

Fun Manual

APPLY NLP TO PREPARE STUDENTS FOR A SWIFTLY EVOLVING ECONOMY

*This Fun Manual belongs to
the **extraordinary***



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Leadership

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Your presenter

Martin Probst
CEO – Chief Education Officer

My mission to maximise human potential with leadership strategies, so individuals can accomplish tangible achievements with confidence and fulfilment, has led me to:

- Teach over 9 years in a classroom setting
- Present at over 100 workshops and speaking engagements
- Author 6 Australian and international books and audio books
- Conduct over 1,000 hours of one-on-one coaching
- Write over 100 published blogs and articles
- Create a high-level leadership journal
- Serve as an adviser and member on various committees and boards

YOUR PRESENTER



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Tips for the reader

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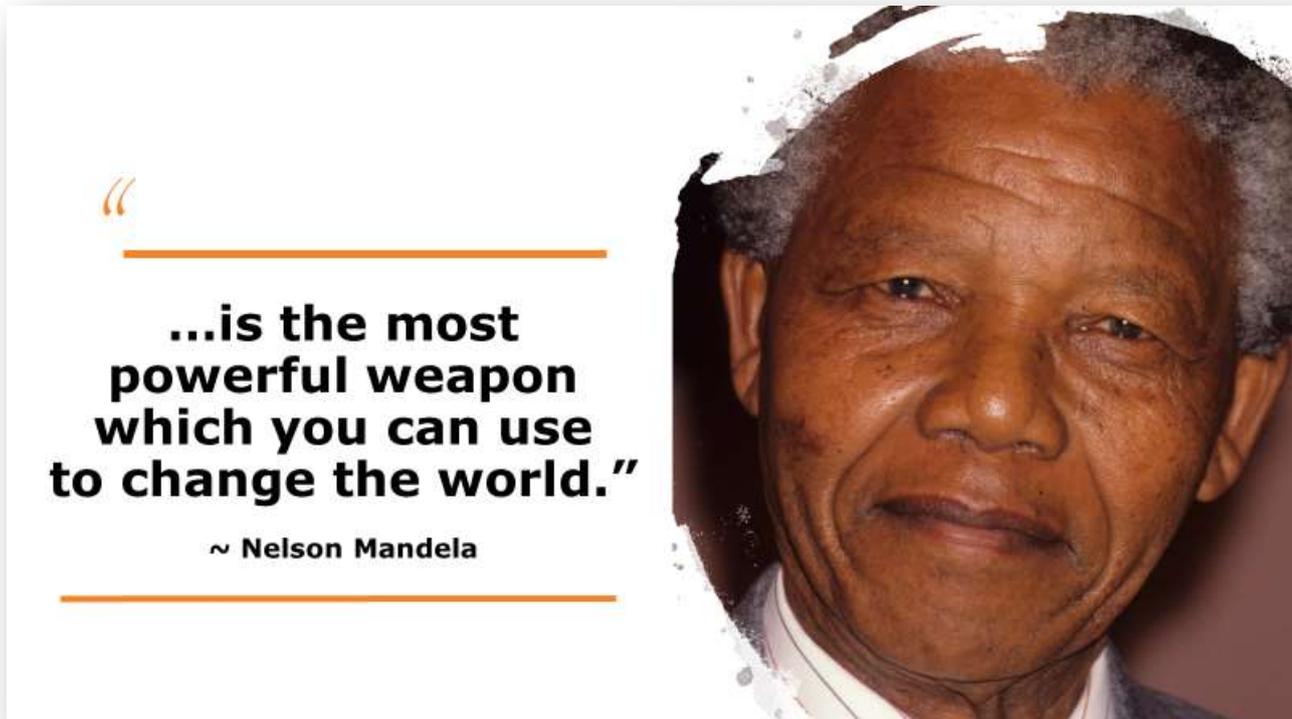
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Today's Focus

- **INNOVATION**
A success presupposition for a swiftly evolving economy
- **ABC OF NLP**
Concept and benefits
- **BRAIN POWER**
The Meta Communication Model in action
- **REINVIGORATE YOUR CLASS**
How to maximise human potential



Innovation

A success presupposition for a swiftly evolving economy

I think we have been on the path of innovation and change for some time now. The old way of doing things is getting buried, and there are new technologies that tilt and shift, birth and make way for tremendous newness. Examples of those are the internet, cloud, 3D printers, renewable energy, nanotechnology, robotics, blockchain, smart cities, autonomous vehicles and artificial intelligence.

Today, it's about quick change, rapid change, exponential change.

According to a 2017 [report by Dell Technologies](#):

- 85% of the jobs that will exist in 2030 haven't even been invented yet.

Another article by the [World Economic Forum](#) outlines that:

- 65% of children entering primary school today will ultimately end up working in completely new job types that don't yet exist

So, learning professionals and other leaders must get ready to adapt to the changing world, or even better, start disrupting the status quo and find new ways of teaching and learning. Remember:

“Nothing new comes out of the comfort zone.”

We need to be ready for disruption and we need to continue to build that shared experience with our students, the workforce and different industries. We're in this journey together! How else can we teach and equip our students with the skills of the future?

The skills of the future

According to Global Economic Forum discussions and research, the following are identified as

Skills of the future

Complex Problem Solving | Critical and Independent Thinking | Creativity | People Management | Coordinating with Others | Emotional Intelligence | Judgment and Decision Making | Negotiation | Cognitive Flexibility | Financial Savvy | Digital literacy | Ability to Collaborate | Etc.

...and the following are:

Required character qualities for a changing environment

Adaptability | Curiosity | Flexibility | Initiative | Leadership | Persistence | Resilience | Social & cultural awareness | Etc.

And all of these skills are not only connected to NLP models, but furthermore nurtured and enhanced by them.

Let me explain...



ABC of NLP

Concept and benefits

In all honesty; one of the biggest mistakes many of us make is to apply a traditional knowledge-based teaching style when we should be embracing brain-based learning strategies to ensure students can become curious, determined, adaptable and independent learners. Because only those who master critical thinking, emotional intelligence and complex problem-solving skills etc. will be able to evolve and grow in this ever-changing world.

Brain-based learning strategies such as NLP (Neuro-linguistic Programming) focus on engagement, accountability and practical outcomes. NLP is popular in the field of personal development and self-motivation, but its potential for teaching and learning is swiftly gaining recognition, too.

NLP is a methodology which, put simply, helps individuals understand the way they take on board information. And how they process that information influences their actions and, in turn, various outcomes which affect their lives. Applying NLP principles in the classroom can assist learning professionals to improve communication, establish and maintain rapport and create a challenging yet safe and supportive learning environment.

NLP opens up opportunities for the students because they no longer have to be unmotivated - they can be motivated by applying their natural motivation strategy. They no longer have to be disheartened by bad test results - they can learn to accept feedback for improvement rather than feel discouraged. They no longer have to be labelled as difficult students - they can learn how their mind works and how to use it differently, so they can achieve better results.

NLP explores the connection between neurological processes, language and behavioural patterns learned through experience, and teaches that these can be changed through various techniques.

NLP (Neuro-Linguistic Programming) explores the relationships between:

- **how we think** (*Neuro*)
- **how we communicate** (*Linguistic*) and
- **our patterns of behaviour and emotions** (*Programming*)

It enables us to unblock the structures of communication and human excellence. People can then think, communicate and manage themselves, and others, more effectively.

There are many NLP concepts and explaining all of them would fill many books (in fact, there are several good ones on the market...) and are beyond the scope of this event.

I will, however, cover the **Meta Communication Model** and the **Logical Levels** in more detail, because I believe that these are the two most important elements to understand if you want to take your teaching skills to the next level, and for your students to improve their ability to learn the skills of the future, which they will need to succeed.



Reinvigorate your class

How to maximise human potential

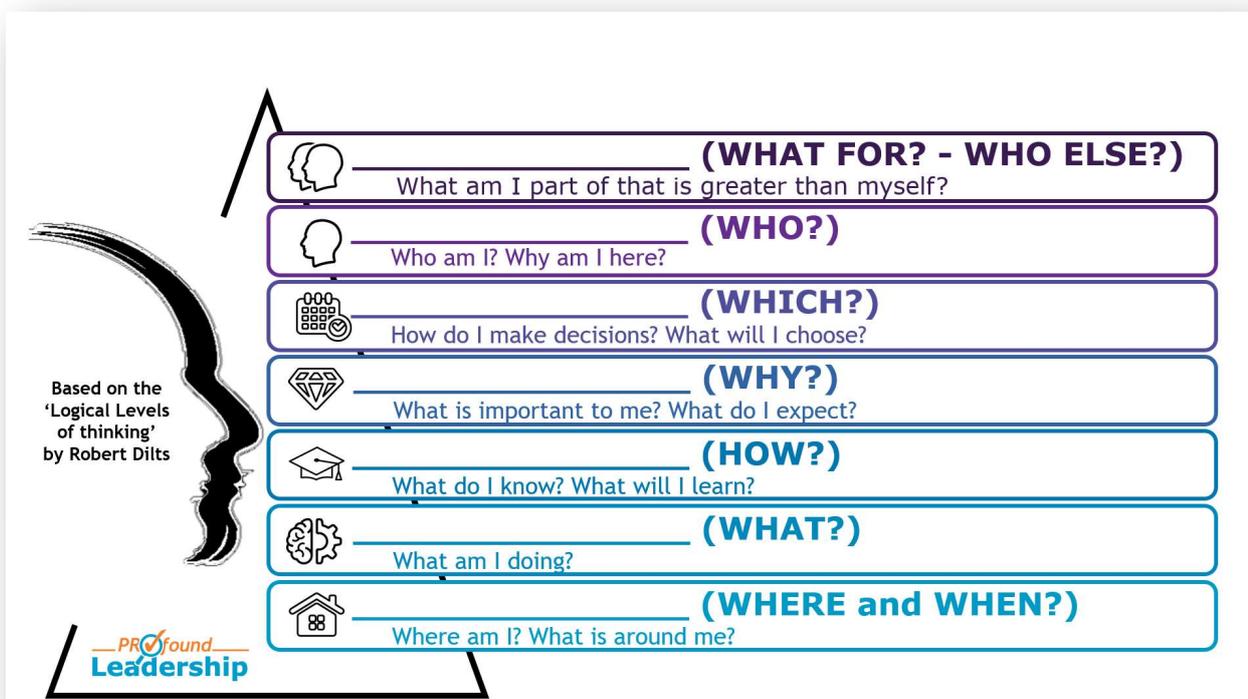
Logical Levels – The personality map

Understanding ‘Logical levels’ of NLP provides us with great insights and structure into our communication with others. Furthermore, it helps us understand what is going on inside of other human beings to support them, so they too can reach their full potential.

The ‘Logical Levels’ were originally developed by Robert Dilts. However, based on my extensive long-time experience working with countless clients, I took the liberty of adding one more crucial level (Choice).

This model is a powerful way to successfully tackle change, by breaking it down into different categories of information. It also demonstrates how various levels interact and relate to each other to accommodate:

- Keeping track of a vast amount of information in a structured way when dealing with challenges
- Organising our thinking, information gathering, and communication
- Understanding ‘what makes people tick’ and the relevance of the information provided
- Identifying at which logical level the issue occurs
- Recognising the most appropriate level of where a solution should be installed



Logical Levels – Increase leverage

The higher levels within this NLP model offer more leverage. The effect of each level is to organise and direct the information on the level below. Changing something on a higher level will automatically change things on the lower levels; changing something on a lower level can, but won't necessarily, affect the upper levels.

This is why many education programs, courses and qualifications prove to be unsuccessful. They often only focus on the behaviour and capability levels within a certain environment. We regularly learn new skills and knowledge but our values, beliefs and sense of identity, which determine whether we will use our new capabilities, don't change.

So, if you want to **reinvigorate your class**, maximise your student's potential and make sure that what they learn sticks and is implemented in real life, then education and change has to take place at the right level to truly make a difference.

By understanding these Logical Levels, we can easily identify what level the challenge occurs at, and depending on that level, we can teach our students:

- Powerful learning strategies on the capability level
- Positively affecting their attitude at the value level
- Challenge limiting beliefs and assist them in making smart decisions
- Creating a new identity and assist them in finding a powerful purpose, by...
- Getting a clear understanding of 'WHY' they study and what impact it will have for their future and how this aligns with their vision.

Asking powerful questions with curiosity challenges our students to think at the next higher level. It opens up new positive perspectives as well as encourages the individuals to make positive changes, which will allow them to move forward with more confidence and fulfilment.

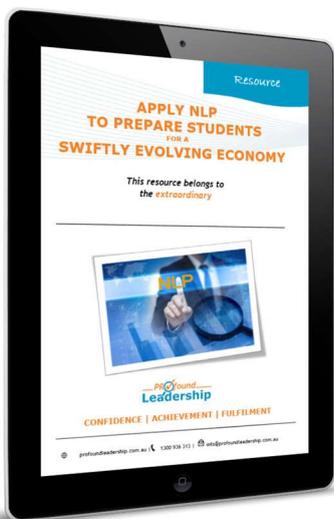
In short

NLP is a set of techniques and tools, which should never be considered in isolation. The beauty of NLP is that it is surprisingly easy to pick up and seamlessly integrates with any existing structure or lesson plan, yet the results are nothing short of astounding. It is a set of tools which enables individuals to achieve their potential as well as understand and adjust patterns of thinking and behaviours. This is not only useful inside, but also outside of the classroom.

In education, **we need to start teaching people 'HOW' to think rather than 'WHAT' to think**. This is a completely different mindset; the first one being independent thinking, whereas the second one teaches dependent thinking. And we all know that independent thinking becomes increasingly important in this swiftly evolving economy.

So, I encourage you to **"Dare to make a difference!"** not only in your life, but also in the lives of your students.





Download

YOUR FREE WORKSHOP SUMMARY

**To reflect on your learnings,
so you can implement
your new strategies with ease.**

<https://www.profoundleadership.com.au/vdcconference/>



Recap and way forward



What are your key learnings?

What will you implement right now?

What difference will it make?



Space for notes



I am looking forward to building on our connection. If you have any questions, please feel free to contact me.

“Dare to make a difference!”



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