in a way that is compatible with the way their mind is working in any given moment.

This course is about understanding how the brain works. It's a combination of learning models and psychology.

This course teaches you how to activate skill acquisition and learning!

DESIGN & SKILL

This training provides an amazing and unique design model for Preparation, Training Design and Delivery along with advanced skills for participation and performance.

Delivered in such a way that each person receives accelerated; generative and integrated learning styles experientially, with NLP processes with ensure on-going success.

Outcomes each Trainer wants to achieve results with their students can be obtained easily with new refined skills.

People learn best when they feel understood. This training will show you ways to understand how each person learns, quickly and effectively, and how to then train them for optimum results.



About Your Trainer ...

With a background in Banking, Community Services, Human Resources, Strategic Business Management, Behavioural Change Technology & Training, Mark consults to Corporate Business throughout NZ, Australia and Europe. He specialises in Behavioural Change Technology, Strategic Planning, Management Coaching and Staff Selection along with Design and Delivery of training programmes to suit individual corporate business needs.

Mark also delivers the following courses – Communication Craft™, Presenting Professionally™, Business Advantage™, NLP Practitioner: Business Communication and NLP Master Practitioner: Business Communication. Mark is Managing- Director of Communications Plus International.



Communications Plus
SELF • OTHERS • MASTERY

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TRAINING DIMENSIONS™

Normally 4 Days – Sometimes 3 days – check with [office](#)

DAY 1

- ❑ Opening Frames – standing out!
- ❑ Each Participant introduces themselves, outlines their Outcomes and reasons for attending
- ❑ Introduction to Accelerated Learning and Information Chunks (how much information can a person hold at any given moment)
- ❑ Differences between Trainers, Presenters, Facilitators, Lecturers, Teachers, etc
- ❑ 7 Filters of Communication – what people need to have in place in order to “trust, listen and receive you and your ideas”
- ❑ Definitions of NLP
- ❑ Present to Desired State Model – where are you now, where do you want to be ... and how to get there
- ❑ Rapport – using language patterns & physiology for instant rapport with “all kinds of people”
- ❑ Representational Systems – reading others – Visual Auditory Kinesthetic Unspecified – how noticing and listening to the words people use gives away their “preferred” learning and accessing information styles. Tapping into how people prefer to gain information and make decisions
- ❑ Power physiology and Being Noticed – walk and talk with purpose and intention
- ❑ Tonal emphasis - using the voice to greater effect
- ❑ Magic Formula Story – use of metaphor to get your message across

DAY 2

- ❑ Review day prior – Open Frame question time
- ❑ How to best get your message / skill / learning across to your audience
- ❑ Training Design Model to access the direct brain learning style of each individual, maximising your chances for “buy-in” whether to a large audience or small meeting.
- ❑ Linking – how to link what the client says / wants to your product / concept
- ❑ Chunking – how to use language to keep the course of action on track and where you want it to be – avoiding the possibility of argument and disruption to your training
- ❑ The 8 Quadrant Training Dimensions Map (8QTDM), Parts 1-4 for Process and Procedure of Design & Delivery

DAY 3

- ❑ Review day prior – Open Frame question time
- ❑ 7 Strategies of Generative Learning – how to use “brain gates” so people can take in and accept your information easily
- ❑ CP3 – NLP models for Concept / Principle / Process and Technique – The most up to date method to Design material for presenting material
- ❑ Parts 5+6 of 8QTDM
- ❑ Spiral Dynamics – the Model for Understanding People and Organization (values based). How to quickly notice the varying “values” of your audience – how to maximise the delivery of material – how to respond to their values and gain more “buy-in”

DAY 4

- ❑ Review day prior – Open Frame question time
- ❑ Bringing the Design together – all quadrants of the 8QTDM
- ❑ Learning Stage Anchors for greater effect
- ❑ Motivation – The Four Main Motivation Styles and how to keep your participants interested, “up-time” and keen to know more
- ❑ Barriers and Traps that prevent people taking in your information
- ❑ SATIR Categories – how to “spot” physical behaviours in people and discover the “controllers, distractors, thinkers, placators” in your audience, and how to deal with each type
- ❑ Parts 7+8 8QTDM
- ❑ Design and Deliver Your Presentation – exercise for all participants to now design and deliver their learning – experiential practise anchoring the 4 days of training and presentation skills, gaining personal feedback from the Trainer

* Course content is subject to amendment at the Trainers discretion.

BENEFITS FOR YOU & YOUR ORGANISATION ...

- ✓ **Present To Desired State Model** – how to overcome any **Blocks** that are preventing you from reaching your training goals
- ✓ **Gain Trust quickly** – people will only listen and take on board your information, if they trust you
- ✓ **Tracking your audience** – learning how to build confidence quickly and effectively so you can present and deliver your product/concept with the maximum potential that they’ll “buy-in”
- ✓ **4 Main Motivation Styles** – working with each person in your audience to meet “their model of the world”
- ✓ **Presenting Skilfully** – your information, concepts and/or product so that your audience cannot not listen and take notice
- ✓ **Link language** – to make “connections” of relevance for the audience easy
- ✓ **The Spiral Dynamics Model** – understanding people have different values operating, and that people “buy-in” when their values and “what’s in it for me” are being met
- ✓ **The “8 Quadrant” Training Dimensions Map** – *making presentation of material easy ... and enjoyable for your audience, keeping them motivated, and attentive ... all the time!*

Testimonial:

“Communications Plus Ltd in Auckland, New Zealand is a world class training organisation. They are unsurpassed in the quality of learning and service that they provide their students and clients. Their lead Trainer, Mark Klaassen is a man of high integrity and great competency. He brings to his trainings a contagious enthusiasm coupled with an excellent command of both NLP platform skills and content.”

Dr Wyatt Woodsmall, Ph.D., Business Strategist. Certified NLP Master Trainer and Master Modeler (INLPTA Co-Founder 1980)