



Frequently Asked Questions about NLP

By Stuart Tan

1. What is NLP?

NLP stands for Neuro (the study of the nervous system and perception) Linguistic (the use and structure of language in communicating with others) Programming (the changing or reinforcing of habitual patterns of behaviour).

NLP is known as the study of human experience and excellence. If you have ever aspired to be like someone, that is because you must have felt that this person had the skills or talent that you thought you could never have. NLP, however, can help you to distil this person's knowledge and competencies through an effective framework so you can be as skilled or effective as your model. Through modelling, NLP helps you to understand people, communication and influence. You will have the tools to create change in yourself and in others.

2. Why are there three modules?

Originally, we wanted to conduct a programme that was a full 8 days schedule, or a 4 weekend format. However, based on feedback, it was not possible for most people holding a regular job. Hence, we decided to break the programme into 3 separate stand alone modules. It makes it more comfortable, and allows you to take the concepts one chunk at a time.

3. Are the breaks too long in between to be effective?

No. In fact, the most important part is learning to master competencies that lie within each of the modules. It is more important to ask yourself where you will find the opportunities to apply what you have learnt and see how they work for you.

4. What are the origins of NLP?

NLP was based on the systematic study of language used by psychotherapists. The founders, Richard Bandler and John Grinder modelled the patterns of these experts and developed models that we can use, and replicate the success of these therapists. Today, the models are used cross-contextually, meaning to say that we can use these models not just in therapy, but also wherever we need to generate change for ourselves and for others.

5. Who attends NLP trainings?

There are a wide range of people who attend NLP training, most of whom are businessmen, corporate directors, HR managers, educationists and trainers. Surprisingly, a large number of students also want to attend the NLP training programme to boost their learning capabilities.

6. Is there any government subsidy for NLP training?

No. Government subsidies tend to focus on basic skills or skills for re-training. Moreover, it is a tedious process, and requires company sponsorship.

7. Who are the founders of NLP?

Richard Bandler and John Grinder founded NLP in 1972.



8. Who will be training me at the Practitioner certification? What is their background?

You will be trained by Adam Khoo and myself (Stuart Tan). Both of us were trained personally by Dr. Richard Bandler, and we keep up with his training methodologies. Adam's background is in business and is a highly celebrated entrepreneur, having used NLP to achieve the results that he wants. My background stems in the academic disciplines of psychology, linguistics, counselling and business. I'll provide the theoretical clarity required for a practitioner to execute the skills they need with precision.

9. What is the purpose of having a certification?

Most people want to be recognised for having learnt a skill. Others need a certification in order to progress to the next higher level, the Master Practitioner level. Those who fare well in our programmes will be invited to be our facilitators at subsequent NLP trainings that they have attended before, free of charge. Our practitioners may also look forward to working with us on coaching and training in certain areas such as Accelerated Learning, Presentation and Public Speaking or even Leadership training.

More often than not, people want certification so that they can eventually attain the NLP Trainer status. However, we would like to caution that it is more important for you to attain results in your life in order for you to become a credible trainer. Hence, whether you get the Trainer status is less important than being able to use the skills that you have learnt effectively.

10. Why do I sometimes see people who are "Master Trainers"?

A Licensed Master Trainer of NLP (if the title is as such) is an authentic qualification that is given by Richard Bandler to his most effective trainers. However, it requires you to have contributed to the field, and to have licensed a certain number of Practitioners before.

There are "dud" titles, such as Master NLP Practitioner, which is not authentic. The title Master Trainer alone does not mean that the person is trained in NLP, as he may carry a title that is assigned to him by his company. For instance, although I am a Master Trainer of the Adam Khoo Learning Technologies Group, I am not a Licensed Master Trainer of NLP. However, both Adam and myself hold the title of Licensed NLP Trainer from Dr. Richard Bandler.

11. Is it true that you can learn the NLP Practitioner course in 6 days or less?

Not yet. We take the benchmark from Dr. Richard Bandler who has not run a practitioner training any less than 7 days, and that historic time was a training in Bangalore a few years ago. Since then, most of his trainings run for 8 days.

12. What is the difference between Certification and Licensure? Is more certification better?

A certificate gives you the recognition that you have completed a programme with the right competencies. A license is the authorisation by the Society of NLP, an international organisation. The difference is that licensure allows people to have international recognition as an NLP practitioner. However, unless one intends to proceed to higher levels of NLP training or to become an NLP trainer, certification is usually sufficient.

More certification merely means more paper. We would recommend that you choose one that is the best. After all, it isn't how many certificates you have that matters, but rather **what you do** with what you know that is most important. We are keen to help practitioners to achieve their goals.



13. Why are you only offering Licensure Certification from the Society of NLP?

We are aligned with and committed to one organisation only. We believe that a marriage of minds is powerful only if we focus on getting the best from the best. The Society of NLP is the original society formed by Dr. Richard Bandler himself.

14. After NLP Practitioner training, can I train people in NLP?

No. NLP training requires you to have a certain set of skills and competencies in order to train others. This is what you will learn at the Trainer's Training in the US. However, you are free to share with friends, or to use NLP applications as part of your own training that you already do, assuming that you are an educator yourself. To reiterate, you can train parts of NLP as an application of your training, rather than NLP per se.

15. I want to be a trainer. Can NLP help me to be a trainer?

Yes you can. Those who complete the NLP Practitioner training will be on our list of facilitators, and we will select suitable facilitators to help us in our expanding training programmes in Singapore and the region.

16. I can attend only one out of the three modules because the dates are not accessible for me. Will there be other training dates?

The next available 2002/3 schedule is attached with this FAQ.

17. I have attended Anthony Robbins training. Is there any exemption for having attended his training?

We are not affiliated with Anthony Robbins. The Anthony Robbins seminars are also distinct from NLP in that he uses NLP as an application, whereas our training will provide you with the how to's. We can teach you the processes and precise skills of how to use NLP, allowing you to use it effectively and independently.

18. What is the difference between your training and those of your competitors?

We are the only training company that is recognised by the Society of NLP, and we take pride in the fact that we have used NLP to create concrete, public results in our own lives and in the lives of others. Most other training groups do not have such credibility. Moreover, with our strong practical AND academic background, we not only can provide you with a logical and clear understanding of how the mind works, based on well-researched studies in psychology and linguistics, we are also putting you through a practical experience. We can confidently say that no other training group in this region possesses the depth and breadth of knowledge and practice that we have to offer.

19. What kind of support do you provide for NLP Practitioners?

We encourage practitioners to return to the programme if there are sufficient seats available. You can take the opportunity to re-learn what you have learnt before, although you will have to commit to the time allotted for the training. We will eventually establish a network of Practitioners and encourage networking within your groups. You can email us a list of questions if you want to consult us on various aspects of NLP at the level at which you completed.



20. How can we verify if a trainer is recognised by Dr. Richard Bandler?

You may enquire from John LaValle, the President of the Society of NLP. Alternatively, you may request to see the trainer's certification, and the authentic signature of Dr. Richard Bandler himself in ink.

21. How many NLP trainings have you done?

I've conducted a large number of NLP trainings for companies as well as certification courses since 1997. The profile of NLP then was fairly low, however, I have managed to train close to 60 successful Practitioners of NLP, and another 10 Master Practitioners.

22. Other organizations are offering 12 days or more for their training, but you are offering 8 days. Are you leaving anything out?

We have structured our programme to cover all the ESSENTIAL TOPICS in certifying you as a Practitioner. Those that cover more than 8 or 9 days typically teach you things that are not essential topics. We believe that instead of learning things that are non-essential, you can focus on the essentials so that you can build your own models they way you want. In fact, as an indication of how we focus on the essentials, we are covering an equivalent of 12 days worth of training during our 8-day training, because our typical training day is far longer than any other.