



## INLPTA Standards NLP Diploma

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### Training Structure

Requirements for certification for INLPTA NLP Diploma are:

Trained by an INLPTA registered NLP Trainer or Master Trainer.

The certification training meets INLPTA training structure requirements.

- minimum of 30 hours of formal classroom training.  
(excluding breaks longer than 30 minutes)
- minimum of 4 days of formal course room training

The attended training meets the INLPTA accreditation competency standards and guidelines.

The candidate has successfully met the competency standards of INLPTA of NLP Diploma, as assessed by the registered INLPTA Trainer.

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### The assessment criteria for NLP Practitioner

**ATTITUDE** (embodiment of the presuppositions of NLP)  
**CONTENT KNOWLEDGE** (principles, techniques & skills)  
**BEHAVIOURAL SKILL** (demonstrated integration of learnings)

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#### 1) ATTITUDE

You are expected to demonstrate your behavioural integration and embodiment of the three legs of NLP at all times.

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#### 2) CONTENT KNOWLEDGE

You are expected to know the following NLP content at appropriate levels of principles, techniques and skills:

- \* The History of Neuro-Linguistic Programming
- \* The Three Legs of NLP
  - Know in detail what your outcome is (and is not)
  - Have the sensory skills to know when you are achieving it
  - Have the flexibility to change your behaviour until you get it
- \* The NLP Communication Model
  - The filters everyone has through which they perceive events
  - How an external event causes an internal representation
  - The effect of internal representations on our state, physiology and behaviour
- \* Rapport; how to build and improve relationship skills
  - Matching & mirroring; how people like people who are like themselves
  - Pacing & leading; how to test whether you have built a successful relationship
- \* Sensory Acuity
  - Fine tuning your senses to better understand the reactions of others (and yourself!)

- \* The Feedback Model
  - How to give and receive feedback positively
- \* Well-formed Outcomes
  - Ensuring that what you think you want really is what you want
- \* An Introduction to Submodalities
  - Understanding how you (and others) think
- \* Change of Perspective / NBG (New Behavior Generator)
  - A simple tool for solving problems and generating creativity
- \* Language
  - The power of positive language: say what you want to happen, not what you don't!
  - Chunking: the essentials of negotiating
  - Presuppositions: words that create mindsets (if, but, try)
  - Visual, auditory, and kinaesthetic styles, how to recognise them and use them to improve your communication
- \* Presuppositions of NLP
  - keys to personal development
- \* Simple kinaesthetic anchoring
  - How to "store" your resources (eg. confidence, happiness, calm) and then regenerate the appropriate resource whenever it is needed
- \* An introduction to Timelines
  - Discover how you personally structure time, and how to place a clear goal in your future.

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#### 4) BEHAVIOURAL COMPETENCE

ALL of the NLP skills listed above are required to be behaviourally demonstrated with both self and others.

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