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business owner, manager, sales person, employee or business coach; utilizing the skills and techniques taught in NLP will help you. We also use NLP a lot in business coaching with our clients.

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(Neuro-linguistic Programming) first emerged under that name in the early '70s in the U.S. as a way of examining the thinking and behavioral processes of extremely productive and successful people. Since that time, it has grown to where it is an international phenomenon used by millions.

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Natural language processing (NLP) definition: it's a subfield of artificial intelligence concerned with the interactions between computers and human (natural) languages, in particular how to program computers to understand, interpret and manipulate human language. In this article, we will walk through a business case.

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turn lets us improve both. We.

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Company Goals and objectives. Often, there is a mis-alignment of values, belief, personal confidence, direction and awareness.

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development is normally different from traditional selling in that it involves significantly larger amounts of money, both in potential revenue achieved and in the cost of sale. The cost of sale for a large government outsourcing contract, for example can exceed £1/4 million.

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## **Neuro-Linguistic Programming (NLP) Principles and ...**

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Natural language processing is a term that you may not be familiar with yet you probably use the technology based around the concept every day. Natural language processing (NLP) is simply how computers attempt to process and understand human language [1].

## **What is Natural Language**



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