

# Neuro Linguistic Programming (NLP)

## SUGGESTED READING

Following on from the *“Fundamental basics of NLP”* presentation and workshop I delivered at this years’ Businet Conference in Florence, I have produced this document which sets out a number of suggested reading titles for your future learning’s in NLP.

I have also provided a few names of UK based trainers who deliver NLP programmes and who would travel into mainland Europe to deliver NLP courses should there be a demand.

Thank you again for taking the time to listen and take part in my NLP workshop and presentation, I look forward to meeting with some of you again over the coming months.

Kindest regards and warm wishes for the festive period

David Allen

## SUGGESTED READING MATERIALS

### The Structure of Magic Volume I, John Grinder, Richard Bandler

*This book provides a solid grounding in the language patterns of NLP and is written by the founding fathers of NLP. As language is so important, this book explains how the structure of language reveals the underlying meaning and thinking of a person.*

### The Structure of Magic Volume II, John Grinder, Richard Bandler

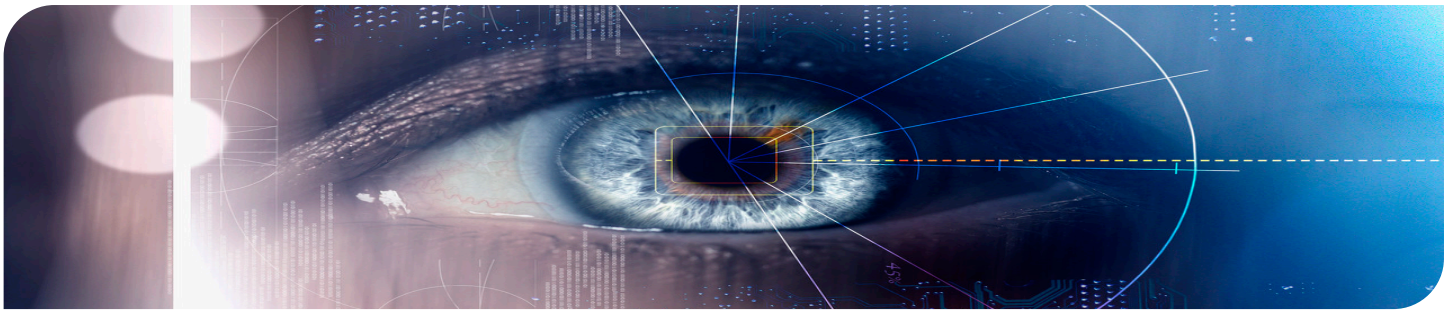
*Follows on from Volume I but is a less structured read. Expands further on the structure of language. Also introduced the Satir model. Contains the formal language structures that are used to form the basis of how much NLP is taught.*

### Frogs into Princes: Introduction to Neuro Linguistic Programming

*Whilst this book is actually the transcript of a seminar, and as such may take a short while to understand the structure, don't worry, there isn't any. It is however a very good introduction to NLP.*

### Modelling with NLP Robert Dilts

*Robert Dilts is one of the most prolific NLP writers. This book explains his NLP modelling techniques and introduces the Neuro-logical levels model. Even though some of this writing is a bit dated, if you are serious about modelling this is a must read.*



**NLP at Work: The Difference that Makes a Difference in Business.**

**Sue Knight**

*This is the book that I refer back to the most and helps apply NLP into a work context. It addresses NLP in three parts. It explains NLP in a broad sense, it sets out how you can use NLP in management and it provides a toolkit of detailed techniques and applications. An easy to read book full of practical NLP information.*

**The Motivated Mind: How to get what you want from Life**

**Dr Raj Persaud**

*A useful and fascinating insight into motivation from a psychiatrist's perspective and although it is not exclusively an NLP book, it is well written and full of tools and techniques that you can choose to model or use.*

**NLP Encyclopedia**

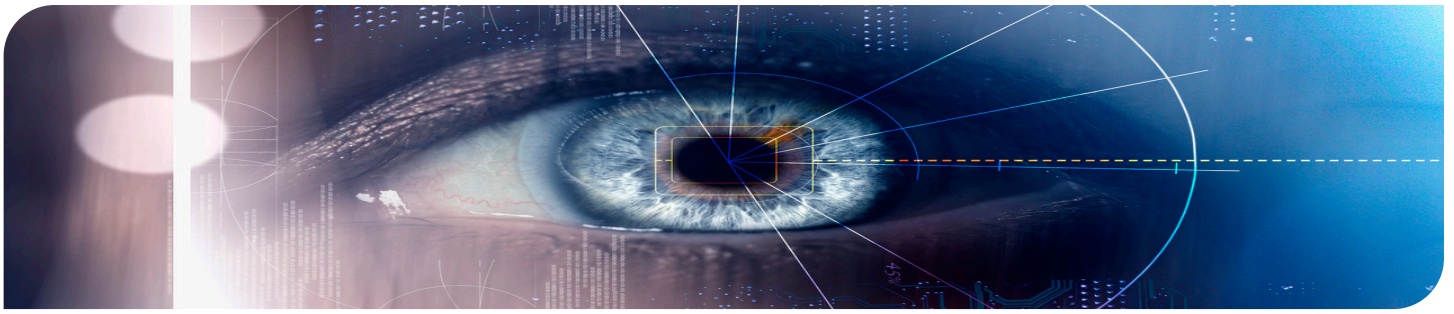
**Robert Dilts & Judy DeLozier**

*The definitive guide to NLP techniques and again one of the books that I refer to the most when preparing NLP sessions etc. The amount of information that they have put into this book is staggering with every single NLP technique and phrase being clearly defined and explained extensively.*

**Metaphors in Mind: Transformation through Symbolic Modelling**

**James Lawley & Penny Tompkins**

*NLP deals extensively with metaphor and modelling. So, whether you are already convinced of the power of clean language and clean space, or not, this is a valuable book. Building in David Groves' work, this book challenges you to work with metaphors and explains how you can do it.*



## SUGGESTED TRAINING PROVIDERS

Pitchblue Solutions has over 30 years combined experience of growing "people potential". They develop management competencies and grow leadership capability through delivering intelligent, meaningful and distinctive training solutions and help you realise your 'people potential' to sustain your business success.

Recognised as one of Scotland's leading providers of bespoke management training and leadership development programmes, we deliver measurable improvements in individual, team and business performance, giving an absolute return on investment.



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As well as offering a wide range of open courses, Pitchblue specialise in creating bespoke, in-company management and leadership development programmes made up of four different elements - training, consulting, psychometric testing and mentoring. Simply put, they create energised, confident, informed and successful, well lead and of course, well managed teams equipped to effectively handle all today's business challenges - ensuring business profitability, longevity and success. They use a wide range of tools and techniques when facilitating and training management development including emotional intelligence and psychometric profiling, business need analysis, bespoke management competencies and management competency frameworks and NLP (Neuro linguistic programming) based motivation profiling.



For the past 40 years, Stonebow has been improving the standard of training and development across a wide range of service-centered organisations to help them become more competitive, to help them grow and to help them retain their staff. Our experienced professional trainers have worked with a wide range of clients including Hilton Hotels, The Ritz, DHL, Virgin Active, National Express Ltd, Chelsea Football Club and The House of Commons, and design and deliver specific training and development programmes to meet individual client needs.

Stonebow's new suite of Management and Leadership programmes provides industry leaders with the tools they need to be successful. Based on the principals of NLP these programmes focus on wide a range of specific disciplines that help take businesses to the highest level and have been specially tailored to meet the needs of organisations that believe good leadership is key to what they do in order to maintain their competitive edge.

Stonebow's Accelerated Behavioural Change (ABC) for Trainers Programme is a cutting edge programme that enhances the skills of trainers by providing them with new tools and concepts, and giving them the opportunity to practice them. This three-day programme uses a mixture of concepts including Neuro Linguistic Programming, transactional analysis and accelerated learning with delegates learning new skills in engagement, communication, rapport, and group dynamics, to positively impact on the effectiveness of future programmes they deliver.

All of the programmes are of the highest international standard and are industry recognised.

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**If you are contacting any of the businesses listed above, please be sure to use my name as your point of reference.**

**Kind regards, David Allen**