



**Andalusia  
Teacher  
Training**

# **NLP FOR TEACHERS**

## **Neurolinguistic Programming in the school**

Erasmus+ KA1 Training Course in Córdoba (Spain)



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# NLP for teachers

NLP focuses on understanding how each individual processes information and learns in a unique way. By taking into account different learning styles, teachers can adapt their teaching methods to reach all students effectively. In addition, through anchoring and visualisation techniques, NLP enhances knowledge retention and memorisation, resulting in stronger and more meaningful academic performance.

Clear and effective communication is fundamental to the educational process. NLP provides tools to improve teachers' ability to express themselves with precision and empathy, which strengthens the bond between teacher and student. NLP also teaches teachers to actively listen and understand the needs and concerns of students, fostering an atmosphere of trust and respect in the classroom.

Managing emotions is essential for effective learning. NLP provides techniques to identify and manage negative emotions, in both teachers and students. By learning to regulate their emotions, teachers can maintain a positive classroom environment and help students develop key emotional skills, such as empathy, self-esteem and resilience.

## NLP & education, basic principles

- **Rapport.** In the educational context it is essential for bonding. It also allows for a strong and harmonious connection with others. By showing empathy, teachers can build a trusting relationship with students.
- **Calibration:** It involves being attentive to the non-verbal signals that learners emit. Through careful observation, teachers can better understand their students' needs and emotions.
- **Anchoring:** Associating emotions and resources to specific stimuli. Anchoring is a technique for attaching emotions and resources to specific stimuli.
- **Modelling:** Learning from the best to improve performance. Modelling involves identifying people who have achieved outstanding results in a certain area and learning from their strategies and behaviours.
- Harnessing **verbal and non-verbal language** to connect with learners. Teachers can apply NLP by using clear, positive and approachable language when talking to students.

## Course description

The teaching profession requires professional skills specific to the discipline being taught and large doses of communication skills to lead the group of students it accompanies during a school year.

NLP establishes three preferred channels for receiving information: visual, auditory and kinaesthetic. As teachers, it is important to know how to distinguish between them and to adapt to all three in the classroom and in life so that our students receive information correctly, whatever their preferred channel.

The way we teach is directly related to the way each student learns, thinks and communicates and can determine success in their learning and academic performance.

This course will provide teachers with new communication and motivation tools to enhance the teaching-learning process and classroom management. This will have an impact on the students, favouring learning through thinking strategies that will allow them to find out how to learn and successfully complete a given task, in short, "learning to learn".

## Learning outcomes

- Knowing your preferred teaching style.
- Learn how to present content in a way that takes into account the diversity of brains in the classroom.
- Promote a space for students to learn and participate, helping them to believe in their own abilities.
- Assume the role of "coach" of the students with a perspective of achievement.

## Details

- One week course
- Starting from 480€ (Cultural activities included) \*
- Min. 4 - max. 14 participants
- Certificate of attendance included (80% of attendance required)
- Available in Córdoba
- Also available in Spanish

\* A 60 € late registration fee will be applied if you register less than 8 weeks before the course start date.

# Tentative schedule

## Day 1. Course introduction

- Introduction and welcome
- CHECK IN. Emotions, expectations and focus
- What is NLP? Origin and importance
- NLP in the classroom

## Day 2. Learning styles

- The VAK Model
- Rapport in the classroom
- Pacing and leading

## Day 3. Blockages and catalysts

- THE FOUR SCENARIOS. EMOTIONAL BLOCKAGES
  - 1.Result orientation
  - 2.Resources
  - 3.Motivation and responsibility
  - 4.Strategies

## Day 4. Emotions and learning

- Emotions in the decision Making Process.
- The Emotional Cycle
- Emotions Vs Emotional States

## Day 5. System of beliefs

- Limiting and empowering beliefs
- The Pygmalion and Galatea Effect
- Patterns of certainty

This schedule describes likely activities but may differ significantly based on the requests of the participants, and the trainer delivering the specific session.

Course modifications are subject to the trainer's discretion. If you would like to discuss a specific topic, please indicate it at least 4 weeks in advance.

## About the provider

Andalusia Teacher Training is a training company founded in 2018 focused in the attitudinal training and the improvement of human performance. The company works with clients with the aim of increasing their results both in personal or professional areas, developing techniques and strategies in the areas of coaching, Emotional Intelligence, soft skills and Neuro Linguistic Programming (NLP).

Andalusia Teacher Training learns from the experience gained by its staff, professionals with years of background in the fields of training and the development and management of transnational projects in the frame of Erasmus + Program. Andalusia Teacher Training is currently made up of a multidisciplinary team of 8 people, with backgrounds in languages, translation and interpreting, psychology, international relations, pedagogy and communication.

In the field of international projects, the staff has a solid background in the development and implementation of funded projects in the frame of Erasmus+ and in the areas of entrepreneurship, leadership and application of coaching, Emotional Intelligence and soft skills to different fields. In the last five years we have been involved in more than 50 KA2 projects, of which more than 25 have been developed by our staff.



**José Antonio Alonso:** Has studies in Economics and Psychology. He is Master in Coaching and EI, Master Trainer in NLP (Spanish NLP Association), Expert in Gestalt therapy and Master in Ericksonian hypnosis.

**José Carlos León:** Coach with a large experience training teams, persons and organizations using EI tools. With a degree in English Philology, he has also been tutor in the Master of Coaching of the University CEU San Pablo and facilitator in the areas of EI and NLP.



# Enjoy training... and Andalusia

Obviously, training is a key aspect, but the environment makes the experience complete. That's why Cordoba is the best possible setting, the only city in the world with four World Heritage Sites by UNESCO, a city steeped in history and culture, and also the ideal place to discover Andalusia.

Less than an hour away by train you can enjoy the bewitching Seville, the cosmopolitan Malaga and the haunting Granada, as well as having some of the best beaches just two hours away by car. All in the best connected city in Spain by high-speed train, 1.45 minutes from Madrid and in the centre of Spain's most charming region. Are you going to miss it?





## How to get to Córdoba?

Córdoba has no airport, but there are excellent connections to our city from three international airports thanks to the AVE (High Speed Train):

- Madrid. 400 kilometres, 1.45 hours to Córdoba by train.
- Seville. 130 kilometres, 45 minutes to Córdoba by train.
- Málaga. 145 kilometres. 50 minutes to Córdoba by train.

**Málaga** is the best option, due to the high amount and variety of international destinations and the facilities to link your flight to the train.

**Madrid** International Airport Adolfo Suárez is the biggest airport in Spain and it has connections with all the important destinations in Europe. Flights use to be cheaper and both the frequency and the options are higher, so it is also a good chance.

**Seville** is another option, though destinations and frequencies are not the best. Check if it fits your plans.

**Train.** There are different companies offering connections from and to Madrid, Málaga and Sevilla to Córdoba. The sooner you book, the cheaper!!

- RENFE ([www.renfe.es](http://www.renfe.es)). In trains from and to Seville or Málaga, you will find AVE and AVANT. The service is the same, though this last one is cheaper. It happens the same from Madrid with AVE and ALVIA.
- IRYO. (<https://iryo.eu>). Cheap tickets if booked with months in advance.
- AVLO (<https://avlorenfe.com>). From June 1st 2023. Renfe low cost brand.

## Contact Us

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