L'AKADÉMIE DU DIGITAL · TRAINING PROGRAMME Qualiopi certification being prepared

NLP – Neuro-Linguistic Programming

FOR-CMR-M6-A · Relational Communication

Discover the tools of NLP to communicate better, set goals and manage your inner states

DURATION
14 hours — 2 modules of 7h (theory and workshop)

PRICE
On quote

AUDIENCE
Companies & individuals

ACCESS
Access within 2 working days after validation of needs and prerequisites.

Training delivered in co-facilitation, priced by quotation. Rate based on €70 excl. VAT per hour (14-hour module); indicative and negotiable depending on volume, format and context.

Learning objectives

- Understand the presuppositions and basic vocabulary of NLP
- Recognise sensory representation systems and use them to build rapport
- Formulate a precise, realistic goal using the criteria of a well-formed outcome
- Use calibration, synchronisation and reframing in an exchange
- Assess the value and limits of NLP in a professional setting

Target audience

- Employees, managers and teams who want to improve their working relationships
- Individuals, freelancers and project owners
- Students and learners from schools and training centres

Prerequisites

- No technical prerequisites or particular qualifications.
- Be willing to take part in simulations and group discussions in a supportive setting.

Programme

THEORY Theory Module — NLP – Neuro-Linguistic Programming

The module presents the origin of NLP and its presuppositions, representation systems (visual, auditory, kinaesthetic), rapport, synchronisation and calibration, the well-formed outcome model, reframing, as well as a critical look at the benefits and limits of the approach.

Objective : know the main tools of NLP and their framework of use.

- Presuppositions and representation systems.
- Rapport, synchronisation, calibration.
- Well-formed outcome, reframing and critical perspective.

Assessment : Quiz and formulation of a well-formed outcome.

Welcome & framing	15 min	Present the programme, objectives and schedule; gather expectations. Oral presentation, round-table introductions.	
The foundations of NLP	2h05	Origins, presuppositions, sensory representation systems. Interactive talk, concrete examples, group discussion.	Oral questions; mini-quiz.
Rapport and calibration	2h05	Build rapport, synchronise, calibrate the other person's signals. Interactive talk, concrete examples, group discussion.	Oral questions; mini-quiz.
Goal and reframing	2h05	Well-formed outcome, reframing; benefits and limits of NLP. Interactive talk, concrete examples, group discussion.	Oral questions; mini-quiz.
Summary & assessment	30 min	Go over the key points and assess what has been learned in the module. Group recap, participant feedback.	End-of-module quiz (pass mark ? 60%).

WORKSHOP **Practical Workshop — NLP – Neuro-Linguistic Programming**

Participants try calibration and synchronisation in pairs, spot representation systems in real exchanges, work on a personal or professional goal using the well-formed outcome framework and practise reframing limiting beliefs.

Objective : practise the basic NLP tools on real situations.

- Calibration and synchronisation in pairs.
- Working on a goal using the well-formed outcome framework.
- Reframing exercises.

Assessment : Observation of the exercises and goal formulated according to the criteria.

Workshop kick-off	15 min	Present the instructions, the confidentiality framework and the split into pairs or subgroups. Oral presentation, forming the groups.	
Rapport in action	2h05	Synchronisation and calibration exercises in pairs, with an observer. Pair and subgroup simulations, role plays, group debriefing.	Observation by the trainer; guided self-assessment.
Representation systems	2h05	Spot the preferred sensory channel in real exchanges; adapt your language. Pair and subgroup simulations, role plays, group debriefing.	Observation by the trainer; guided self-assessment.
My well-formed outcome	2h00	Work on a real goal using the framework; reframing exercises. Pair and subgroup simulations, role plays, group debriefing.	Observation by the trainer; guided self-assessment.
Debrief & review	25 min	Present your work, draw lessons and write a personal action plan. Oral presentation, group feedback, written action plan.	Written action plan and discussion with the trainer.
Satisfaction survey	10 min	Collect immediate satisfaction feedback. Satisfaction questionnaire.	Satisfaction survey.

Teaching methods and resources

In-person training at our premises or yours, in small groups. A mix of theory, hands-on workshops and practical scenarios.

Required equipment :

No particular IT equipment; room suitable for subgroup work

Assessment methods

Learning outcomes are assessed during and at the end of the training; an attendance certificate is given to every learner.

Accessibility

Training accessible to people with disabilities. Contact us before registering so we can study the adjustments needed.

Funding

Quote or training agreement on request. Qualiopi certification is being prepared: eligibility for OPCO funding will open once it is obtained.

Certification audit planned for T1 2027. No OPCO eligibility before it is obtained.

Trainer(s)

Claire Marguerie — Trainer — cognitive psychology, communication and NLP