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# Engineering your brains

**N**EURO-Linguistic Programming was based upon replication. Design Human Engineering (DHE) is based on creation. Neuro-Linguistic Programming was based on how information is accessed sequentially. Design Human Engineering is based on how information is processed simultaneously.

For years Drandler studied how geniuses used their minds to accomplish what they did and was able to successfully replicate the results they produced. One day he noticed that all of the geniuses he knew got out of bed in the morning because they had to urinate. He decided that wasn't good enough.

Design Human Engineering takes for granted the opportunity to design internal strategies and states that are both dynamic and compelling. Think about how many good feelings you have. However many that is, it's not enough. DHE starts from the premise that, that which is already available to an individual is nowhere near what that person is capable of.

In order to design skills it is important that observation be precise and that the differences between what you want and what you don't want are extreme and therefore obvious. These are functions of internal processing. If you wish to know when you have rapport, the difference between being in rapport and not being in rapport must be so great that there is absolutely no question.

When you see someone you know very well, you know what kind of a mood they are in by the tone of voice they use. Design Human Engineering allows you to make the distinction in perception that will make the difference in action. If there is no difference in perception you will learn how to use your senses so that there is one.

When understanding how strategies work you must also understand how they function in relationship to other strategies such as the timelines that are utilized at a given point in time, the meta programmes that are active. The ability to design contextual shifts in all parameters simultaneously is the realm of Design Human Engineering.

When designing and using strategies it is necessary to make those distinctions which will allow you to accomplish the task at hand. The models that constitute Neuro-Linguistic Programming create sets of distinctions that allow us to communicate better as well as replicate behaviours that others are able to produce. Design Human Engineering not only allows you to create new strategies and skills but also allows you to create better motivation strategies to get the tasks, the strategies are useful for, done.

What is the difference between the best feeling you have ever had and the best feeling your body is capable of producing? How much control do you have over the feelings you produce, their intensity and when you produce them?

Why is Designer Human Engineering (DHE) needed in training? Ever wanted to read a person's mind? Or an insight into why someone thinks the way they do? DHE provides a step in the right direction. Based on the successful principles followed by great communicators, DHE is a technique invaluable for anyone interested in improving personal and professional performance.

In today's competitive business environment, DHE could provide a vital competitive edge. By introducing the principles, and demonstrating how people construct their thinking processes and experiences, phenomenon's DHE workshop provides a real understanding of another's view in a situation. You will also learn how to adopt your style to maximum effect. This programme will provide essential skills for a wide range of communication situations, from rapid rapport building through to negotiation. It will offer practical skills for any management scenarios from managerial decision making to team building by improving the effectiveness and efficiency of communication and training.

Who should participate? DHE will benefit a wide range of personnel in organisations of all sizes and sectors. It will particularly interest progressive people who want to increase control of their own experience and the effect they have on others. It will attract interpreting individuals who seek success from building their rep-

ertoire of communications skills. What is accomplished? As a result of this workshop people will be able to: Distinguish between different styles of thinking and behaviour in themselves and others. Communicate more effectively. People who have different communication styles - visual, aural or kinesthetic, enable them to draw on their strengths. Preserve lasting access, adapt the style to facilitate effective work relationships, change the state of mind, transmit it will.

Phenomenon's DHE workshop improves intuition and ESP, guiding participants to make more informed decisions with the help of their unconscious mind. Communication skills, improving interaction with clients leading to greater understanding and rapport, team building skills, enabling you to function as an effective and efficient team player based on DHE Games Personal healing, a happy mind and a healthy body makes a banker more effective both in his personal and professional life.

What the workshop can include? Fundamental pre-suppositions of DHE, representational systems of the brain, and how that influences different ways in which people think, communicate and act. Behaviour techniques to create rapport, and how to apply ideas in teams, organisations and in business.

Muri Menon