



Business Trainings

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The Complete Package



Content:

- Who's Driving Your CAR?
Communication Awareness Responsibility
- Creating & Maintaining Rapport
- What You Say Is What You Get!
Using & Understanding Language
- Delivering a Killer Speech
- Communicating Effectively & Exploring
Sales Techniques
- Value & Believing in Your.....
- Learning & Teaching Skills
- Replicating Success
- Stress Buster
- Learning to Lead and Managing to Manage

The training times shown will vary depending on what previous trainings you've completed



Who's Driving Your CAR?

What's this about?

A three sessions, nine hour training looking at the fundamentals of communication

Communication

Awareness

Responsibility

Communicating with yourself and others, being acutely aware of how you do this, taking responsibility for your own and other people's actions

What will this get you?

An insight into how you interpret, construct and make sense of the world around you

The knowledge of how you communicate with others and them with you, making you consciously aware of words and how you speak them, your body language, how it's interpreted - and what makes you and them really tick

An awareness of how you are who you are, and who's really driving that car!

It'll enable you to take responsibility for your life creating more opportunities and choices, leading to a happier more fulfilling life

You'll get a deeper understanding of yourself enabling a deeper understanding of others

Who's it for?

Individuals and teams, who want exquisite communications skills, are curious about the world and want to explore their relationship with the world

Those persons who are willing to give it a go!

For more information?

Contact Paul Ludford at APLnlp, the details are below



Creating & Maintaining Rapport

What's this about?

A three hour training exploring the fundamentals of rapport

Exploring how you're able to create a climate of trust and understanding between two or more people, and maintaining it

Gaining awareness of your own and other people's unconscious responses to gain sensory based information from which you can assess where you are with others

What will this get for you?

An understanding of how you create and maintain rapport with one or more persons

Exquisite sensory acuity skills using your visual, auditory and kinaesthetic senses

An in depth understanding of how you communicate with others and them with you

A selection of practicable tools that will help you create and maintain rapport

More meaningful communication with family, friends, colleagues and clients getting you better results

Who's it for?

Management teams and individuals who wish to enhance their communication skills with their colleagues

Sales teams and individuals who wish to expand their client portfolio using trust and understanding

For anyone who's curious about how we do what we do

For more information?

Contact Paul Ludford at APLnlp, the details are below



What You Say Is What You Get?

What's this about?

A six hour training over two sessions exploring the fundamentals of using and understanding language

Learning how to truly listen to what people say, (because they don't) enabling you to analyse their language into a deeper understanding of what they really mean

Learning how you use language to get exactly what you want and exactly what you don't want

What will this get you?

A deeper understanding of how to use language to its greatest effect in getting what you want, whether it is written (report, letter, email) or spoken (meetings, lecture, social)

Exquisite listening skills enabling you to assess others language and its meaning

More meaningful, concise and accurate communication

An accurate assessment of what you and others really want

Who's it for?

Management teams and individuals who wish to enhance their communication skills with colleagues and friends

People who wish to have a deeper understanding of language and its usage

For anyone who's curious about how we do what we do and how others do what they do

For more information?

Contact Paul Ludford at APLnlp, the details are below



Delivering a Killer Speech

What's this about?

A three hour training focused entirely on public speaking, whether it is a speech, project presentation, teaching or a wedding

Notes on how to plan, prepare and practice

Tips and suggestions on format, content and structure

How to identify with your audience - using them to help you

Vocal delivery and working with your audience

A practicable toolbox for overcoming nerves and confidence issues

What will this get you?

A planned, structured, balanced approach

Confidence in being flexible and "going with the flow"

An awareness of your audience and their responses

An inner confidence allowing you to deliver that killer speech, presentation, lecture or best man's oratory

Who's it for?

Anyone

I've not met anyone who is absolutely comfortable with public speaking. Whether its preparation or pre match nerves, there's always something nagging away inside, and this includes me - how else would I know what to address

For more information?

Contact Paul Ludford at APLnlp, the details are below



Communicating Effectively

What's this about?

Six hour training in two sessions looking at how we communicate with others, and them with us

Understanding our use of language and how others interpret it and vice versa, how others use language and what they really mean

Understanding rapport techniques and learning how to truly listen

This Effective Communication training can be adjusted for sales teams to include specific selling and buying techniques/strategies

What will this get you?

An awareness of how you communicate with others and them with you, making you consciously aware of words, how you speak them, your body language and how it's interpreted

An advantage in all communications - people don't really listen to what they say, never mind what you say

An awareness of rapport skills creating trust and understanding

An understanding of the strategies people use to buy goods and services

A bunch of tools which assist in negotiation techniques

An inner confidence

Who's it for?

Management and individuals who are involved in negotiation, teaching and working with students and employees

Sales teams and individuals who wish to understand their existing strategies and techniques, and those who would like more tools in their armoury

Individuals who feel they do not communicate effectively and are nervous and tongue tied in groups

For more information?

Contact Paul Ludford at APLnlp, the details are below



Valuing & Believing in Your.....

What's this about?

A six hour, two sessions training looking at how you or your team value and believe in your company, product, team, partner.....etc

You explore how you really feel about your.....and assess its true underlying, unconscious value to you or your team

You are then able to re-assess those values and beliefs by creating new perspectives and strategies

What will this get you?

An open and honest review of your company, its personnel, teams, goods and services, enabling you to redefine those values, re-aligning the underlying beliefs

Personnel who understand and acknowledge the value and beliefs of the company, product, team, partner.....etc

Who's it for?

Senior management, sales teams and employees who interface with the public or clients

For more information?

Contact Paul Ludford at APLnlp, the details are below



Learning and Teaching Skills

What's this about?

A six hour, two sessions training looking at how you learn how to learn and how you learn how to teach - a deep understanding of one allows a deeper understanding of the other

Once you know how you learn, you know how to teach

What will this get you?

A deep understanding of how you learn, how you accrue the skills of learning, how you know what to learn and what not to learn

An appreciation of the different styles of individual learning and how you use those styles to the students and your own benefit

An understanding of how you create and maintain rapport with one or more persons, creating a safe learning environment leading to better communication with others and them with you

The skills of information chunking and how this relates to effective teaching and learning

Exquisite communication skills encouraging close interaction between student and teacher

Physiological skills in presentation and instruction with awareness of your student's response to your delivery

A planned, structured, balanced approach which allows the confidence in being flexible and "going with the flow"

An inner confidence

Who's it for?

Individuals who are involved in education, training and instruction at all levels

For more information?

Contact Paul Ludford at APLnlp, the details are below



Replicating Success

What's this about?

A six hour, two sessions training looking at success

What is success? What is it not?

What are the secrets behind success?

If one person can do it, others can, as long as the correct resources are available

What will this get you?

An introduction to physiological and psychological modelling

The knowledge of how to elicit the technical, physical and mental skills of a successful person and how these can be replicated and taught to others

Exquisite communication skills with a deep understanding of how we do what we do

An in depth knowledge of questioning and chunking enabling the skills to elicited from the model

A focussed mindset for success

An inner confidence

Who's it for?

Absolutely anyone who's interested in what makes themselves and others tick and would like to employ the physical and psychological skills others have shown possible

For those who want success and continuing personal development

For more information?

Contact Paul Ludford at APLnlp, the details are below



Stress Buster

What's this about?

Six hour training in two sessions exploring the causes of stress and how we can manage ourselves to manage this underrated dis-ease and potentially disabling condition

Assessing management systems and cultural behaviours which may increase the probability of stress related incidents

Identification of people at risk and those who are more susceptible

What will this get for you?

An understanding of the psychological causes of stress and the symptoms associated with its identification

Skills you can use to help avoid and deal with the psychological causes of stress

Techniques you can employ to avoid or reduce potential stressful situations

An understanding of the physiological causes of stress and the introduction of systems which reduce the probability of stress related incidents

The knowledge and ability to understand cultural and social behaviours which may increase the risk of stress related occurrences

An introduction to compliance with the HSE's Management Standards to Work Related Stress

Who's it for?

Pro-active management teams and individuals who wish to enhance their awareness and knowledge of stress and its ongoing effects and are enabled to take meaningful appropriate action

For more information?

Contact Paul Ludford at APLnlp, the details are below



Learning to Lead & Managing to Manage

What's this about?

Nine hour training in three sessions looking at how effectively you lead, inspire, manage and communicate with colleagues, staff and clients, and them with you - to get what you want

What will this get you?

First off, the skills and techniques of how to constructively manage yourself

The development of exquisite communication skills. How you communicate with others, by speaking, letter, email or text. And how you interpret other people's communication with you - true listening - understanding and using language

A deeper understanding of management systems and their inter-relationship with yourself and others

The knowledge of how you're able to create and maintain a climate of trust and understanding with colleagues, staff and clients

Effective management and leadership skills which inspire and are truly respected by those around you

Techniques enhancing your teaching and training skills enabling the "fine art" of delegation

The "fine art" of delegation and getting the most from colleagues ensuring their satisfaction and contentment

Supporting and valuing your colleagues and teams

Overall, a happier you, and happier colleagues - and more efficient productivity getting better results

Who's it for?

All levels of management and staff including coaches and trainers - I can't think of anyone involved in leadership or management who won't benefit from this

For more information?

Contact Paul Ludford at APLnlp, the details are below