

*NLP: Hi Impact Teaching  
(Part A)*



**Mohd Jailani Bin Mohd Nor**  
PhD Mechanical Engineering, UK  
MSc Mechanical Engineering, UTM  
BSc Mechanical Engineering, IUM  
Certified Hypnotist (IHH)  
Certified Hypnotherapy (IHEH)  
Certified NLP Coach (ANLPM)  
Certified NLP Practitioner (NFNLP-USA)  
Certified LAR Profile Practitioner (SS CAN)  
Certified NLP Trainer for Students (ANLPM)  
Certified NLP Meta Re/Action Practitioner for Coaching (ANLPM)  
[jai@utem.edu.my](mailto:jai@utem.edu.my)  
[mjailani.mnor@aiu.edu.my](mailto:mjailani.mnor@aiu.edu.my)

**Certified NLP Practitioner  
Certified NLP Trainer  
(ANLPM)**

*Julani M. Nor (2018)*

---

---

---

---

---


---

---

---

---

---



- Beri izin kepada diri anda
- 'Enjoy' dan Santai
- Beri kerjasama untuk aktiviti

• **Katakan: "BOLEH!!!" 3x**

---

---

---

---

---

---

---

---

---

---

**WHAT ARE YOUR  
EXPECTATIONS?**

---

---

---

---

---

---

---

---

---

---

# CERITA: Mahaguru Aikido & Secangkir Teh



---

---

---

---

---

---

---

---

## ASAS DAN PRINSIP

- Neuro Linguistic Programming
- The Law of Attractions
- The Power of Your Subconscious Mind
- Incantation
- Subliminal Messages

@ManjaraJalanMinda

- Growth Mindset

Jalani M. Nor (28th December 2016)

---

---

---

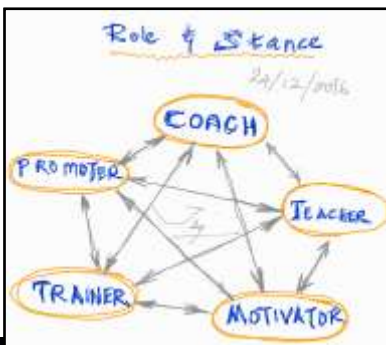
---

---

---

---

---



Jalani M. Nor (28th December 2016)

---

---

---

---

---

---

---

---

(Mahir Mengajar)



ari: Pembentangan oleh Prof. Dato' Abd Halim Tamuri (6/1/2017)

---

---

---

---

---

---

---

---

---

---



"If you can't explain it simply, you don't understand it well enough."  
Albert Einstein

**CONTENTS**

- Make your audience feel that they are the heroes.
- 7 Ways to make an unforgettable entry.
- Know the different types of audience, and speaks in a language that will attract their attention.
- Techniques in how to deliver a powerful content.
- 5 Amazing ways to end your presentation.
- Many more...




---

---

---

---

---

---

---

---

---

---

**LEARNING STYLES**



Juliani M. Nor (28th December 2016)

---

---

---

---

---

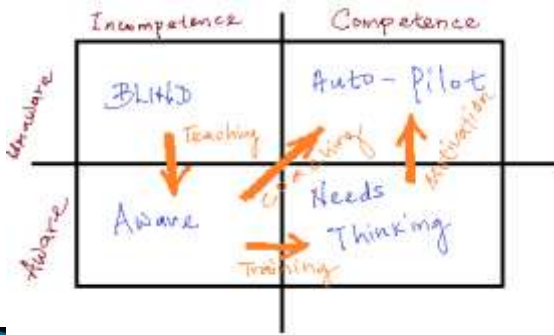
---

---

---

---

---



Julani M. Nor (28th December 2016)

---

---

---

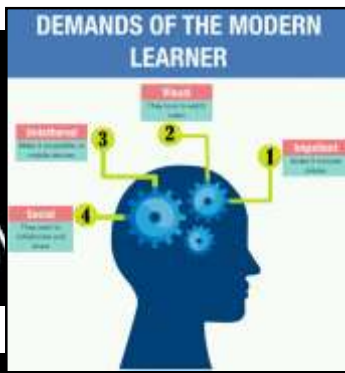
---

---

---

---

---



Julani M. Nor (28th December 2016)

---

---

---

---

---

---

---

---



Julani M. Nor (28th December 2016)

---

---

---

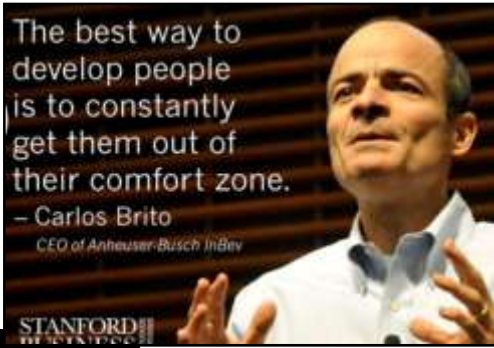
---

---

---

---

---



Julani M. Nor (28th December 2016)

---

---

---

---

---

---

---

---



Julani M. Nor (28th December 2016)

---

---

---

---

---

---

---

---



**YOU SIMPLY  
CANNOT  
NOT  
COMMUNICATE**

Julani M. Nor (28th December 2016)

---

---

---

---

---

---

---

---

**COMMUNICATION...**  
is simply the sharing of meaning.



*Jalani M. Nor (28th December 2016)*

---

---

---

---

---

---

---

---

---

---

**START WITH ASKING THE RIGHT QUESTIONS:**

**WHY ?**

**WHY NOT ?**

**WHAT ?**

**WHAT IF ?**



*Jalani M. Nor (28th December 2016)*

---

---

---

---

---

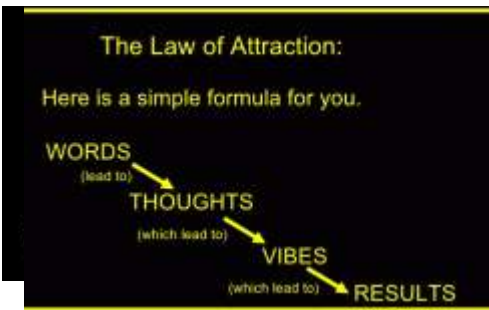
---

---

---

---

---



*Jalani M. Nor (28th December 2016)*

---

---

---

---

---

---

---

---

---

---

**RAPPORT**

- Process: Rapport is established by matching & mirroring.
- The major elements of rapport:
- **Mirroring Matching**
  - Mirroring (50%)
  - Posture
  - Gestures
  - Facial expression & smiling (Smiling)
- **TONALITY** (30%)
  - Voice
  - Tone (soft)
  - Tempo (speed)
  - Timbre (quality)
  - Volume (loudness)
- **WORDS** (15%)
  - Inclusions
  - Exclusions
  - Common experiences & associations.

Jalani M. Nor (28th December 2016)

---

---

---

---

---

---

---

---

---

---

**Hasil Yang Sempurna (Well Formed Outcome)**

1. Apa yang anda mahu?
2. Apakah pentingnya?
3. Bagaimana anda boleh mencapainya?
4. Apakah yang anda telah lakukan untuk mencapai apa yang anda mahu?
5. Apakah yang telah anda perolehi daripada tindakan yang anda lakukan?
6. Apakah yang anda perlu lakukan seterusnya?
7. Apakah sumber lain yang anda ada untuk mencapai apa yang anda mahu?

Jalani M. Nor (28th December 2016)

---

---

---

---

---

---

---

---

---

---

Research shows that people who have achieved success in different walks of life had precisely written goals or 'WELL FORMED OUTCOMES', - WFO in (NLP literature)

**SMART**

**I.P.Y.**

**Y.A.K.**

---

---

---

---

---

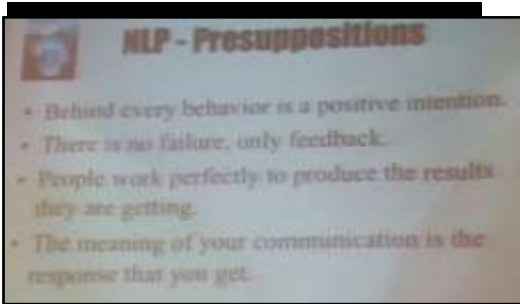
---

---

---

---

---



Julai M. Nor (28th December 2016)

---

---

---

---

---

---

---

---

### POWERFUL DELIVERY TECHNIQUE



---

---

---

---

---

---

---

---

### PART B

---

---

---

---

---

---

---

---






---

---

---

---

---

---

---

---

---

---




---

---

---

---

---

---

---

---

---

---




---

---

---

---

---

---

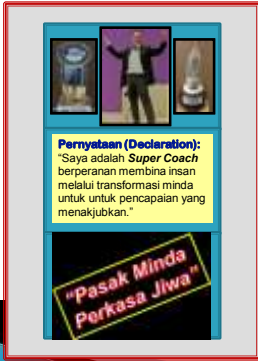
---

---

---

---

# 'VISION BOARD'



Jalini M. Nor (23hb Mac 2018)

---

---

---

---

---

---

---

---



Jalini M. Nor (28hb Disember 2016)

---

---

---

---

---

---

---

---



---

---

---

---

---

---

---

---

## KETAJAMAN DERIA

- › LIHAT/VISUAL
- › DENGAR/AUDITORY
- › PERASAAN/KINESTHETIC



---

---

---

---

---

---

---

---

## UJIAN V.A.K



---

---

---

---

---

---

---

---

### Orang Visual

- Mengingat apa yang dilihat, daripada yang didengar.
- Suka mencoret-coret sesuatu, yang terkadang tanpa ada artinya saat di dalam kelas
- Pembaca cepat dan tekun
- Lebih suka membaca daripada dibacakan
- Rapi dan teratur
- Mementingkan penampilan, dalam hal pakaian ataupun penampilan keseluruhan
- Teliti terhadap detail
- Pengeja yang baik
- Lebih memahami gambar daripada tulisan



---

---

---

---

---

---

---

---

## Orang Auditori

- Lebih cepat menyerap dengan mendengarkan
- Menggerakkan bibir mereka dan mengucapkan tulisan di buku ketika membaca
- Senang membaca dengan lisan dan mendengarkan
- Dapat mengulangi kembali dan menirukan nada, irama dan lagu
- Bagus dalam berbicara dan bercerita
- Berbicara dengan intonasi yang menarik
- Belajar dengan mendengarkan dan mengingat apa yang didiskusikan daripada yang dilihat
- Suka berbicara, suka berdiskusi, dan menjelaskan sesuatu panjang lebar
- Lebih pandai mengeja dengan lisan daripada menuliskannya
- Suka musik dan bernyanyi
- Tidak bisa diam dalam waktu lama
- Suka mengerjakan tugas kelompok

---

---

---

---

---

---

---

---

---

---

## Orang Kinestatik

- Selalu berorientasi fisik dan banyak bergerak
- Berbicara dengan perlahan
- Suka menggunakan berbagai peralatan dan media
- Menyentuh orang untuk mendapatkan perhatian mereka
- Berdiri dekat ketika berbicara dengan orang
- Mempunyai perkembangan awal otot-otot yang besar
- Belajar melalui praktik
- Menghafal dengan cara berjalan dan melihat
- Menggunakan jari sebagai penunjuk ketika membaca
- Banyak menggunakan isyarat badan
- Tidak dapat duduk diam untuk waktu lama
- Menyukai buku-buku yang berorientasi pada cerita
- Kemungkinan tulisannya tidak catic
- Ingin melakukan segala sesuatu
- Menyukai permainan dan olah raga

---

---

---

---

---

---

---

---

---

---




---

---

---

---

---

---

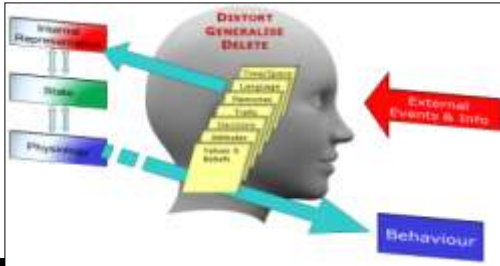
---

---

---

---

### MODEL KOMUNIKASI NLP




---

---

---

---

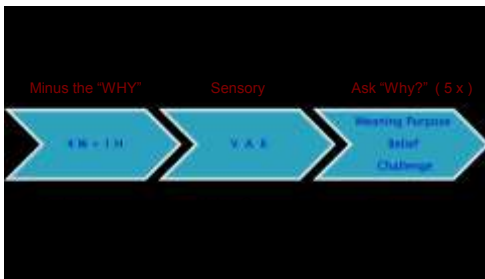
---

---

---

---

### THE ART OF ASKING QUESTIONS



Jalani M. Nor (28th December 2016)

---

---

---

---

---

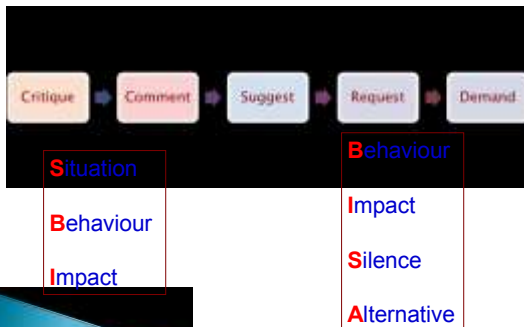
---

---

---

### THE ART OF GIVING FEEDBACK

(Feedback must be timely)



Jalani M. Nor (28th December 2016)

---

---

---

---

---

---

---

---

Practice, practice,  
practice

Repetitions strengthen the  
habit loop. The more your  
practice, the **easier** it gets.

*Julani M. Nor (28th December 2016)*

---

---

---

---

---

---

---

---

TERIMA KASIH

"Asal Usul Rasa Jujur"

*Julani M. Nor (28th December 2016)*

---

---

---

---

---

---

---

---