



PERSPECTIVES ON NEUROLINGUISTIC

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INTENDED AUDIENCE : Under graduate and post graduate engineering students and post graduate science students

INDUSTRIES APPLICABLE TO : Almost all corporate sector employee will value this course including sales professionals, business leaders and educators. This course is useful for students as well as for housewives

COURSE OUTLINE :

The proposed course is a program to use language of mind consistently to achieve a specific and desired outcome. This course aims to train a person to make an introspection of his or her own self. The course will also study the structure of subjective experience. Neuro Linguistic Programming focuses and polishes the human excellence and communication. This program works with modelling studying an expert in the field and then breaking down the process of what makes students successful into thoughts beliefs values and actions. Applying this process a student recognises his/her potential and ability to replicate the same meaningful results and discover the core aspects of success.

ABOUT INSTRUCTOR :

Prof. Smita Jha is currently working as Professor of English language and literature in the Department of Humanities & Social Sciences, Indian Institute of Technology, Roorkee. She has done M.A. in English (Gold Medalist) from Bihar University, Bihar. She has done Post graduate diploma in teaching English from CIEFL, Hyderabad. Prof. Smita Jha has more than 29 years of teaching experience both at UG and PG level. She has developed course on communication skill and stage fright for the B.Tech students, and running the topic at first-year B.Tech level for several years. She has published more than 60 papers in refereed journals. She has also written books on divers topics like Nativization of English prose, partition literature etc. Her research areas are Soft Skills, Linguistics, Indian writing in English, World Literature, Contemporary Literary Theory, ELT. She has supervised more than ten research scholars on various aspects of literature. She has done a Post-graduate diploma course in linguistics from Central Institute of English & Foreign languages, Hyderabad, India.

COURSE PLAN :

Week 1: Introduction to Neurolinguistic Programming with history and uses of NLP

Week 2: Introduction to four pillars of Neurolinguistic with sensory Acuity

Week 3: Presupposition of NLP, Goals and outcomes

Week 4: Negotiation and Persuasion with Emotionality and Stage/Anchoring