



## **Progressive Universe of NLP [ PUNLP ]**

**Applied Fundamental of Neuro Linguistic Programming(NLP)**

### **“Applied Psychology with NLP”**

**Diploma/ Advance Diploma Program**



[www.punlp.in](http://www.punlp.in)

## ***PROGRESSIVE UNIVERSE of NLP (PUNLP)***

We are the pioneer in NLP Education. In our programs, students have access to world class content, curriculum which is in tune with industry, interactive workshops and practical learning.

We offer an intensive Applied Psychology with NLP Diploma/ Advance Diploma Program designed to address the contemporary needs of psychologists for the coming millenium.

**PUNLP** is formed with the objective of creating and offering NLP (Neuro Linguistics Programming) training and developmental solutions for individuals and to the corporate sector. It is led by training professionals with varied experience in customer service, marketing and human resource domain. **PUNLP** takes pride in having its client base in different segments, and has successfully delivered the products for their requirements.

**PUNLP** is an organization that aims at bringing changes of betterment that every human being aspires. In life, lots of people know what to do, but very few people do what they know. Knowing is not enough! One must act; one must take a step forward or move in the direction one wishes to go with definite aim in mind. Our innovative approach helps bring clarity to your current situation while empowering you with the tools to move forward. Let it be the students, professionals, businessmen, housewife or any other person from any other walk of life.

Empowering people to realize that they determine the outcome of their own lives is not always easy. In fact, it's usually an overwhelming task. Our organization aims at giving you the means to make alterations in your own values, rules and controls that will allow your lives to become much more productive and fulfilling. Our effort would be to provide arsenal of tools for lasting change as well as lessons for enriching the quality of life.

## **APPLIED PSYCHOLOGY with NLP PROGRAM**

The real purpose of education is to develop professional and entrepreneurship potential of students and to build their personality to deal with the challenges of the fast changing world. In the present scenario where the schools/ colleges are busy in preparing students for examinations these aspects hardly receive attention that they deserve. It is, therefore, necessary that out of school/ college activities are undertaken to compensate for this deprivation. It is well known that the experiences gained at the formative age shape their personality/ professionalism. With this view in mind Progressive Universe of NLP (PUNLP), Kanpur, has proposed to launch "Career Oriented Diploma/ Advance Diploma Courses for Professional Skills & Entrepreneurship Development" for college going as well as post college students.

The courses would be based on and through NLP (Neuro Linguistic Programming) method. The duration of the courses would be 9 months (diploma course) and 12 months (advance diploma). It will be included with a field work/ project work/ training.

This is a unique course on *Applied Psychology* based on NLP techniques, which are open-heartily adopted by today's fast results gaining corporate culture and education. NLP is now expanded into many fields; it is used in *Education, Therapy, Training, Coaching, Personal Change courses, Business Training* and much-much more. This course will pertain to various issues related to human & personality development.

### **PROGRAM STRUCTURE**

The program includes 20 topics, divided into four modules. Each module is of five topics.

<p style="text-align: center;"><b>Module – I</b></p> <ul style="list-style-type: none"><li>• NLP INTRODUCTION &amp; BRAIN WONDER</li><li>• STATE OF MIND</li><li>• COMMUNICATION</li><li>• RAPPORT</li><li>• PSYCHOLOGY OF ADULT LEARNING</li></ul>
<p style="text-align: center;"><b>Module – II</b></p> <ul style="list-style-type: none"><li>• MOTIVATION SKILLS</li><li>• ANCHORING</li><li>• OUTCOMES</li><li>• MODALITIES/ SUB MODALITIES</li><li>• PREFERRED REPRESENTATIONAL SYSTEM</li></ul>
<p style="text-align: center;"><b>Module – III</b></p> <ul style="list-style-type: none"><li>• TIME LINE</li><li>• VALUE HIERARCHY</li><li>• LEARNING/ PROBLEM SOLVING</li><li>• METAPHORS</li><li>• REFRAMING</li></ul>
<p style="text-align: center;"><b>Module – IV</b></p> <ul style="list-style-type: none"><li>• STRATEGIES</li><li>• META MODEL</li><li>• HYPNOTIC LANGUAGE</li><li>• SENSORY RICH LANGUAGE</li><li>• META PROGRAM</li></ul>

## ***ADMISSION MODALITIES***

**Eligibility:** Graduate / Pursuing Graduation (Any Discipline)

**Duration:** One year

**Medium of instruction:** Hindi & English

**Validity of Enrollment:** Students who pay full fee are required to complete all four modules of the program within a maximum period of two years from the date of enrollment.

**Examinations:** Examinations are conducted four-times in a year after each module.

**Certification:** The following Diplomas are issued by *Progressive Universe of NLP, Kanpur* to the successful students.

## ***ADMISSION POLICIES AND GUIDELINES***

### **Enrollment**

Applications received from students are checked for the basic eligibility criteria and the eligible students are enrolled into the program.

### **Rejected Applications**

If the applicants do not satisfy the eligibility criteria, the applications are returned to them along with all enclosures. Such students are, however, permitted to apply again after they subsequently satisfy the eligibility criteria.

### **Remittance**

The applicants are required to pay the fee as indicated in the Fee Schedule. The remittance can be done by Demand Draft or Cheque. Demand Draft and Cheque should be in favor of "PROGRESSIVE UNIVERSE OF NLP" payable at Kanpur. In case of Cheque, enrollment will generate subject to realization of the Cheque.

### **No refund**

The amount once paid is not refundable under any circumstances, except in case of rejected application.

### **Right to amend rules**

The Institute reserves the right to amend the rules and regulations wherever considered necessary and appropriate. Such amendments will be intimated to the students. Therefore, this publication and the descriptions contained herein are not to be construed as a contract binding the Institute to any specific policies. Possible changes include, but are not limited to curriculum and course content, passing requirements, eligibility criteria for examinations, fee schedule, refund policy, examination pattern, certification and designation, and such other matters as many may be considered relevant.

## **Guidelines**

The students are advised to read the following guidelines carefully before completing the Application Form for enrollment and the Fee Remittance Form.

- a- The Application Forms should be filled in Capital Letters.
- b- Please respond to all the information sought.
- c- Additional sheets may be used, if necessary.
- d- Ensure that the Application Forms are signed

## **Photocopies of certificates**

- a- Photocopies of certificates regarding date of birth and educational qualifications shall be enclosed with the Application Form for Enrollment.
- b- Original certificates should not be sent.

## **Enclosures**

Please ensure that your Application contains the following enclosures.

- a- Application Form for Enrollment into the program (with recent color photograph affixed).
- b- Copies of certificates of Date of Birth and Educational Qualifications/Mark sheets.
- c- Fee Remittance Form.
- d- Demand Draft/Cheque (whatever applicable) towards the payment.

The completed Application Form along with the required enclosures can be submitted or sent by speedpost/courier to:

**The Admission Officer  
Progressive Universe of NLP  
112/269, 3<sup>rd</sup> Floor, Gagandeep Apartment,  
Swaroop Nagar, Kanpur-208002,  
Uttar Pradesh, India**

## ***CURRICULUM of APPLIED PSYCHOLOGY with NLP PROGRAM***

### **1. NLP INTRODUCTION (Basics of NLP and Human mind made simple) & Brain Wonder:**

Definition of NLP/ What does NLP do/ Conscious/Unconscious mind/ Pillars of NLP/ Ecology/ Sensory acuity (use your senses to find the results) & Calibration/ Congruence/Incongruence/ Presuppositions.  
How human brain works/ How brain learns & generate behaviour/ Brain language-V.A.K./ Memory enhance skills

### **2. STATE OF MIND (Key to your success, happiness, wellness in such area of life):**

What is an Emotional state? /Components of a state/ Deletion, Distortion & Generalization/ How we create a state/ Relation between human behavior and state/ Crucial distinctions/ Resourceful and unresourceful states/ How to change a state.

### **3. COMMUNICATION**

Verbal & Non-verbal communication/ Effective listening/ Using predicates/ Three components of communication/ Public speaking

### **4. RAPPORT (Set rapport in 90 seconds and build your trust in other's mind for better and personal and professional results):**

What is rapport? / Body language (read unconscious behaviour) / Identify Physiology and Personal Representation/ How to build rapport by matching and mirroring/ Learn pacing and leading.

### **5. PSYCHOLOGY OF ADULT LEARNING**

Decision making/ Aim of learning/ Factors influencing learning/ The adult and his capabilities/ learning process/ conditioning/ learning principles

### **6. MOTIVATION SKILLS**

Know the reason why? / Convincing ability/ separate externals from internals/ Manage mismatches/ Respect values

### **7. ANCHORING (Take control of the triggers for uncontrolled behaviors and unwanted habits effortlessly, also create the triggers for confidence, motivation and happiness):**

What is Anchoring? / Procedure for setting an Anchor/ Stacking Anchors/ Chaining Anchors/ How to get rid of addiction/bad habits using anchoring/ How to come out of unwanted emotional setback with the help of Anchoring.

### **8. OUTCOMES (Set and achieve compelling life goals wisdom fully without being stressed):**

Outcomes vs. Goals/ Outcomes vs. Task/ Problem thinking vs. Outcome thinking/ Outcome thinking questions/ Structure of outcomes/ Evaluating present state/ Desired state and the resource/ Beliefs and outcomes/ Hurdles in achieving outcomes/ Outcomes and affirmations.

### **9. MODALITIES/ SUB MODALITIES (Human transformational technology made simple; Change what you don't want at the level on unconscious; Get what you want in life in an instant):**

What are sub modalities? / Checklist of modalities/ Sub modalities; digital or analogue/ Critical sub modalities/ How to elicit sub modalities/ Sub modalities Contrastive Analysis/ Changing sub modalities/ Swishh/ Fast Phobia technique/ Deleting unwanted negative memories/ Circle of Excellence/ Building positive beliefs/ Curing allergy/ Speeding up your healing power for any disease.

- 10. PREFERRED REPRESENTATIONAL SYSTEM (How we human beings represent the world in our mind; Look at the eyes, breath and words that anybody used and get a sense of what goes in his mind):**  
Senses/ Recognizing visuals, auditories, kinesthetics/ Predicates for different representational system/ Get a sense how visuals, auditories, kinesthetic people, manager and client produce their behavior.
- 11. TIME LINE (Take control of your 'background' to redesign your 'foreground'):**  
What is a Time Line? / How to elicit Time Line? / In-Time vs. Through-Time/ How to change the timeline? / Getting out of your past trauma through timeline mastery/ Master Time-management through Time line and make difference in your professional life.
- 12. VALUE HIERARCHY (Exploring deep mind programming of the choices that you make):**  
What are values/ Exploring values/ Creating alignment among our top values/ Why some people offer their life for a cause and why others do otherwise in the same context/ Understand one of the most significant 'causes' of human behavior.
- 13. LEARNING/ PROBLEM SOLVING (The most significant learning comes when we learn to see the things from a different point of view. Find new point of views for better results. Learn your inner alignment of motivation and ultimate life wellness):**  
What is learning? / Levels of learning/ Learning zone/ Boredom zone/ Anxiety zone/ Simple learning, Generative learning/ Neurological levels, Alignment/ Perceptual positions/ Exploring relationship/ Developing effective meeting pattern; Check your Neurological Alignment for happiness, wealth, wellness, relationship, motivation and business excellence.
- 14. METAPHORS (Listen to your inner mind closely; it uniquely says or shows you something for everything):**  
What are metaphors/ How metaphors design our world/ How to utilize the amazing power of metaphors/ See closely what metaphor you have for life, relationship, wellness (money/health), future/ Create new metaphors for better life.
- 15. REFRAMING (Redesigning your world; Find ways to release yourself and others from mental slavery):**  
What if Reframing? / What are NLP frames? / Where are NLP outcome frames/ Part integration (Bringing the conflicting group together and create an agreement frames)/ Six Step Reframing (Separating behavior from the intention and creating new options that result in a win-win for both sides)/ Using reframing for corporate, business excellence by bringing dysfunctional teams together/ Using reframing for resolving psychosomatic diseases.
- 16. STRATEGIES (Revealing why we do whatever we do; the inner programming & reprogramming):**  
What is Strategy? / What is syntax? / Essential ingredients of a strategy/ Main categories of strategy/ What is modeling? / How to elicit a strategy? / Strategy notations/ Find your different strategy for depression, motivation etc. / Installing a strategy/ New behavior generator/ The Walt Disney Creative strategy for unlimited creativity for your personal and professional growth/ Quitting smoking, eating addiction/ Exploring the strategies of learning disability, dyslexia and solve it for students.
- 17. META MODEL (Be the master of verbal communication; Overcoming verbal objections and get to real issue; Influence people with your precision question):**  
What is Meta-Model? / What does Meta-Modal do? / Different levels of language/ Language pattern of Deletion/ Language pattern of Generalization.
- 18. HYPNOTIC LANGUAGE (Power of Artfully unclear language; put people in hypnotic trance and talk to their 'unconscious mind' directly):**  
What is hypnotic language? / Why is it used? / What are Downtime/ Uptime activities? / Three phases of Milton Model/ How to use hypnotic language in everyday conversation and give command to unconscious mind.

**19. SENSORY RICH LANGUAGE (Power of Sensory engaging language):**

What is sensory language? / Why to use sensory language? / Shortcut to using sensory rich language/ The art of engaging people's sense through sensory language for effective communication.

**20. META PROGRAM (Exploring the hidden human motivational 'hot buttons'; Meta programs are strong influence on our behavior and personality):**

What are Meta Programs? / How to recognize and pace them? / Making the best use of Meta programs in developing sales/ leadership and enhance productivity.



Application Valid up to



Application No.  
14APND

## Progressive Universe of NLP

112/269, 3<sup>rd</sup> Floor, Gagandeep Apartment, Swaroop Nagar, Kanpur-208002

### Applied Psychology with NLP Diploma/ Advance Diploma Program

#### Application Form for Enrollment

Read carefully all the pages of this Document including Admission Policies, Guidelines before filling this Application Form

1 **PERSONAL DETAILS**

Name: Mr/ Ms \_\_\_\_\_  
(USE CAPITALS) (As it appears in Official Records, Underline Surname)

E-mail: \_\_\_\_\_  
(All applicants are mandatory required to give e-mail address for speedy communication and keep it update regularly. All communications from the institute will be through e-mail only.)

Citizenship: \_\_\_\_\_

Paste a recent color photograph.  
Photograph must not be larger than this box.  
Do not sign the Photograph and do not staple.

2 **ACADEMIC RECORD**

Examination Level	Qualification	Board/University/Institute	Marks (%)/Grade	Year of Passing
XII Class				
Bachelor's Degree				
Others				

3 **CURRENT EMPLOYMENT DETAILS**

Organization: \_\_\_\_\_ Nature of Business: \_\_\_\_\_ Date of Joining: \_\_\_\_\_  
Present Designation: \_\_\_\_\_ Address: \_\_\_\_\_  
Tele: \_\_\_\_\_ E-mail: \_\_\_\_\_

4 **COURSE OPT** Please tick an option which course you opt.

Diploma (9 Months)  Advance Diploma (12 Months)

5 **PERSONAL DETAILS**

Name: Mr/ Ms \_\_\_\_\_  
(USE CAPITALS) (As it appears in Official Records, Underline Surname)

Parent's/Guardian's Name: Mr/Ms \_\_\_\_\_

Address: \_\_\_\_\_  
(USE CAPITALS)

Nearest Land Mark: \_\_\_\_\_

City: \_\_\_\_\_ Pin \_\_\_\_\_

State: \_\_\_\_\_

Tel. (Off.): \_\_\_\_\_ (Resi.): \_\_\_\_\_

Mobile: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Applicants are advised to retain a photocopy of the completed Application Form of Enrollment for their records.  
The relevant enclosures should be sent along with required fee payments



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www.punlp.in

## Applied Psychology with NLP Diploma/ Advance Diploma Program

### Fee Remittance Form

To be submitted along with the Application Form for Enrollment into the Diploma/ Advance Diploma Program.

1 **PERSONAL DETAILS**  
Name: Mr/ Ms \_\_\_\_\_  
(USE CAPITALS) (As it appears in Official Records, Underline Surname)  
Parent's/Guardian's Name: Mr/Ms \_\_\_\_\_  
Address: \_\_\_\_\_  
(USE CAPITALS)  
Nearest Land Mark: \_\_\_\_\_  
City: \_\_\_\_\_ Pin \_\_\_\_\_  
State: \_\_\_\_\_  
Tel. (Off.): \_\_\_\_\_ (Resi.): \_\_\_\_\_  
Mobile: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

2 **FEE REMITTANCE** Please tick an option which course you opt.  
 Diploma (9 Months) (Rs. 9,000/-)  Advance Diploma (12 Months) (Rs. 12,000/-)

3 **LUMPSUM PAYMENT:** Amount Rs. \_\_\_\_\_ (Please tick)  By Demand Draft  By Cheque  
Remittance through Demand Draft/ Cheque (DD/Cheque should be in favor of 'PROGRESSIVE UNIVERSE OF NLP', payable at Kanpur)

DD/Cheque Details:	Name of Bank	DD/Cheque No.:	Date:	Amount

4 **DECLARATION:** I wish to apply for the Applied Psychology with NLP Diploma/ Advance Diploma Program. I have carefully read the academic and administrative rules and regulations of the Institute as given in this Document and Application Material and agree to abide by the same. I understand that these rules are only indicative and may be modified/changed/revised and the complete list of rules and regulations as updated from time to time will be given to me by institute. I understand that in case of withdrawn from the program I will not be entitled to claim any refund of amount paid. I agree that I will settle the amount with the Institute whether or not I continue in the Program. I understand that the Jurisdiction for all disputes (if any) relating to the Institute in only/exclusively Kanpur, Uttar Pradesh. I hereby declare that the information provided by me in the Application is true and correct to the best of my knowledge. My signature below certifies that I have read, understood and agree to the rules and regulations including my financial responsibilities.

Date: \_\_\_\_\_  
Place: \_\_\_\_\_

Signature of the Applicant