



Christina Hall, Ph.D., Director
P.O. Box 104
Aptos, CA 95001
Tel: 831 688 8910
CNLPHALL@aol.com
www.chris-nlp-hall.com

Criteria for Certification as a Practitioner in the Art of Neuro-Linguistic Programming

The set of basic skills of communication competency can be organized as **Input Skills (detection)**, **Internal Representation Skills (processing, recognition)** and Behavioral **Output Skills (utilization)**. Each of the major content areas listed below consists of this set of basic skills.

At the Practitioner level, participants should be able to demonstrate a fundamental ability to utilize the basic concepts, skills, processes/techniques and patterns of NLP. It is important that Practitioners come to understand and appreciate NLP as more than only a set of techniques. The NLP Co-Developers have always emphasized that NLP represents an approach, an attitude and a methodology supported by a major set of operational presuppositions, values and modeling skills that have produced very effective techniques.

Practitioners should begin the process of internalizing and integrating the NLP Operational Presuppositions into their thinking and behavior. Additionally, the experiences of Practitioner training should emphasize the development of greater flexibility in thinking in ways that open up new avenues of discovery, learning, creativity and change for themselves and others.

1. **Representational Systems:**

- detect representational systems and sequences of representation systems through the accessing cues of the primary sensory modalities (VAKGO).
- make sub-modality distinctions in all primary representational systems.
- resequence habitual representational system sequences.
- demonstrate the ability to access information in each of the primary sensory systems.
- demonstrate the ability to communicate in all primary sensory modalities.
- overlap and translate representational systems.
- detect and make distinctions between simultaneous and sequential incongruities.

2. **Rapport-building:** Establish rapport (pace and lead) in all representational systems, non-verbally and verbally, through mirroring, direct matching and indirect matching, using the following:
 - whole and part body postures, gestures and facial expressions, eye accessing movements.
 - intonation pattern (e.g., tone, tempo, volume)
 - breathing pattern
 - predicates
 - sub-modality accessing cues
 - the language patterns of the Meta Model and the Milton Model
3. **Anchoring:**
 - elicit and install anchors in primary representational systems (in particular; visual, auditory and kinesthetic).
 - utilize basic anchoring principles and formats/techniques; directionalize and contextualize “resources” via basic anchoring formats. including, stacking anchors, amplifying anchors, collapsing (synchronizing) anchors, chaining anchors (i.e., sequencing responses), change personal history, the Phobia Cure), and future-pacing.
4. **Language Patterns:** Detect and utilize the linguistic distinctions of the Meta Model and the Milton Model as information-gathering and information-organizing tools.
5. **Outcome Framing:** Elicit well-formed and ecological outcomes/goals, including the set of distinctions called the well-formedness-conditions; utilize Backtrack, “As-If,” Relevancy and Ecology Frames.
6. **Reframing:** utilize basic reframing techniques, including, Content and Context Reframing; Reversing the Behavioral Presupposition; 6-Step Reframing Procedures; Negotiation models (including the Visual Squash).
7. **Sub-Modalities:** utilize basic sub-modality technology, including the principles of “critical sub-modalities and contrastive analysis, belief changes, Swish Pattern, and the collection of techniques referred to as “timeline.”
8. **Strategies:** Demonstrate basic strategy elicitation and utilization skills.
9. **Trance:** demonstrate basic trance induction and utilization procedures, the language patterns of the Meta Model and the Milton Model (e.g., analog marking, embedded suggestions, etc.)

Criteria for Certification as a Master Practitioner in the Art of Neuro-Linguistic Programming

The set of basic skills of communication competency can be organized as **Input Skills (detection)**, **Internal Representation Skills (processing, recognition)** and Behavioral **Output Skills (utilization)**. Each of the major content areas listed below consists of this set of basic skills.

At the Practitioner level, participants are introduced to the NLP operational presuppositions, which is at the foundation of the basic attitude, intentionality, methodology and technology of Neuro-Linguistic Programming. NLP Master Practitioners are expected to continue the process of internalizing, incorporating and demonstrating in their behavior the NLP operational presuppositions.

Additionally, NLP Master Practitioners are expected to demonstrate a growing competency, versatility and finesse in utilizing the basics of Practitioner training (as outlined in the Criteria for Certification as a Practitioner in the Art of Neuro-Linguistic Programming). And as they become more versatile and effective in the expression of both their language skills and non-verbal communication related to the following global areas:

1. Multi-level tasking, e.g., purposeful multi-level communication, including:
 - Detect the differences between the forms of conscious and unconscious mind communication.
 - Make the distinction between content and the form of the content.
2. Combining the various elements of the techniques to design customized interventions.
3. Building and utilizing states of consciousness and physiology that promote flexibility, variability, creativity and mobility in themselves and others.
4. Making conscious shifts in perspective, state and behavior (e.g., resequence habitual representational system sequences to interrupt and re-direct “unresourceful” states) to keep open opportunities for discovery, creativity and learning for themselves and others in ways that broaden the range of possibility and choice in thinking and behavior.

NLP Master Practitioners are also expected to demonstrate a growing competency in the following specific skill areas that include:

1. Meta Programs:

- Detect and identify the linguistic markers that presuppose the various Meta Programs, including the structures of Time;
- Elicit and utilize Meta Programs, not only as a set of “diagnostic” tools, but also as a pacing and leading tool, motivational tool, and as an information-reorganizing tool in the process of setting well-formed outcomes and making desired changes.
- In general, utilize Meta Programs and the structures of Time to work together as a system of resources.

2. **Advanced skills in framing outcomes:**

- Make the distinction between an outcome and setting a direction.
- Know the difference between remedial change and generative change.
- Determine response environments: context-based and content-based, for example, “predicting” the implications of change through time, essential variables for feedback, and appropriately generalizing change.

3. **Advanced Language skills:**

- Detect the linguistic distinctions known collectively as “Sleight of Mouth” Patterns.
- Reframing at different logical levels, using the various "Sleight of Mouth" Patterns, e.g., to weaken/strengthen a belief and redirect the process of generalization.
- Utilize Counter-Example Strategies, e.g., sort incongruities and conflict and reintegrate inside of larger functional frames in ways that expand the range of what is possible.
- Use language patterns more precisely and with purpose, e.g., design questions by presupposition.

4. **Values and Criteria:** elicit, pace, utilize, adjust (if appropriate), and operationalize for the purpose of supporting the process, for example, motivation, setting outcomes, negotiation procedures, conflict resolution, strategies, etc.

5. **Advanced Strategies skills:** elicit, design/modify and install strategies: learn how to use motivation, convincer, decision, and follow-through strategies inside of other intervention processes.

6. **Trance:** in addition to skills at the Practitioner-level, participants should begin to recognize, induce, and utilize naturally-occurring trance phenomena (sometimes referred as “conversational hypnosis” or “wake state” hypnosis).