

## Body Language

It is possible to read a person just by observing how they place their hands, how they use their eyes, and so much more. Most people are not good at concealing what they are truly feeling, but similarly, most people are not good at interpreting the signals.

Now's your chance. This interactive session exposes some of the most telling postures, gestures and reactions that the person across from you is making. This course is perfect for anyone who deals with people on a regular basis, and will help make you a better, more influential communicator. Topics include:

### **Being In the Moment: Paying attention**

- How to notice Body Language
- Eliminating your own candid response
- Keeping interpretations realistic and in balance

### **The Basics**

- Basics of body posture
- Speaking with the hands
- Reading the eyes and unconscious facial movements
- Movements: tappings, scratchings and hair-play
- Speech patterns
- Conversation patterns and rhythms

### **Becoming Influential**

- Body language that you can broadcast
- Remaining consciously aware of the moment
- Using posture, height and distance
- Using mental memory tricks

### **Interpretations**

- How to tell if a person is lying
- How to tell if a person is uncomfortable
- How to tell when a person has made a decision
- How to develop a "poker face"