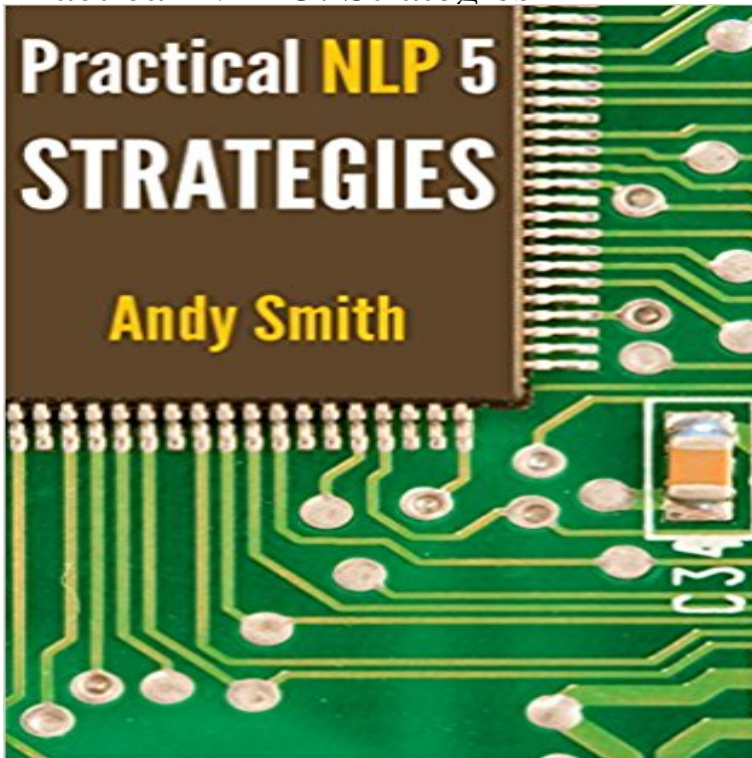


Practical NLP 5: Strategies



Many newly-fledged NLP Practitioners emerge from their courses a little hazier than they would like about the area of Strategies, as its one of the more technical aspects of the NLP curriculum. This book is here to help! This is a comprehensive guide to strategies by an author who has been involved in NLP for twenty years. As well as detailed instructions for eliciting a persons strategies and numerous methods for changing existing strategies and installing new ones from scratch, it explains the TOTE model strategy elements and notation and how different sensory representations are good for different tasks. The book goes into detail on what works in motivation strategies, and dissects buying and decision strategies. It also explains how to use some of the most useful applications to come out of NLP, the NLP Spelling Strategy and the Disney Strategy for Creativity. Finally, it shows you how to use the New Behaviour Generator process for sharpening existing skills and developing new ones. Additionally, theres a handy glossary of NLP terminology. This book is an ideal study support if youre learning to be an NLP Practitioner, and a useful review and reference resource for even the most experience practitioner.

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