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# Impact of Neuro-Linguistic Programming (NLP) on Educational Leadership

**Zafar Mohsin**

University of Bolton, United Kingdom

### **Abstract**

Neuro Linguistic Programming (NLP) consists of the principles, techniques and strategies to impact on individuals as well as organizations, and communication model and leadership behaviour presented by NLP are believed to add to achieving organizational attainment. There is a limited existing body of research in NLP but most of it is done in disciplines such as psychology, business and linguistics. This study explores the impact NLP can have on educational leadership.

The study takes a mixed-method approach with a survey questionnaire (quantitative) conducted with 100 educational leaders across the Greater Manchester Area, interviews (qualitative) conducted with 15 educational leaders who claim that they are aware of or trained in NLP and focus groups (qualitative) were conducted to gather the research data. At the end, triangulation of data is done to present the findings of the study, conclusions are drawn and recommendations are presented.

**Keywords:** NLP, Education, leadership, communication