



Exploring & Changing



The Social Panorama

for Counsellors, Therapists, Educators, Coaches, Trainers, Organisation Consultants and Social Psychologists

Regent's College, Central London: May 13-14, 2006

Lucas Derks

THE STRUCTURE OF OUR SOCIAL INTELLIGENCE

£50 REBATE IF BOOKED BY MARCH 31ST

- ❖ How do we socialize?
- ❖ How do we relate to other people?
- ❖ How do we develop a "Theory of Mind"?
- ❖ How do we turn people into objects, and objects into people?
- ❖ Why can we feel admiration for somebody and contempt for somebody else?



- ❖ Why do we feel intimidated by some people and not by others?
- ❖ How do group dynamics actually work?
- ❖ Why do some teams gel and others fall apart?
- ❖ Where do I stand amongst other people?
- ❖ What is my place in the world?

Questions such as these have probably crossed your mind at least once in your life. They can be answered with an avalanche of words or with a cloud of vague abstractions, gestures and metaphors but, until recently,

there was no easy, satisfactory, rational explanation to them. However the Dutchman Lucas Derks, a renowned social psychologist, has developed a model which explains all these and many more.

As soon as we learn to sense 'where' we locate significant others in our mental space, we begin to understand who we are much more. Most of all, we learn how, all by ourselves, we have created our cognitive models of our social universe. We also learn that we continuously recreate and reshape this mental space as our perspective on others and ourselves evolves.

Based upon the NLP concept of Submodalities, the Social Panorama Model, which Lucas Derks has been working on for about 15 years, is the best and simplest way, not only to explain a wealth of disparate facts only *linked by the way they relate to the very way we relate*, but also to resolve a wide range of issues people may have about interpersonal relationships. As such, it is an ideal tool to improve and enhance further your Emotional Intelligence. So, join Lucas to learn how to enhance your relationships and to improve those of your clients, both individually and in groups, in therapy as well as in coaching or consultancy.

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MAKING SENSE OF OUR UNCONSCIOUS SOCIAL LANDSCAPE

We define a person's **'Social Panorama'** as the full array of social representations they unconsciously locate about them. While some people carry around them wide spaces filled with social images, others somehow manage to 'fit all mankind within their body limits'. We locate people around us like a solar system: the very location and format of their representations has meaning for us. They affect the way we interact with them for the better or, more commonly, for the worse.

For example, discovering the location of some authority figures with respect to your own position enables you to do something, such as relocating them or change their format. Being yourself the product of the mental environment that you have constructed on your own, just doing so enables your own social role to change and evolve. When you change your "socio-sphere", you change yourself.

*"You may, for example, have a general sense of 'my brother' that is not bound to place and time: you could call this a broad generalization about who he is as a person. This representation you have of your brother is centred round this general idea of him. So if you want to work with your relationship with your brother you need to locate this general concept in the visual field of your mind, and change the way you represent him in your **Social Panorama**."*

More often than not, a **Social Panorama** session begins with a client who is uncertain about what they see or feel about themselves and/or other people. But it nearly always ends with them knowing exactly where significant others are located and, in many cases, relocated. Such general information may initially have occurred wholly outside conscious awareness. Making this conscious gives you full awareness and, therefore, control of it.

It enables you to begin to change social representations, even when on your own and thereby to change and improve relationships. As soon as you identify the location and format of a person's representation in your **Social Panorama**, you instantly know what it means in relationship terms, because you will experience a specific emotional response towards this person. Although it does not automatically imply that you can express this in words, a **Social Panorama** location does have an immediate emotional meaning for you. **Social Panorama** work often seems to go 'beyond words' and the spatial aspects of social representations are fundamental across all cultures. This makes it easy to learn and universally applicable in all contexts.



Lucas Derks combines 20 years' experience as an NLP trainer with a background as social psychology researcher. For over a decade he has been studying the spatial aspects of social cognition and exploring the patterns in Social Panoramas within the context of psychotherapy and coaching. Lucas' initial aim was to improve his clients' social life and functioning. His systematic enquiry has resulted in a great number of patterns; universal, cultural and personal ways in which people give shape to their own Social Panoramas. He is the author of bestselling book **SOCIAL PANORAMAS**, Crown House Publishing, 2004 <http://www.socialpanorama.com/international/>

In this training Lucas will share his enthusiasm with you. This will enable you to recognise universal and cultural similarities in the way people structure their image of the social world, and to act upon it to become even better agents of social change, both at individual, group and community level.

TRAINING CONTENTS

Since all issues dealing with relationships can be approached with Social Panorama techniques, applications are limitless.

By attending this training, your skills will be extended with methods that will enable you to:

- ❖ Improve Any Human Relationship
- ❖ Restructure Intimate Relationships
- ❖ Work on Group Dynamic Issues
- ❖ Understand & Change Unconscious Social Influences
- ❖ Free People from Oppressive Authorities Figures
- ❖ Change Deep-Rooted Social Behaviours
- ❖ Understand the Link Between Power & Spirituality
- ❖ Apply This in Meetings, Sales, Negotiations & any form of social interaction.

I am definitely interested in your **Social Panorama** course and wish to enrol.

To this effect, I enclose my remittance made payable to PGPE, amounting to **£345/395**. (Please circle the appropriate figure)

Name: Email:
Address: Postcode:

Tel: Fax:

Date:

Signed:



Name on Card: Number:

Expiry Date: Maestro & Delta only: Start Date:..... Issue#:.....

Please return this form to:

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