

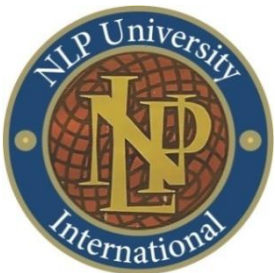
The difference that makes the difference
from poor to average to remarkable results



Applying the
Success Factor Modelling SFM™ methodology
in ventures and roles

Alexandra Efthimiadou PhD

In affiliation with:



WORDS THAT
CHANGE MINDS

What is it ?



Timing

Innate talent

Luck

Bat's bone

Hare's foot

NLP University, Santa Cruz, California (UCSC)



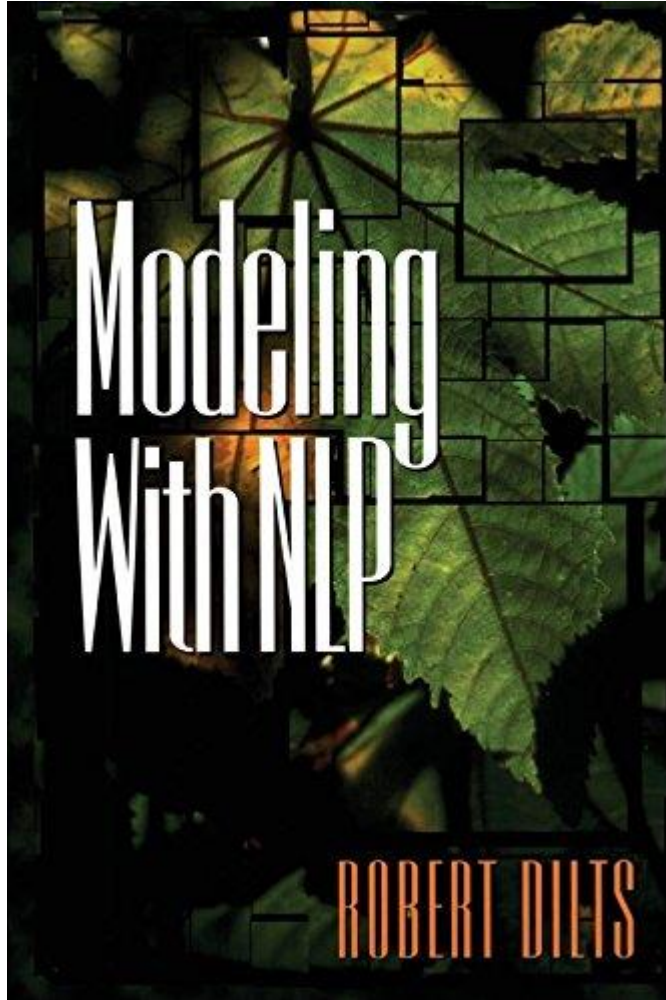
“Wisdom is the intelligence of system as a whole”



Gregory Bateson
Anthropologist
University California, Santa Cruz,
Class : Ecology of Mind



Silicon Valley



Robert Dilts
Developer of Success Factor
Modelling (SMF)



John Dilts
Legal Advisor
Codeveloper of SFM
Silicon Valley

Labels

vs

Curiosity

Resourceful

Innovative entrepreneur

Passionate

Effective communicator

Visionary leader

How?

do they stand against all odds?

do they move on?

do they succeed?

do they do it?

Project - Modelling Excellence



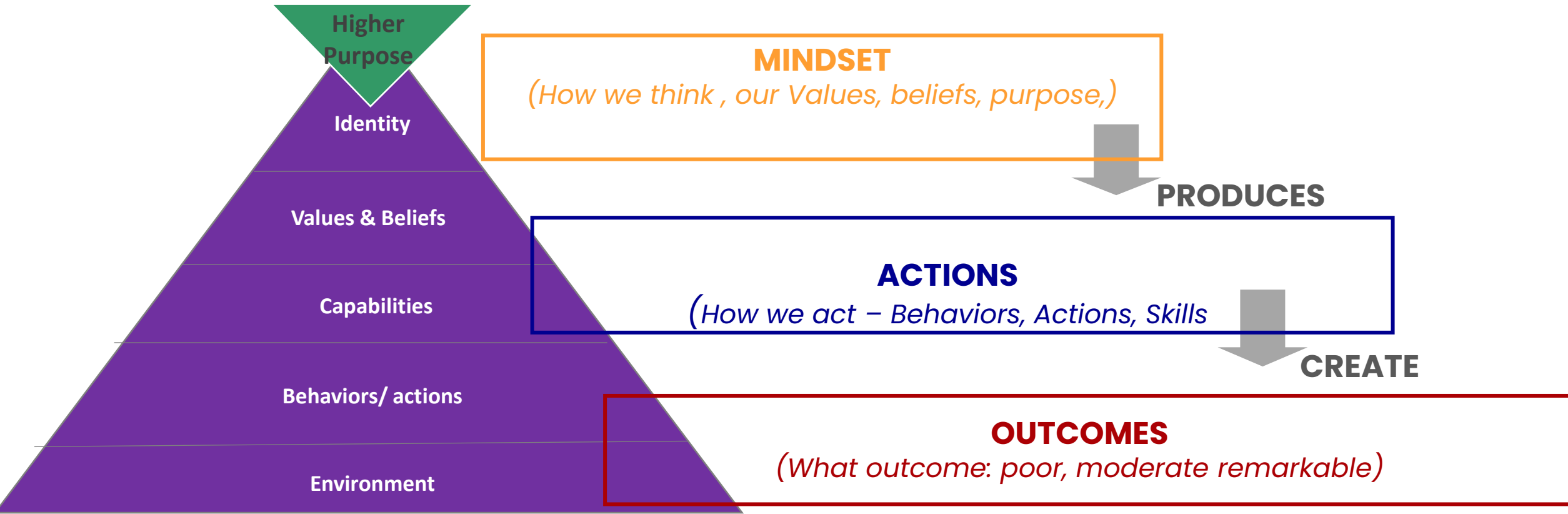
Basic principles

- Success can be modelled
- Any distinct outcome carries a successful algorithm

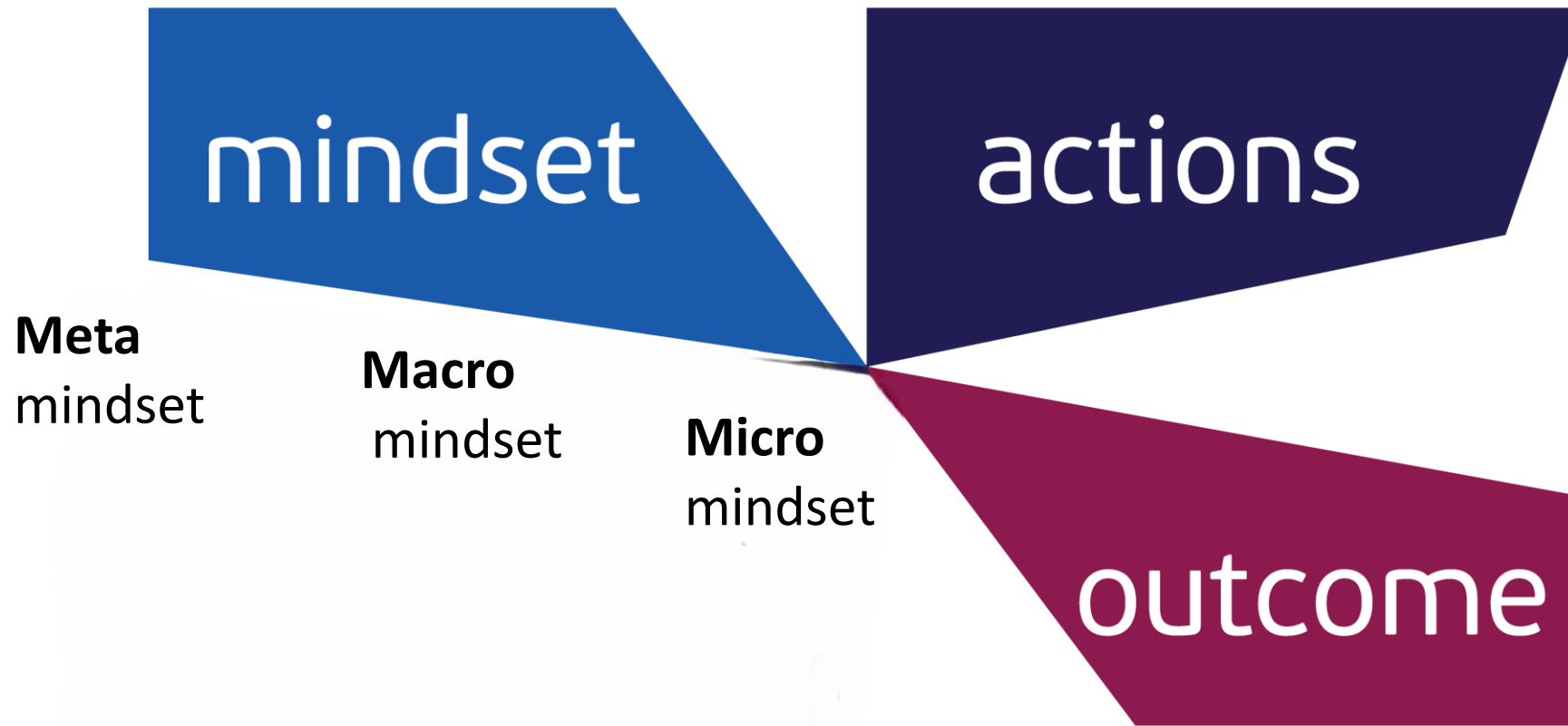
Systemic methodology in

- Studying game changers & leading minds
- Identifying & mapping pivotal details
- Transferring & adopting the knowhow to projects roles ventures

Modeling Excellence Levels



The Synolic approach to success



SFM™ - Success Factor Modeling

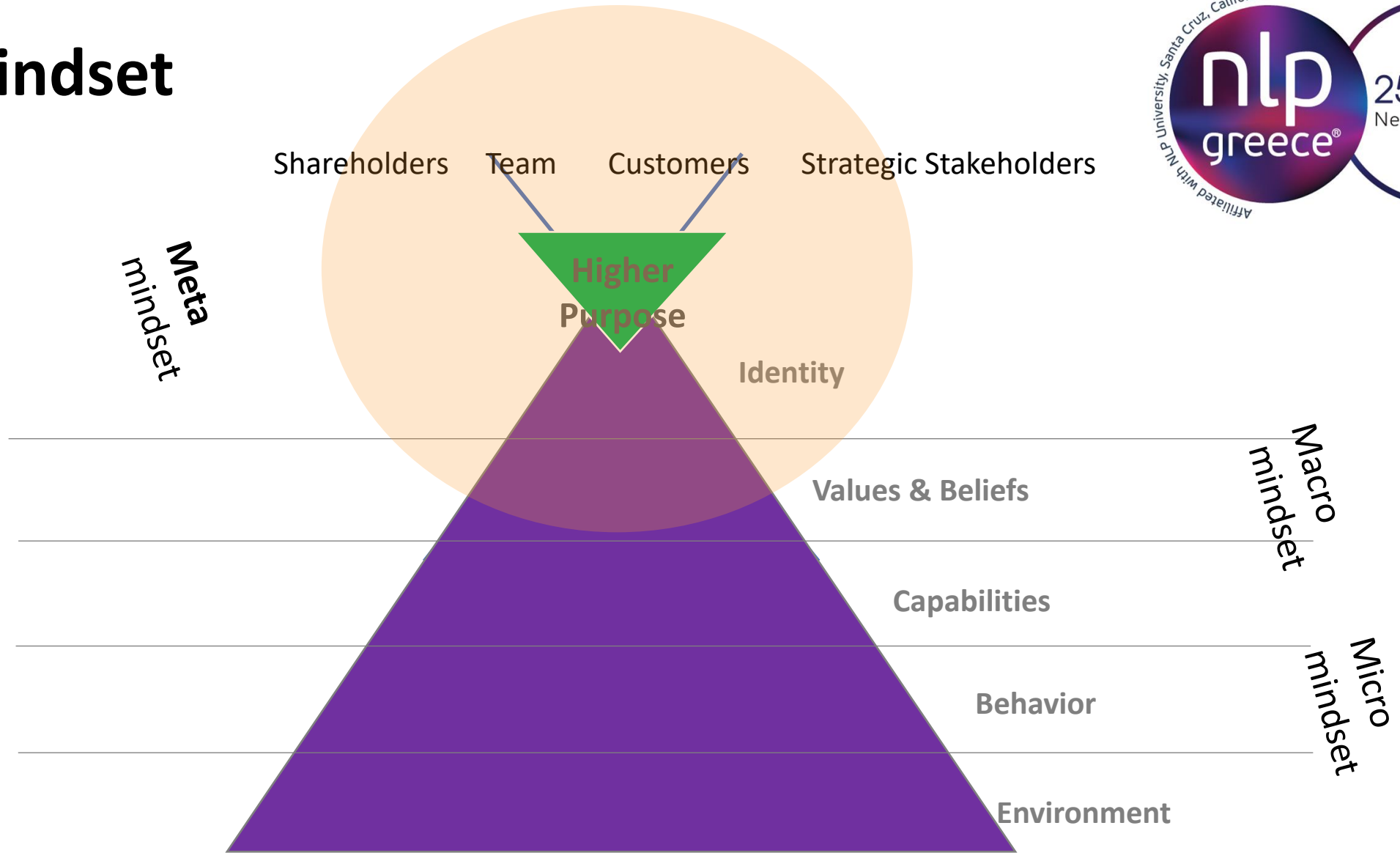


*'When it comes to planning...
...the mindset might have a different
agenda''*

Shaping the **meta mindset** of

- Entrepreneurial projects
- Venture
- Roles '''

Meta mindset

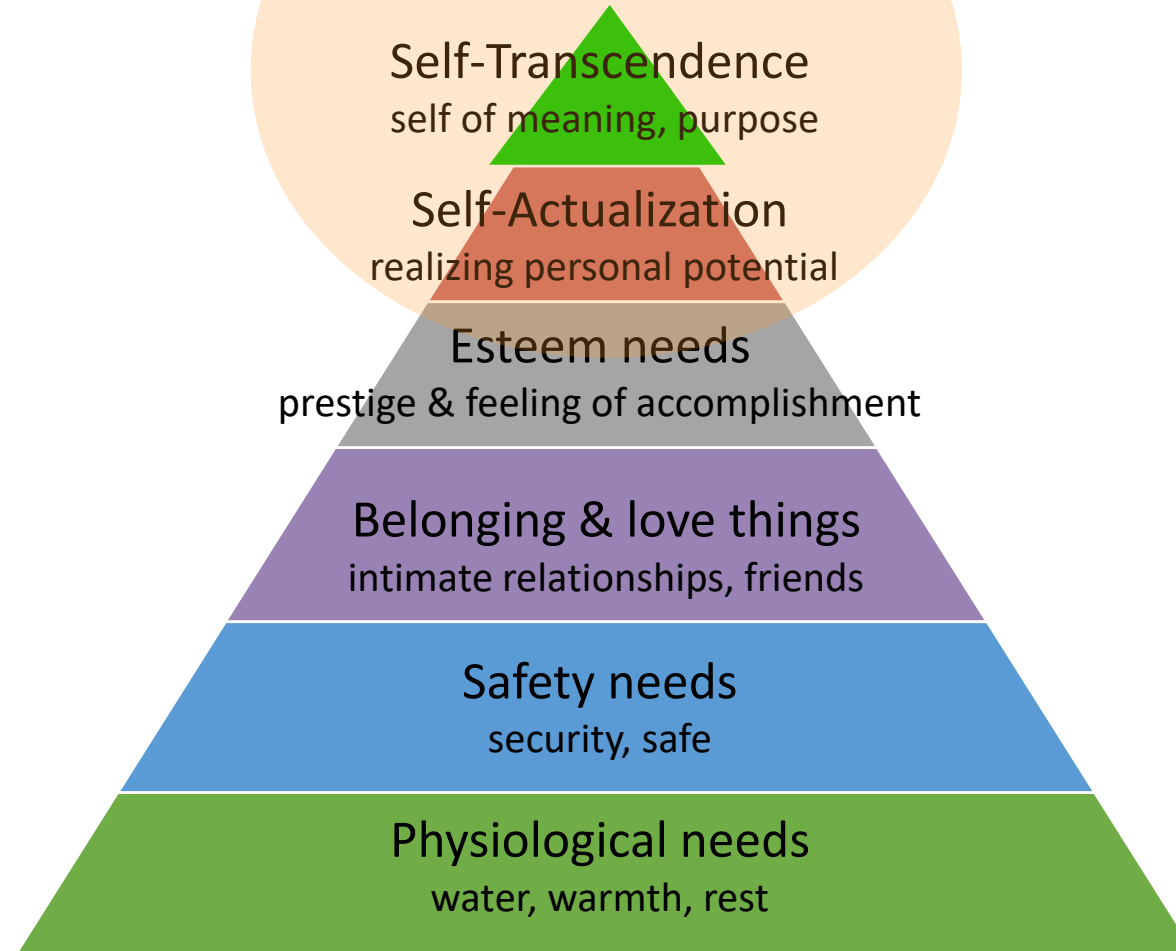




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Throw back in history -Abraham Maslow



Mindshape it

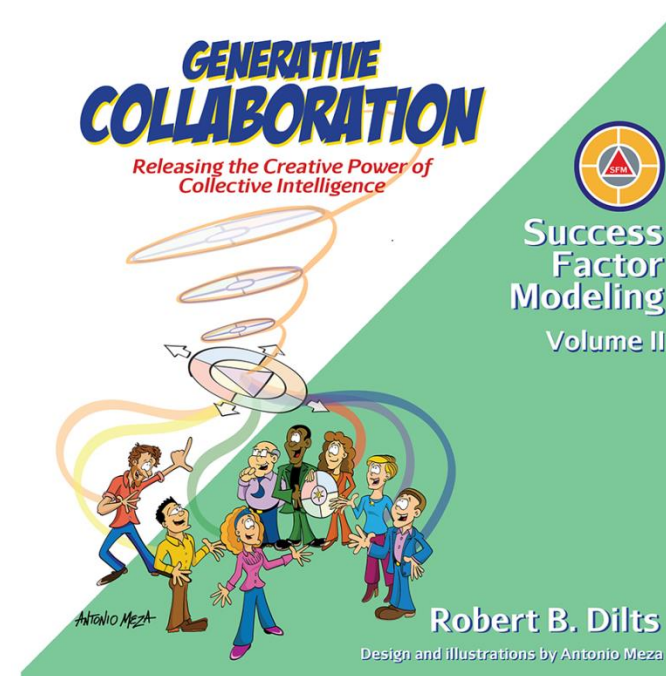
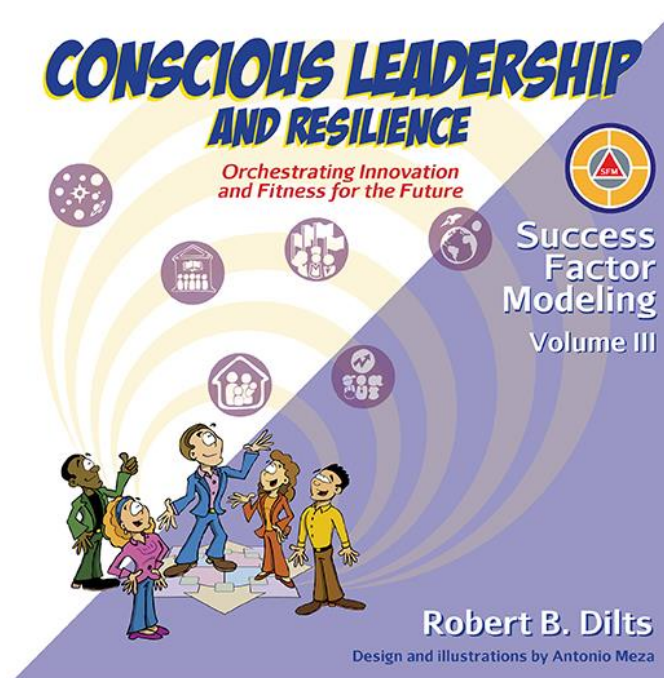
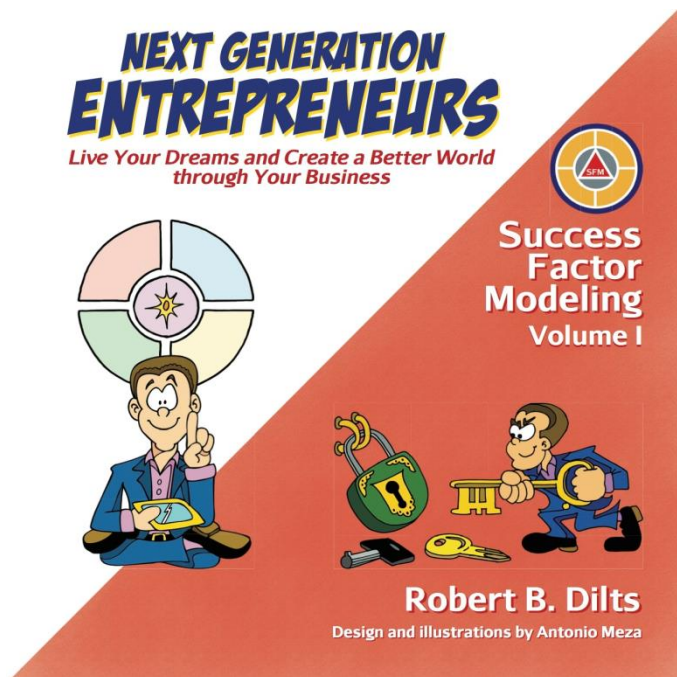
Meta Mindset



Impact / Benefit for the
community

Uniqueness of resources

Meaning for self



Applying SFM™ in projects, ventures, roles



Mindshaping

- Entrepreneurial ventures / projects
- Roles – (Entre-preneuring)
- Roles – (Intra -preneuring)
- Identity (Teams, Departments, Divisions)
- Career shifts
- Social-preneuring





Success Factor Modelling SFM™

Όταν κάνουμε σχέδια, το μυαλό (mindset) μπορεί να έχει διαφορετική ατζέντα

Neuro – Linguistic Education

Η χαρτογράφηση της διακριτής συμπεριφοράς και η τεχνολογία της αλλαγής



Words that change minds

Λέξεις που αλλάζουν τον τρόπο σκέψης



Neuro Linguistic Education - Business Protocol

Applying the difference that makes the difference in:

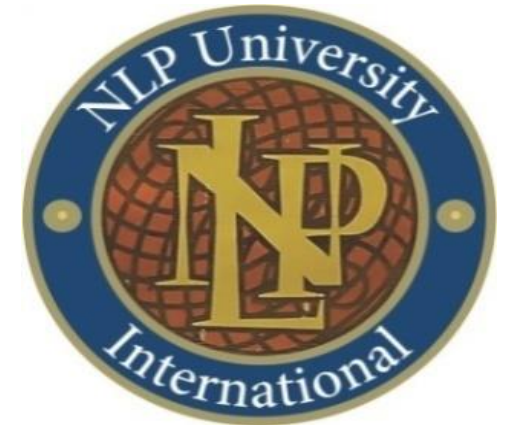


Leading Paradigm: **Leading self and others** - Leaving your personal mark in people's mind

Role Impact Engineering: **“Create your own myth/ brand”** at the workplace, raising the experience and influence in contact points

Psychological Safety: Building resilience and stamina

NL for **Entrepreneuring Parents:** Helping parents at the workplace cope effectively with their children's journey through different stages in their life



Words that change minds – Language And Behavior (LAB profile®)



The power of certain words and phrases in:

- Predicting people's behavior from the meta - language they use
- Quickly discovering what is really important to people in a given situation
- Identifying the language needed to help people be less resistant to change
- Using Influencing Language to maximize impact

WORDS THAT
CHANGE MINDS

MMI Process

- Modelling & canvassing points of excellence
- Mapping points of concern
- Integrating Success Factors

Approaches

- Training labs
- Mastermind groups - Using the Collective Intelligence Dynamics
- Individual Consulting

Strategic Alliances

NLP University – Santa Cruz, California

Neuro Linguistics Certification and Applied Programs

Dilts Strategy Group

Success Factor Modelling - SFM™ (New roles, Ventures, Projects)

Shelle Rose Charvet

Words that Change minds - Language & Behavior LAB Profile®

DeLozier & Associates

Symbolic Language & Somatic Intelligence



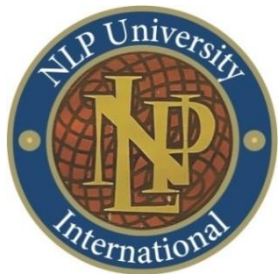
THANK YOU

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WORDS THAT
CHANGE MINDS