

## **RAPPORT - NLP TECHNIQUES**

The Report is a very interesting technique of NLP (Neuro Linguistic Programming), this technique finally gives us the ability to create effective communication with people who need to communicate, making using the Rapport, who use it during a communication to convey a message that would normally cause a conflict under the rapport this message is taken in a comprehensive way.

In order to define the rapport we could say in words that is easy to understand how, ability, intelligence and dexterity of a human being to be placed on the scalp of another and understand it, to enable effective communication after making us really understand .

Beyond all this, establish rapport with a person, is equal to being in tune with the other person, is to establish a harmonious connection, when a person gets to be in a consistent state to another, which dominates the conscious state is the one who dominates those who are in this state.

For example we can say scientifically, our central nervous system is like a "red", "wiring" once we get to understand how the network, the wiring of a person, understand how to access your network and send information, which comes with success!.

Obviously, the rapport is used as a system of influence, couple, family and society.

We can also define the Report as a way to guide people into states of consciousness known who consciously want to take, or create a new emotional state and bring them to him in the end is a neuro linguistic programming tool.

Rapport is the science of being comfortable with others and that others feel comfortable with one.

The ability to reduce the perceptual differences between people faster.

Have you noticed that when you meet someone, you like instantly? and like to be with that person, while other you'd be as far as possible.

One should not think much to understand that when people you love, you want to be like them. Have you noticed how good friends you have the same gestures and use the same words. Rapport is the key to be like the other person.

Rapport can be defined as in several important areas for any human being. Work, Family, The Family, Friends, Business, etc.. Using the techniques of effective communication rapport got to the people and convey a message on a subconscious level, causing the person with whom to communicate, positively see everything we say, so the rapport is also a seduction technique .

No doubt the Report is to create good impressions of us at first sight in people, which used wisely, can do that in public office are really helping us, and do your work for you with pleasure!.

Rapport is used to break the ice, ie starting a communication, whether known or unknown group, with one person, and so on.

Rapport is used as an ice breaker inadvertently or deliberately by teachers.

### Making the Report

Ways to make rapport are varied, but all agree on creating a mirror at the visual, auditory and kinesthetic with the person or group that wants to establish.

For the Report uses the following forms:

Copy wedges and verbal structures (ways of speaking).

Copy the body language of subtle ways.

Copy the audio portion: Tones, Ringtones, volume, time, etc..

Copy to the possible mode of breathing.

Rapport, often also encompass the name attribute, it is actually creating everything as our receiver, but on our way. We must be clear that to achieve the Report, we need to enter the country model of the person psychological and understand.

Before detailing the techniques of rapport, we must understand that in a letter there are several kinds of impacts, but although it is incredible, it's very interesting to understand verbal language is not 100 percent effective, since their impact is simply a 7% content of 38% words and intonation, body language while 55% covers the impact seems not incredible?.

#### 1. Body language:

We copy the body language of a very subtle way, if you move an arm, we move the arm (we will never be in evidence and be dull), copy posture, pacing the eyes, head turns, the speed movements and all kinds of facial and body gesture.

#### 2. The verbal language:

Surely we have to focus on the intonation of our words, learn to practice the tones, speeds, times and ringtones combined with a logical content for our receiver. We encompass the tones, timbres, time to establish rapport at a verbal level, while it at the level of body language.

#### 3. Personality:

Our host, according to their personality, psychic structure is formed by his family, social, country, culture, etc.. The personality of the receiver, is certainly one way to express yourself, where you use wedges, and ways of speaking, since we have to talk to their speech as if it were our own!.

• She (kinesthetic): "I feel a little hot"

You: "Why do you feel hot?"

It would be wrong if you said: For these heated?.

Another example:

• Her: "I've seen a big change lately!"

You: "What changes have you seen?"

These are some of the ways to copy the structure.

4: Breathing:


Encompass the breath of our receiver, we help a lot to even talk to the same speed, pitch and timbre, apart from the hypnotic effect of respiratory move your box while the person and the same.

Undoubtedly, the main technique is the Empathy Rapport, to empathize with our receiver is the core of rapport.

Source: Rafael Alejandro Sánchez Rodríguez. Adaptation: Victoria Andrea Muñoz Serra.

---

## REFERENCE OF THIS TEXT

 *Rapport - Nlp Techniques*, Muñoz Serra, Victoria Andrea, website: Victoria Andrea Muñoz Serra ([http://www.victoria-andrea-munoz-serra.com/coaching\\_integral\\_ingles.html](http://www.victoria-andrea-munoz-serra.com/coaching_integral_ingles.html)), Concepción, Chile, March 2012.