

Manage your life,  
Through your mind.



# THE MINDTECH INSTITUTE

TRAINING & DEVELOPMENT

The MindTech Institute

[TheMindTechInstitute.com](http://TheMindTechInstitute.com)



**NEURO  
LINGUISTIC  
PROGRAMMING  
NLP TRAINING**

**THE MINDTECH INSTITUTE**

[mti.edu.au](http://mti.edu.au)

[themindtechinstitute.com](http://themindtechinstitute.com)

## The MindTech Institute

**Trainer/s:** Adam Musselli

**Dates:** Online Training (Anytime) | Workshops: visit our “Events” page.

**Location:** Online Training (Anywhere) | Workshops: visit our “Events” page.

*You can make reservations the following ways: visit our website and click on the “Events” tab.*

*To study online, visit our website and click on the “Online Courses” tab.*

*You may also email us at [info@themindtechinstitute.com](mailto:info@themindtechinstitute.com) or [info@mti.edu.au](mailto:info@mti.edu.au)*

**Websites:** [www.themindtechinstitute.com](http://www.themindtechinstitute.com)  
[www.mti.edu.au](http://www.mti.edu.au)

### Course contents:

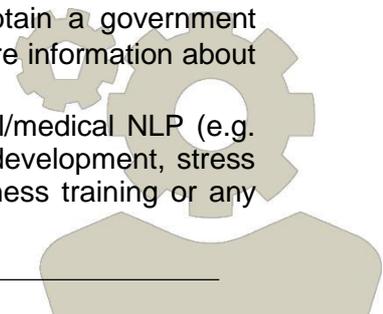
This is an intensive training in which you will learn the most advanced and most efficient methods of Neuro-Linguistic Programming (NLP). Based on the classic methods of John Grinder and Richard Bandler with further additions and refinements by The MindTech Institute you will come away with the ability to manoeuvre between different NLP techniques (classic and modern). By eliminating the guesswork and not wasting time on non-essentials, you will achieve convincing results with your clients in the shortest possible time. Goal and result oriented NLP – uncovering and immediate. We place the utmost importance on practical training during the course.

At The MindTech Institute you will benefit from our vast experience in training and development. In addition to classic NLP standard you will learn other techniques, including personal leadership, screening and psychological analysis, advanced communication patterns, slight of mouth techniques, how to handle clients and much, much more.

### What can I do after the training?

Upon completion of the training you will have all the necessary skills to successfully use NLP and, should you wish, start your own coaching practice. If you are already practicing NLP you will be able to more effectively apply your existing knowledge, and you may as well **apply** for a **diploma in counselling or advanced diploma in leadership and management** here at **The MindTech Institute**. Both diplomas are academic and internationally accredited and recognised... and both diplomas (**associate degrees**) are also available at The MindTech Institute through online study, and Recognition of Prior Learning RPL where you don't need to study if you have 2 years of work experience. You can also join our Fast-Track workshop where you can obtain a government accredited diplomas within weeks (condition apply). You can contact us for more information about the diploma...

The areas of application are vast, even if you do not want to get into clinical/medical NLP (e.g. depression, phobias etc.), but would like to focus on life coaching, personal development, stress management, sports, school, motivation, self-confidence, corporate and business training or any other daily challenge people may have.



**Duration of training:** **Online Training:** to be completed within 40 days each level upon enrolling.

**NOTE:** you must have NLP practitioner training level or equivalent before you enrol in the master practitioner level training. If you have not done the NLP practitioner yet, please enrol in and complete the practitioner level before you study the master practitioner. *For **NLP Practitioner and Master Practitioner Training as a bundle package** visit [themindtechinstitute.com](http://themindtechinstitute.com) and click on the online courses tab, or you can contact us.*

**Exam:** Multiple choice exam.

## Curriculum of The MindTech Institute – NLP Training

- NLP Practitioner and Master Practitioner Training include the following units -

<b>NLP Practitioner Level</b>	<b>NLP Master Practitioner Level</b>
<p><b>Introduction</b> Introduction and how to navigate through the course</p> <p><b>The Comfort Zone</b> How to break yourself free and build up enough courage and motivations to explore other alternatives in your life leading to finding more opportunities and a better successful life.</p> <p><b>Who's Running Your Life</b> An explanation of how most people fail to manage their lives and providing some solutions</p> <p><b>NLP Communication Model</b> What is the Internal Representation System/How the mind process events and experiences their effects.</p> <p><b>The Law of Cause &amp; Effect (C&gt;E)</b> Similar as Newton's third law and how it can be applied in life.</p> <p><b>NLP Communication Model</b> How the mind process events and experiences and their effects.</p> <p><b>Perception and projection</b> How people see the world and what is reality.</p> <p><b>Neuro Transmitters</b> What are neurons and how they functions.</p> <p><b>The Mind and Body Connection</b> The connection between the mind and the body.</p> <p><b>The Responsibility for Change</b> What is responsibility and who's responsible for change.</p> <p><b>The History of NLP</b> The most important points in the history and development of NLP. The most modern techniques. What and who was responsible for advances and setbacks.</p> <p><b>The Nature of NLP</b> How and why NLP works.</p> <p><b>Semantics / Vocabulary of NLP</b> The meaning of key terminology. Be able to intelligently discuss NLP and avoid the most important errors in wording. When certain words are used and when they are definitely avoided.</p> <p><b>The Hierarchy of Ideas</b> 80% of a successful NLP session depends on</p>	<p><b>Introduction</b> Introduction and how to navigate through the course</p> <p><b>Who's Running Your Life</b> An explanation of how most people fail to manage their life and providing some solutions.</p> <p><b>The Law of Cause &amp; Effect (C&gt;E)</b> Similar as Newton's third law and how it can be applied in life.</p> <p><b>Perception and Projection</b> How people see the world and what is reality.</p> <p><b>Neuro Transmitters</b> What are neurons and how they functions.</p> <p><b>The Mind and Body Connection</b> The connection between the mind and the body.</p> <p><b>The Responsibility for Change</b> What is responsibility and who's responsible for change.</p> <p><b>The Comfort Zone</b> How to break yourself free and build up enough courage and motivations to explore other alternatives in your life leading to finding more opportunities and a better successful life.</p> <p><b>Self-Management</b> What the unconscious, subconscious and conscious minds are, their roles and how you can use them to your advantage to develop excellent self-management skills.</p> <p><b>Self-Awareness</b> The importance of self-awareness to know yourself deeply on the conscious and subconscious level which can help you to better yourself psychologically, physically and spiritually.</p> <p><b>Self-motivation</b> There are rules of how the mind works, you'll learn how to tap on the conscious mind patterns hold will-power and how to utilize and use them for your own advantage which in return can motivate you to achieve specific outcomes and to avoid procrastination.</p> <p><b>Goals for the Training</b> Putting goals for this training.</p> <p><b>The Learning State</b></p>

the way you speak. Learn how and increase the chances of a successful session. How to communicate in a convincing manner according to the structured mind model.

#### States Vs Goal

The differences between states and goals.

#### Keys of Achievable Outcomes

The major keys for success and how to achieve goals.

#### Well Formedness Conditions

How to form successful conditions in your life.

#### Presuppositions

How to use them into your everyday thinking to make the best choices available. Learn how to access, strengthen, and sequence your resources.

#### The Prime Directives of The Unconscious Mind

The Unconscious and conscious minds relation.

#### Sensory Acuity

Various classic and alternative NLP techniques to profile and read people based on psychoanalysis.

#### Rapport Building and Strategies

The most convincing and most efficient method of inducing NLP in 85% of your clients. Many practical exercises to successfully induce NLP in others within a minute or less already on the first day of training. What to do when it does not work. How to handle exceptional cases and what should never be done. How to create bonding / likeness between you and others within seconds and how to maintain it.

#### Representational Systems

People do what they do and behave the way they behave based on the way they perceive and filter external experiences or events in their minds. Here you learn the most dominant filters in the mind and how those mind filters function and operate leading the behaviours and other internal and external events.

#### Language Patterns

Language patterns are important tools in your linguistic/persuasive toolbox and consider vital for influence through communication.

#### Body Language and Eye Patterns

The faster you can read your clients; the faster and more effective results to be achieved.

#### Synaesthesia and Dyslexia

What is Synaesthesia and Dyslexia and how to deal with it

A creative learning state technique.

#### What is NLP 1 & 2

What is NLP 1 & 2.

#### Advanced Metaphors

Since people respond to stories more effectively, here at The MindTech Institute you'll learn how to form stories and metaphors to create a huge impact on the people you are communicating with bringing forth an idea you have into life whether in business, therapy and/or training.

#### The Conscious Vs Unconscious Minds

The differences between the two minds.

#### Rules of the Mind

The mind works through patterns, since every pattern leaves its own signature it creates either positive or negative and sometimes both effects on our behaviours.

#### Presuppositions 1, 2 & 3

How to use advanced presuppositions into your everyday thinking to make the best choices available. Learn how to access, strengthen, and sequence your resources.

#### Prime Directive of the Unconscious Mind

The main directive of the unconscious mind.

#### Language

Learn how to use a different way of using language, a very powerful and advanced way to communicate with NLP language.

#### Language Patterns

Language patterns are important tools in your linguistic/persuasive toolbox and consider vital for influence through communication.

#### Body Language and Eye Patterns

The faster you can read your clients; the faster and more effective results to be achieved.

#### Presuppositions in Language

How to use advanced presuppositions into your everyday language.

#### Inductive Language

Another form of effective and influential language which can be used in business, education and therapy.

#### Reframing

How to use reframing or better known in media as "the spin".

#### Milton Model Review

Review Milton Model.

#### The Meta Model

You will discover what they are, why they're important and how to best utilize them.

### **Interventions**

How you work with people and provide minor changes in a short sessions.

### **Submodalities**

Submodalities in NLP are fine distinctions or the subsets of the Modalities (Visual, Auditory, Kinesthetic, Olfactory, Gustatory, and Ad) that are part of each representational system that encode and give meaning to our experiences. They are the building blocks of the representational systems by which we code, order and give meaning to the experiences we have. Submodalities are how we structure our experiences.

### **Contrastive Analysis**

A powerful systematic study of a pair of languages with a view to identifying their structural differences and similarities and how to use them in your communication.

### **Swish Pattern**

How to point your thinking in a new direction! You actually teach your brain a new way of responding to the negative thought (or trigger).

### **Language**

Learn how to use a different way of using language, a very powerful and advanced way to communicate with NLP language.

### **Hierarchy of Ideas**

Learn how we can move our thinking in a range from obstruct all the way to specific by using the Hierarchy of Ideas.

### **The Milton Model**

How to use the Milton Model which is a way of communicating with people in such a vague language, is, or almost appears to be hypnotic.

### **Metaphors**

Since people respond to stories more effectively, here at The MindTech Institute you'll learn how to form stories and metaphors to create a huge impact on the people you are communicating with bringing forth an idea you have into life whether in business, therapy and/or education.

### **The Meta Model**

You will discover what they are, why they're important and how to best utilize them.

### **Anchoring**

You'll learn the most advanced and effective "Anchoring" techniques and methods – which is simply a process of associating an internal response with some external or internal trigger so that the response may be quickly, and sometimes covertly, re-accessed.

### **Strategies**

How to use the most used and effective strategies which are a sequence of steps, much like a recipe, that we run through automatically in order to achieve a specific outcome.

### **Reframing**

How to use reframing or better known in media as "the spin"

### **Logical Levels of Therapy**

A comprehensive model of therapy work

### **Advanced Milton Model Program**

The most advanced and effective techniques of Milton Model Program and how to use them which are a way of communicating with people in such a vague way the language, is, or almost appears to be hypnotic.

### **Advanced Meta Programs**

Meta-programs are the keys to the way the mind process information and how people form their internal representations and direct their behaviours.

### **The Myer Briggs**

Understanding human's behaviour and types of personalities.

### **Complex Meta Programs**

Very useful technique to understand people characters especially in business, education and therapy.

### **Values and Human's Behaviour**

You'll learn the authentic value levels (psychological archetypes of people) and how to identify them. Values are things that are important to us. They are how we decide whether our actions are good or bad, right or wrong. They are high level generalizations that describe that which is important to you. These are crucial in counselling, business, psychology and social and behavioural science.

### **Screening and Psychological Analysis**

How to develop the skills of reading people's behaviour and skills. This is very useful to build strong understanding in how to profile individuals which can be used in many domains including Human Recourses.

### **Advanced Strategies**

How to use strategies which are a sequence of steps, much like a recipe, that we run through automatically in order to achieve a specific outcome.

### **Advanced Parts Integration**

Advanced Parts Integration technique creates harmony between Parts of the unconscious mind, so that their values are in alignment. A person with 'Integrated Parts' is more congruent, empowered and clear in their decisions and actions.

### **The Cartesian Coordinates**

A unique form of speaking where you can direct a conversation into ultra-dimensional communication.

### **Advanced Conversational Patterns**

Certain words have tremendous effects on people. You'll learn the most effective conversational patterns to be able to communicate with others more effectively and deliver your ideas efficiently.

### **NLP Negotiation and Mentoring**

Effective techniques in negotiation and mentoring by using NLP.

### **Quantum Presuppositions**

A unique set of embedded commands.

### **Quantum Linguistic**

How to use Quantum Linguistics in NLP to enable someone to overcome their problems, quantum linguistics is an advanced linguistic process that capitalizes on our

during sessions with clients to eliminate guesswork.

#### **Parts Integration**

Parts Integration technique creates harmony between Parts of the unconscious mind, so that their values are in alignment. A person with 'Integrated Parts' is more congruent, empowered and clear in their decisions and actions.

#### **Dissociation Technique**

A technique will enable most of your clients to dissociate from pain very quickly and simply.

#### **S.M.A.R.T Goals**

The most efficient and effective way to achieve your goals (this is not the ordinary smart goal).

#### **The 5 Steps Sales Process**

How you can communicate your ideas and sell most effectively.

#### **Marketing**

How to build and maintain a client base using the best marketing methods currently available. Where and how to advertise (Internet, homepage, newsletter, social media such as Facebook, YouTube, LinkedIn, etc.).

#### **Handle Objections**

How to handle the most common objections and how to respond to the major objections.

#### **How You Offer Your Services**

How you can offer your services professionally and effectively including powerful and useful sales techniques based on NLP and behavioural science.

#### **NLP in Business, Education and Therapy**

How to use NLP in Business, Education and Therapy.

#### **Exclusive demonstration videos of previous classes**

During the training we will review other demonstration from previous classes with other methods, techniques and experiences of other grads to help you become a really successful NLP Practitioner and/or Master practitioner.

multidimensional thinking.

#### **Quantum physics 1, 2, 3, 4, 5 & 6 and NLP**

How thoughts are formed in our minds and the relation between our perceptions of things we experience through our senses and their relation to our environment and belief systems. This segment is a true journey between the macro of events to their micro of effects and consequences in our lives delivered in the most elegant and unique scientific way without any jargons or fancy language which makes every person from all walks of life to fall in love with whoever they are leading to self-acceptance and self-appreciation as well as life in general.

#### **Meta Model III**

Detailed questions for specific results.

#### **Temporal Decision Destroyer**

A set of useful techniques to change people's decisions.

#### **Quantum Linguistic Review**

A review on quantum linguistic along with advanced techniques.

#### **Linguistic Resourcing**

How to manage and choose resource for your words and phrases.

#### **Going Beyond the Boundaries**

How to use certain language techniques to go beyond the boundaries of problems.

#### **De-Identification Process**

This pattern is useful for going beyond limiting (and therefore false) identifications, usually in the form of a CEq. Complex equivalence's are the language construction of identification.

#### **Changing Model Operators**

Words manipulations.

#### **Sleight of Mouth Patterns**

How to use SOMPs which are a delightful way to loosen the boundaries that individuals have built up around their "problems".

#### **Language Patterns**

Language patterns are important tools in your linguistic/persuasive toolbox and consider vital for influence through communication.

#### **Prime Concerns**

The interpretations of linking external events into people problems (stressors).

**Being, Doing, Having**

Powerful understanding of people's internal motivation, their limits and behaviours.

**Personal Leadership**

You'll learn how to be in charge of your life and help other with their self-esteem, confidence, self/emotional management.

**Advanced Submodalities**

You'll learn how part of each representational system that encode and give meaning to our experiences.

**Logical Levels of Therapy**

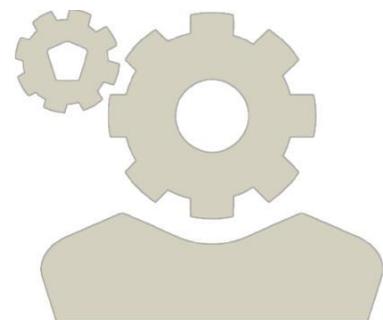
Therapeutic process based on logical levels.

**Modelling**

How to become successful at things by modelling the success of other successful people of the same field.

**Exclusive demonstration videos of pervious classes**

During the training we will review other demonstration from previous classes with other methods, techniques and experiences of other grads to help you become a really successful NLP Practitioner and/or Master practitioner.



## Certificates

All participants receive a certificate embossed with The MindTech Institute authentication seal (unless online you'll receive a printable certificate - for embossed certificates can be organised by post).

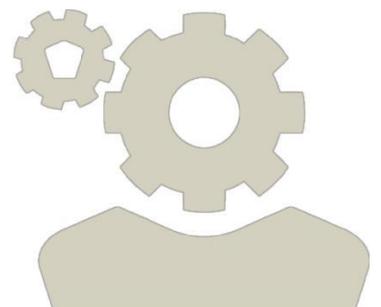
The certificates also include student unique identification number and QR code for verification purposes.

## Enrolment

Enrolment becomes effective upon receipt and full amount is paid.

You can always contact us to find out if there's a current offer.

*If the above payment methods on our "Check Out" page are not available in your country, you can email us at [info@themindtechinstitute.com](mailto:info@themindtechinstitute.com) to assist you further.*



## Instructor:

### Adam Musselli



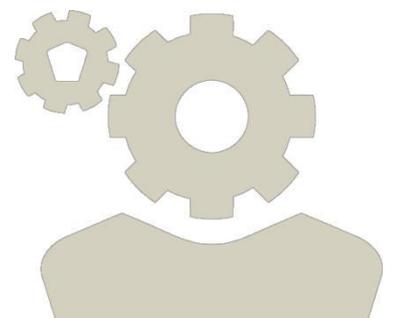
Adam has been in the field of psychology and social & behavioural science since the early 2000s and he's the lead trainer at The MindTech Institute. Adam's educational and experience background in understanding human's behaviour, sociology and psychology has given him a broad base from which to approach many topics.

The MindTech Institute and Adam Musselli have since 2007 been a symbol for effective, efficient and sustainable hypnosis and NLP methods and techniques which are taught in over 10 different locations across the world, and increasingly more people are discovering these easy and applicable techniques for their practices or as in therapies to solve personal issues and challenges as well as corporate and personal development training.

Adam included simplicity into his training which inspires and motivates many of his students. This simplicity is also expressed through a unique elegance and pleasant way in delivering his lectures, training and workshops. In addition, his multilingual, intellectual and academic background

give him the ability to engage his students and audience by using simple metaphors even when he's lecturing what is considered "Extreme Science".

Adam holds several seminars and many courses in Australia and abroad throughout the year. He runs in-class Advanced Diploma Courses such as in Leadership and Management, Marketing and Communication, Counselling as he is also the voice behind the online courses at The MindTech Institute.



## TRAINING

The MindTech Institute delivers all their qualifications and courses in Australia and abroad. They offer a wide range of training options with focusing on assisting individuals and businesses who wish to gain valuable knowledge and skills to achieve their best potentials leading to greater improvements, and many positive successful pathways and outcomes. The MindTech Institute offers the best cutting edge online training and workshops.

All courses, events and workshops can be found at The MindTech Institute's websites:  
[themindtechinstitute.com](http://themindtechinstitute.com) | [mti.edu.au](http://mti.edu.au)



## SERVICES

Collaboration is at the heart of every interaction with The MindTech Institute students and clients. Working in partnership to understand their key goals or/and business concerns. The MindTech Institute identifies what you want to achieve and helps you to see your personal goals, business or career goals from a new perspective - and then offer the right solutions to help you to grow. The MindTech Institute way of working with their students and clients brings flexibility and creativity as well as qualities which elevate their performance as an individuals, employees, business managers or leaders. The MindTech Institute main objective is to work with you to develop a clear path to reach realistic goals which are important to you and your business.



The MindTech Institute is a Registered Training Institute based in Sydney Australia offers various courses, diplomas, seminars and workshops delivered in class as well as online. The MindTech Institute is also known as one of the world leading recognized training institutes that can offer recognition of prior learning services which is also recognized world-wide through other institutes, colleges, universities as well as to study abroad.