

NLP Practitioner Certification Standards

Subject	Content	Competence	Demonstrations
<u>Fundamentals</u>	Definition of NLP NLP Language & Communication model Neuro-logical levels Well-formed Outcomes Presuppositions of NLP Sensory Acuity Behavioural flexibility	Explanation of NLP to non-technical listener Recognition of filters – own and others’ Identification of neuro-logical levels in conversation Create own WFOs and coach someone to WFO Behavioural integration of presuppositions Calibration Response to non-verbal cues Adaptation of behaviour to suit context	1 example 2-3 examples 2-3 examples 1 example of each 5-6 examples 2-3 examples of each 3-4 examples
<u>Rapport and Perceptual positions</u>	Rapport Pacing and Leading: <ul style="list-style-type: none"> • state • behaviour • opinion Perceptual positions The Meta-Mirror	Create rapport verbally and non-verbally Pace and lead Shift between perceptual positions and know which is appropriate Coach someone through the pattern	2-3 examples 1 example of each 2-3 examples 1 example
<u>Representational Systems</u>	Primary rep system Predicates Eye patterns New Behaviour Generator	Identification of primary rep system Identification and use of predicates Notice eye patterns and lead rep system Overlap and translation Coach someone through the pattern	2-3 examples 4-5 examples 2 examples 2-3 examples 1 example

<u>Submodalities</u>	Elicitation of submodalities Elicitation of Drivers Mapping across Submodalities Belief Change Phobia model	Accurate elicitation of submodalities Identification of drivers, formally and informally Appropriate use of contrast, successful mapping Clarity of process, successful belief change Identification of phobias	3-4 examples 2 examples 2 examples 1 example 1 example
<u>Strategies</u>	Detection and Elicitation Utilisation Changing a strategy Installation	Elicitation and testing Utilisation of strategies and calibration Ecological change in a strategy Successful installation of strategy	1 example of each
<u>States and Anchoring</u>	State elicitation Anchoring Circle of Excellence Collapse Anchors Chaining anchors Change Personal History	Elicitation of states in self and others Anchor states for self and others Coach someone through the pattern Coach someone through the pattern Coach someone through the pattern Coach someone through the pattern	2-3 examples 2-3 examples 1 example 1 example 1 example 1 example
<u>Language Patterns</u>	Presuppositions Hierarchy of Ideas Milton model Meta Model Metaphor	Identify and utilise presuppositions Use of questions to change logical level Identification and use of Milton patterns Appropriate use of Meta model challenges Creation of metaphor	4-5 examples 4-5 examples 5-6 examples 5-6 examples 1-2 examples
<u>Framing and Reframing</u>	Frames Reframing Six-step reframe Parts integration	Identification and use of frames Context and meaning reframing Coach someone through the pattern Coach someone through the pattern	
<u>General</u>	Ability to shift consciousness to external or internal, as required by the moment's task	Correct use of NLP terminology Give accurate NLP description of experience	