**NLP Practitioner Online Course**

**Get the Life you want**

**Course Hand Outs**

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**HO 1**

**VALUES & BELIEFS**

**Values**

‘The regard that something is held to deserve; the importance, worth, or usefulness of something’: (OED)

Values are how we decide about how we feel about our actions; whether our actions are good or bad, right or wrong. Values provide the most motivating force behind our actions. We will all have a hierarchy of values with our most important values being at the top and our lesser values below.

Conflict arises when our ‘Maps’ of the world conflict with our own or somebody else’s values.

**‘**Values are those things we don’t live up to. Values are those ideas in which we are willing to invest time, energy and resources to either achieve or avoid’ Richard Bandler.

**Beliefs**

‘Something one accepts as true or real; a firmly held opinion:’ (OED)

Beliefs are convictions that certain things are true or real. The can also be generalisations about the state of the world.

‘Beliefs are those things we can’t get around. Beliefs are presuppositions (empowering beliefs) that we have about certain things that either create or deny personal power for us.’ Richard Bandler

Beliefs are our on/off switches for our ability to do anything. If you don’t believe you can do something you probably won’t give yourself an opportunity to find out whether you can or you can’t.

**HO 2**

**The Potential Model**

* **Modelling.**

We all have the same potential. Education is not important.

**Why do people not follow through on their ideas? FEAR.**

More success creates more fear of failing. Normal people are satisfied don’t have great expectations.

Find the first moment when success became a reality and anchor. Find those emotions, that peak state.

Progress brings people alive

Recognition of your own capability.

Progress towards a goal. A step at a time.

* **Daily rituals. One thing a day to condition my mind.**

Get into the flow state gradually.

Once in flow state you create momentum.

**People are more resourceful and capable when they are in FLOW State.**

* Find the Why. Why is this important for me?

Accept you won’t master this overnight. Make progress daily towards your goal no matter what it is.

First results are always the most exciting.

Have to be hungry. If you’re not get around people that are. Success breeds success.

Notice your standards begin to change

Don’t settle for mediocrity. Know you are capable of more.

My Bank Example.

Holy Grail of change is belief and certainty.

Middle ground kills people.

That’s what makes the rich get richer and poor get poorer.10% Example.

**THE FOUR STEPS.**

1. **POTENTIAL -** we all have the same. Roger Bannister example. He believed he could break the four minute mile in his head. In the following 2 years 37 other people achieved the same. Why perhaps they knew and believed it could be done because somebody had done it.
2. **ACTION -** do people tap into their potential? We all have the same. How many people have potential but don’t take action. Action makes the difference in the results we achieve.
3. **RESULTS** – re- enforces our beliefs, both ways.
4. **BELIEF** - problems start with a lack of belief. If you believe there’s a lack of potential how much will you believe and achieve.

**LITTLE BELIEF=LITTLE ACTION. LITTLE ACTION = POOR RESULTS. POOR RESULTS = POOR BELIEFS**.

**Answer -** get yourself in a positive state of belief. Daily rituals, visualisation, meditation, affirmations.

**GREAT BELIEF = GREAT ACTION. GREAT ACTION = GREAT RESULTS GREAT RESULTS = GREAT BELIEF GREAT BELIEF = GREAT POTETIAL.**

**How does the mind affect performance?**

Finger Pointing Exercise and Example. Average 23% improvement by visualisation

Question was your potential the same in each go.

I got you to see the result in advance

Got you in a state of mental certainty. We got the result by visualisation.

Link back to daily exercises.

People want this but fear gets in the way.

Find a big enough reason that you have to succeed. Use visualisation. to get you in the zone. It takes 7 Days to get momentum.

**HO 3**

 **EMPOWERING BELIEFS**

* The Map is not the territory.
* The Meaning of the communication is the response you get.
* You cannot NOT communicate.
* Our 5 senses can usefully represent distinctions in how we relate to our environment and our behavior.
* The resources an individual needs to effect change are already within them.
* The positive worth of the individual is held constant, while the value or appropriateness of behavior is questioned.
* There is a positive intention motivating every behavior and a context in which every behavior has value.
* All results and behaviors are achievements, whether they are desired outcomes for a given task/situation or not.
* There is no such thing as failure, only feedback.
* Focus on what you have learned rather than any desired achievement.
* The person with the most flexibility will control the system.

**HO 4**

**EYE ACCESSING CUES**

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**NLP Manual pages 9-10**

**HO 5**

**The representational systems are:**

**V Visual Sight A Auditory Hearing K Kinesthetic Feeling O Olfactory Smell G Gustatory Taste**



**HO 6**

**BREAKING DOWN SUB-MODALITIES**

**VISUAL**

**Location** – where is the image in space? Show me with your hands.

**Distance** – How far away is the image? (Ask for approx. distance).

**Shape** – What shape is the picture? Square? Oval? Round? Laid on its side or vertical?

**Orientation** – Is it tilted?

**Size** – How big is the picture? (Ask for approx. size). Show me with your hands).

**Colour B/W** – Is it colour? Black and white? Is it full colour? Are the colours vivid or faded?

**Brightness** – Is it brighter or darker than normal?

**Contrast** – Is it very contrasty or washy?

**Focus** – Is it sharp or fuzzy?

**Dimension** – Is it flat or 3D? Is it panoramic?

**Texture** – Is the image shiny or matt?

**Detail** – Has it a detailed foreground? Do you see the details as part of a whole or do you have to focus more?

**Border** – Is there a frame or a border round it or do the edges fuzz out? Does the border have a colour? How thick is the border?

**Associated/Dissociated** – Do you see yourself or do you see it as if you were inside your body watching the incident?

**Perspective** – From what point do you see it? (If dissociated) from right or left. Back or front. Above or below?

**Proportion** – Are people/things in proportion to one another and to you, or are some larger or smaller than life?

**Movement**

**Within the image** – is it a movie or a still picture? Is it faster or slower than normal? Jerky or even?

**Of the Image** – Is the image stable? In what direction does it move? How is it moving? Slow/Fast?

**Singular/Plural** – Is there one image or more than one? Do you see them at the same time or one after another?

**AUDITORY**

**Volume** – Is it loud or soft?

**Pitch** – Is it high or low pitch? Is it higher or lower than normal?

**Location** – Do you hear it from inside or outside? Where does the sound/voice come from? Left/right, up/down, in front/behind?

**Tempo** – Is it quick or slow?

**Rhythm** – Does it have a beat or a rhythm?

**Tonality** – What’s its tone? Nasal, full, rich, thin, reedy?

**Inflection** – Are any parts accentuated?

**Melody** – Is it monotone or does it have a melodic range?

**Duration** – Is it continuous or intermittent?

**Mono/Stereo** – Do you hear it on one or both sides? Is the sound all around?

**KINESTHETIC**

**Location** – Where do you feel it? Show me with your hands.

**Quality** – What body feelings come with it? Tingling, warm, cold, relaxed, tense, knotted etc.

**Duration** – Is it continuous or on/off?

**Intensity** – Is it strong or mild?

**Movement** – Does the feeling move? Is it continuous or in waves? Pulses, jumps, darts?

**Direction** – Where does the feeling start? How does it move from where it starts to where you are most aware of it?

**Speed** – Is it slow and steady or does it rush?

**Smells** and **tastes** are usually quite limited but occasionally can be of some use. Sweet, sour, bitter, pungent, sharp. Pervasive. Sickly. Evocative, fresh, putrid etc.

**NLP Manual pages 16 – 17**

**HO 7**

**THE 2 MINDS SYSTEM**

**Conscious**  **Unconscious**

7 +/- 2 bits of info everything else

Logical intuitive/associational

Thinking feeling

Directs outcome expatiates outcome

Verbal non-verbal

Deliberate automatic

Aware of now store house of all memories

Waking sleeping/dreaming

Limited focus unlimited expansive

Cognitive learnings experimental leanings

Asks why knows how

Sequential simultaneous

**HO 8**

**Cognitive Thinking Cycle**

**=**

**We are a product of**

**What we think**

**=**

**How we feel**

**=**

 **How we behave**

**HO 9**

**The Ladder of Emotions**

PeaceJoyLoveReasonAcceptanceWillingnessNeutralityCourage------------------------PrideAngerDesireFearGriefApathyGuiltShame

All the emotions above the line are ‘welfare emotions’ anabolic (life creating) in action and supportive of happiness, success and well-being.

These are ‘Toward’ emotions

All the emotions below the line are toxic emotions catabolic in action and are out of alignment with happiness, success and well-being.

These are ‘Away From’ emotionsTo align with welfare emotions is to align with the brighter side of life and happiness.

**HO 10**

**FAST PHOBIA CURE**

This method can be applied to phobias, trauma and abuse situations. Can change any personal history, where the client can go back to a time before the problem/issue happened.

Destroys connections, kicks thinking into a different direction / kicks the sub modalities all over the place.

**STRATEGY**

* Talk about the experience & take the sub- modalities.
* When does the phobia experience begin?
* Capture their fear, make a story, get into the experience of the fear.
* Put it into a beginning / middle / end

**BEGINNING** – when does it start, how do you know it’s happening?

**MIDDLE** – where do they do the fear, how do they do it, and what are they experiencing?

**END** – when is it down to 0 out of 10, and the phobia is no longer there?

**TECHNIQUE**

1. Score the issue.
2. Feet on floor, relax, go inside, 2 deep breaths.
3. Imagine in front row of cinema, can see screen (describe surroundings etc. etc.) quiet and safe, just you there, in front row, looking at screen ahead.
4. About to play a film that represents your fear, watch self on the screen as the fear/phobia/issue plays out. Watch it as if you are a spectator. As the film plays, you will notice it in full colour, with full sound and with all of the feelings.
5. As see screen, see numbers count down from 10 -1 and then the film begins.
6. Watch the film and see self-doing your phobia (describe the beginning, middle and end here as they see it). Disassociate to the projector room if necessary.
7. At the end, feeling calm and good etc. (end where prob is 0 out of 10) freeze the film.
8. Float out of seat in cinema and step into back/end of the film, feeling calm and good etc. and go back through the experience, backwards in black and white, rewind the film (talk them through the story, backwards, rewinding the event, pushing back back back back) Pushing back back back back. All way to beginning.
9. Freeze here with you at the beginning of the experience.

**Test-**Try and run the film forwards and at normal speed. Get feedback. (Client will report difficulty/stuck/less problematic etc.).

If necessary, repeat whole rewind sequence, 5 x, quicker than before, sing silly music etc. etc.

**Test –** Try and run the original film that represents this problem that you used to have /Feedback / Check score.

**Future Pace.**

You can repeat until you get the required response. Variations include changing other sub modality distinctions on the screen, dissociating further back, and running the process above the time-line.

**HO 11**

**SUB-MODALITY SHIFT (V&K)**

**Use:**

**To change the way a problem/issue is represented on the inside. This can be done with or without content.**

1. Close eyes, relax.
2. Bring the problem/issue to mind. Score the problem 0-10 (10=worst).
3. ‘I want you to become aware of ***the way this problem is represented to you on the inside.*** I’m going to count from 1-5 and I want you to become aware of that and talk me through it'…… PAUSE………….
4. Take the sub-modalities of the problem (the way the problem is represented to the client), using a selection of questions from below.
5. Into the studio/editing suite/control panel etc. (set the scene).

**‘Do whatever it is you need to do, to make this look/feel etc. better on the inside’.**

‘Use the controls to make the changes. You may want to work quietly there on your own, you may want to share a few words with me or you can ask for my help if you need it’

**TIP -** (Give the client time to make the adjustments, checking from time to time on their progress. You may need to prompt them if stuck i.e. change the colour/slow down the movement/make the picture smaller etc. Ask the client what they need to do, don’tassume, for example, that making something smaller will make it better, let the client decide……….then help them).

1. When client has made some change, check SOD score.
2. **‘Have you done all you need to do at this time?’** If not, ask ‘what else needs to happen’? Let them make further changes.
3. If there is anything left…………………….

Put in hand, shrink it/blow away/let out of window or door etc. etc., watch it evaporate/release etc.

**OR**

Throw it up into the air, let wind take it away, watch it as it floats up in the sky. See it disappearing into the distance. Watch it as it disappears and bursts into a thousand pieces into the universe etc.

1. SOD. Check client has done enough.

**Question Headings to Elicit Sub-Modality Distinctions**

**VISUAL**

Location……..Distance……..Shape……..Orientation……..Size……..Colour……….B/W………Brightness………Contrast………Focus……..Dimension……..Texture……….Detail……….Border………..Associated/Disassociated………..Perspective………Proportion…………….Movement………Within the image………Of the image……………

……….Singular/Plural………..

**KINESTHETIC**

Location……..Quality……..Duration……..Intensity……..Movement……Direction…………………Speed……..

**AUDITORY**

Volume……..Pitch…………Location……..Tempo……..Rhythm………….Tonality………………….Inflection………Melody……….Duration…………………Mono/Stereo

**OLEFACTORY/GUSTATORY**

Sweet……..Sour……..Bitter……..Pungent……..Pervasive……..Sickly…………Evocative……..Fresh……..Putrid…...

**HO 12**

**THE 3 LEVELS OF STRESS**

When we experience stress, our bodies go through various physiological responses to enable us to ‘fight or flight’. These responses include the release of specific hormones i.e adrenaline and cortisol (the main two) and changes to our cardiovascular, respiratory, muscular-skeletal and digestive systems.

There are 3 levels of stress:

1. **Stage 1 (alarm) – STRESSED AND WIRED**

**Symptoms include: feeling overwhelmed and out of control, fear and panic but not knowing why, paranoia, low self-esteem, low confidence, feeling useless, anxious, fidgety, irritable, out of control, on the edge, nervous, acute pain, migraines, GI problems, acute allergies.** These symptoms have usually been experienced for several weeks at this stage.

1. **Stage 2 (resistance) – TIRED AND WIRED**

**Symptoms include: long-term, prolonged stress, weight gain/loss, insomnia, increased comfort eating/alcohol, unhappy, ‘surviving but not thriving’, high blood pressure, apple shaped obesity, excessive sexual drive, addictions, OCD, diabetes, hyper-thyroid, feelings of being ‘hyper and wired’ but frazzled and shattered at the same time.** Most people are in this stage at the time of seeking help.

1. **Stage 3 – (exhaustion) – STRESSED AND TIRED**

**Symptoms include: ‘burnout’, feelings of ‘enough is enough’, tired all the time, can’t cope, depressed, seasonal affective disorder (SAD), chronic fatigue syndrome, hypo-thyroid, asthma, rheumatoid arthritis, eczema, low blood pressure, low tolerance to cold, low immunity, low libido.** At this stage people have often been signed off work for a month and theGP wants to medicate. Many people are unable to return to work for 3-4 months.

**HO 13**

**Swish Technique**

 **Mild Trance preferred but can use out.**

**TIPS – smoking/addictions/any behavior/habit, where any change is needed especially when there is a trigger. Very versatile technique.**

**CLOSE EYES.**

* Think of a behavior etc. you want to change.
* Make an image that represents you, just about to do this ‘thing’……………………….
* The image will be of you, the way you don’t want to be. You’ll know when you’ve got it right, as it will feel pretty uncomfortable on the inside.
* NLP Chant.
* Tell me about the image (sub-modalities).
* Give image a ‘title’.

**BREAK STATE / OPEN EYES BRIEFLY / CLOSE EYES**

* Now create an image of how you would like to be. This you will have all the tools and resources they need to be completely successful in this. You’ll know when you get this one right, because it will feel really good on the inside.
* NLP Chant.
* Tell me about the image (sub-modalities).
* Give image a title.
* Check how client feels. Any objections to you being and feeling like that.

**BREAK STATE / OPEN EYES BRIEFLY / CLOSE EYES**

* You have now got 2 images. Image A (title) is you now, and Image B (title) is how you would like to be. ‘Good’ and ‘bad’.
* Bring ‘good’ image to mind and shrink till size of postage stamp, small black square. Move out onto horizon/put on floor etc.
* Bring ‘bad’ image to mind, see right up close.
* Make small black square zoom up close in all its glory, while bad image shrinks down and moves to horizon (images change place).
* Use emotions in voice and describe transformation.
* **123 SWISH /WOOSH – repeat 5 x**

**BREAK STATE**

* **Test** – try and bring bad picture back up, can **SWISH 5 x more.**

**ADD ON**

* Once ‘bad’ image cannot be ‘found’, bring ‘good’ image back up.
* Make that image into moving image/film – step in –NLP Chant –**ANCHOR**
* **FUTURE PACE**– go to a time in future, which if it had of happened before today, it would have caused you to (do the problem) **FIRE ANCHORS** and become aware of what you experience.
* At any time in the future you need a boost to your resources use this (anchor) to help you.
* Get Feedback.

**HO 14**

**ANCHORING**

An Anchor in NLP terms is simply a connection between a stimulus and a certain emotional response

Anchors are used to create desired emotional states in people like confidence, positivity, calmness, motivation, basically any state we want our clients to feel.

Setting up an anchor

1. Pick a memory, one that has strong emotions attached to it. If you want to create a confidence anchor, pick a time when the person felt confident. If you want to create a happy / calm anchor, pick a time or place where the person felt happy.
2. Associate the person in to the memory. Get them to relive the memory by seeing it through their own eyes. Use the Submodalities of the memory to intensify the association (more on Submodalities later)
3. Anchor the feeling as the memory intensifies, eg press a finger and thumb together, make a fist etc
4. Release at the peak. When the emotion is its most intense release the anchor.
5. Test the anchor. Break state (= do something completely different for 30 seconds). Then ask them to ‘fire’ the anchor point and tell you what emotion / thought comes to them, they should feel the same emotion as when you created the anchor
6. Repeat 3-4 times if necessary, you can you the same memory or another similar memory but always setting the anchor in the same place. This is known as ‘stacking’ anchors

**HO 15**

**Circle of Confidence**

**TIPS**

Used as a motivator. Very powerful. Great for anchoring confidence.

Collection of WOW moments put altogether and allows a client to experience those moments from the past that they’ve forgotten about.

Use for anyone who has enjoyed success in the past. No good to use for anyone who has had no success, they really need to have some good WOW moments. Wedding day and birth of children is not enough to motivate them.

Use past anchors of success and WOW / life changing moments.

Be select, can take up to 30 mins.

**TECHNIQUE:**

* Ask about the problem, score 1-10.

**“A lot has happened over the years that you’re proud of and I want to talk about those moments that you’ve had in the past, those real WOW moments. These could include times of recognition, comments from someone; they can come in many shapes and guises and could be a little different from the norm. We are not looking for events like the birth of a child or a wedding day. Things that are directly associated with you.”**

* **1st WOW moment.** Get the client to describe in detail, colours, feelings, what saw and heard, who was there, how did it make them feel etc., spend time getting all the powerful details.
* **2nd, 3rd, 4th WOW moment**. Times of recognition, achievements, progression etc. etc. Get details as before.
* Give each moment a title and write each on a piece of A4 paper to use as stepping stones. Discuss with the client the order in which to put them, any that are about moving forward or breaking free, put last.

**“We are going to make 4 stepping stones on the floor and I’m going to take your hand and let you step and I’m going to take you through each experience and you’re going to follow my voice and put yourself back into each story just as you’ve told it to me. I want you to walk back through each one and if you feel like you want to let go, laugh or cry, that’s good, I’ll have your hand, it can be quite emotional.**

**When we get to the 4th (last) one, I’m going to re arrange them into a circle and I’m going to get you to experience them all together.**

**I’ll be quite quick, I’m with you and I will stay holding your hand.**

**Ok, close your eyes and let me take your hand”**

* Step onto 1st piece of paper.

**“Start thinking about (describe the event) I want you to go back there right now and think and feel etc. etc. etc. colours, sounds, sights, NLP CHANT and embrace all of those wonderful feelings right now.”**

**“When fully captured the event, move onto the next one, stay holding my hand and keep eyes closed”**

* Do this for all steps.
* Client back and open eyes, step off stones.

**“I’m now going to re arrange these into a circle of confidence and I’m going to take your hand and let you step into the middle of that circle of confidence and take all of the feelings from everything around you that you’ve created.”**

* As they are in the middle quickly shout all the individual experiences and say **“let your mind go from experience to experience, all of those wonderful positive experiences that are coming in right now and when I count from 1-10 all of these feelings will get stronger and stronger – from the tip of your toes (touch) to the top of your head (touch) and all of these feelings will become overwhelmingly great. And I will ask you to shout out a word that describes how you feel.”**
* **1 2 3 4 5 6 7 8 9 10** (count loud and forcefully, bang foot on floor with each count, being very enthusiastic)

**“Shout out the word and squeeze thumb and finger together on each hand as you feel the feelings that come with the word. And you can use this to feel these feelings at any time that you want to in the future”** As they say the word, touch them to anchor it and you say the word too.

* Ask them how they feel
* Future Pace/Test

**HO 16**

**The Four Areas of Life Style**

|  |  |
| --- | --- |
| **Career** | **Health** |
| **Finances** | **Relationships** |

**HO 17**

**CASPA & the Human Givens**

|  |  |
| --- | --- |
| **Human Givens*** **Security**
* **Attention**
* **Control**
* **Connection**
* **Part of W Com**
* **Friendship**
* **Intimacy**
* **Status**
* **Competence**
* **Achievement**
* **Meaning**
* **Purpose**
 | **CASPA*** **Control**
* **Approval**
* **Security**
* **Purpose**
* **Achievement**
 |
| **Tony Robbins 6*** **Certainty**
* **Comfort**
* **Variety**
 | **Tony Robbins 6*** **Love**
* **Growth**
* **Contribution**
 |

**HO 18**

**Chillseeker Breathing**

Use for:

* control
* relaxation
* to induce trance
* insomnia
* teach clients to relax daily
* use with a visualisation
* works well with most people
* give as homework
* use with a really nervous or anxious client.

By realigning the breathing it forces the stress hormones back to where they came from and addresses the oxygen and carbon dioxide balance. Out breath through the mouth is longer than the in breath through the nose.

**BREATHE IN THROUGH THE NOSE**

**HOLD FOR 3, 1 2 3**

**AND OUT FOR 5, 1 2 3 4 5**

12 – 20 breaths then let the breathing settle into its own rhythm. (Tapping hand gently while breathing helps client to relax more. Pace tap with breathing)

**TECHNIQUE**

On a scale of 1-10, 1 being completely relaxed and 10 being highly wired, where are you right now?

Both feet on floor – close eyes – relax

**“I’m going to ask you to focus your attention on your breathing and I’m going to ask you to breathe in through your nose, hold for 3 and then breathe out for 5. And I’m going to do that with you now”.**

In through your nose, hold for 3, 123 and out for 5, 12345 (repeat, repeat)

Relaxing more and more with each breath that you take……….and as you continue to breathe in this way, perhaps on every out breath you can say ‘relax’ to yourself on the inside………..that’s right……………. relax…relax…relax… the more you relax the better you feel and the better you feel, the more you relax..

Imagine your breathing in some calming, relaxing feelings….. and if there is any tension on the inside………….breathe out a colour representing apprehension and tension and all your problems and breathe in a colour that represents all good / positive feelings etc. etc.

More and more relaxed…………relax relax relax ……. the more you hear the sound of my voice – the more relaxed that you become.

Open eyes. Check scale of relaxation.

**HO 19**

**The BIG 5 Strategies**

1. **Educate your mind**
2. **Strengthen your body**
3. **Hire a Mentor**
4. **Have faith in something greater than yourself**
5. **Acknowledge there are people in the world far worse off than you**

**HO 20**

**SCATED**

Sleep

Caffeine

Alcohol

Tobacco

Exercise

Diet

**HO 21**

**The Power SWOT**

|  |  |
| --- | --- |
| **Strengths** | **Weaknesses** |
| **Opportunities** | **Threats** |