

Certification Standards

The LAB Profile Consultant/Trainer Certification has an international reputation as being of the highest quality of learning. Graduates of this program are respected for their high level of skill, abilities and ethics. To this end, each of our graduates know how to do the following:

1. Candidate can profile a person accurately and give behavioural feedback regarding that person's Patterns.
2. Candidate knows all of the LAB Profile Patterns by name, can behaviourally describe each Pattern and give real life examples for each Pattern, and knows the Influencing Language for each Pattern.
3. Candidate can recognize LAB Profile Patterns from conversations, videos, recorded audio conversations, other conversations, behaviour and written text.
4. Candidate can elicit Patterns in conversation and respond with the appropriate Influencing Language. Candidate notices when she/he is using inappropriate Influencing Language with a subject and can switch to appropriate Influencing Language.
5. Candidate can recognize Contexts from a subject's conversation and knows when the subject has switched Contexts.
6. Candidate can adapt the LAB Profile questions for different Contexts while respecting the integrity of the question.
7. Candidate can make a professional presentation on the LAB Profile or a LAB Profile Pattern, illustrating its use in a specific Context for a specific audience.
8. Candidate demonstrates a skilled respect for the individual and / or group she/he is working with and the system/family/organization to which the "client" belongs.

NLP Presuppositions

1. The existence of the unconscious. It is possible to communicate with a person's unconscious and this communication is the most powerful.
2. One cannot not communicate.
3. The map is not the territory. There is a huge difference between the world as it is and the world as we experience it. We create a representation of the world which suits us. If one changes one's internal map, one changes one's experience of the world.
4. Language is a secondary representation of one's experience. When we communicate verbally, we give only 1 or 2% of what we have actually experienced. The language we use is "twice removed" from the world as it is.
5. The best quality information is behavioural.
6. All behaviour is oriented towards adaptation. People make the best possible choices they can at any given time.
7. It is useful to separate one's behaviour from oneself.
8. All behaviour has, at its origin, a good intention.
9. All external behaviours or internal states mean something and are useful.
10. The mind and the body are part of the same system. They work together and influence each other.
11. The meaning of communication is in the response.
12. The law of requisite variety: The element of the system which has the most choice is the one that controls the system.
13. Each person has all the resources within that he/she needs.
14. The perceived frame around a situation gives it its meaning.
15. Human beings are more complex than the theories that describe them.