

# **Body Language Part 1 Training Course Description**

## **Visual Content**

Body language is highly visual and the best way to learn is by imitation, observing case studies and role plays. After all there are many non-verbal signals to learn such as reading eyes, arms placement, legs placement, head orientation, hands, mouth, zones and other signals. As a result, this course is specifically designed to accommodate these special requirements in a novel way. The course contains a large number of gesture cards which are documented in the workbook and the powerpoint slides.

## **Modular Design**

Body Language is all about reading people's gestures, eyes and body posture. To teach them, you simply need to show a gesture as an image or show it in person, discuss it with delegates, get them to practice it and move on to the next gesture. This course is designed to be modular, so you can easily walk through these gestures as necessary and tell delegates about the significance of each. This way, you can easily use a subset of these signals in any course you deliver as necessary.

## **Integration with Other Courses**

Since Body Language is applicable to just about an area of communication skills, this modularity is indeed a necessity since you may want to address body language in a given course such as conflict management, anger management, communication skills or other interpersonal skills courses and may need to focus on specific related gestures which you can pull out from the set of gestures provided in this course.

## **High Resolution Body Language Graphics**

Each gesture is illustrated with elaborate diagrams showing exactly how the body language signal works in practice. The graphics presented here are specifically developed for this course. Each course contains in excess of 60 illustrations alone. The gesture images are provided in high resolution so you can print them with high quality if necessary.

### **In this highly practical course delegates will learn:**

- What is body language all about?
- What are universal non-verbal gestures?
- How to read body language?
- How to interpret a person's signals on initial contact?
- How to read a person's eyes?
- How to avoid misinterpretation and deliberate faking?
- How to interpret feelings?
- What is the difference between positive and negative body language and how does it affect communication?
- How to read a person's confidence and frustration?
- How to interpret the eyes and read eye cues?
- How to spot lies, dishonesty, doubts and thinking?

Many elaborate topics are covered. Examples are:

- What does it mean to show the thumbs gesture?
- What is the difference between showing the back of your hand or your palm?
- What does it mean if a person's eyes look up to the right? What if the eyes look down to the left?
- How to read a person using a cluster of gestures?
- What if a person's hand is touching her face, such as her chin resting on her hand, touching her ear, touching her eyes, etc.? How to read different gestures in different contexts?
- How would you respond to a dominant handshaker who wants to show he is in charge?
- How would you know if an individual is nervous even if he displays gestures that show signs of confidence?
- Where to look at in someone else's face to see if they appear trustworthy? Should you take them seriously?
- How to spot liars based on their gestures non-verbal signals?
- How to know what a person is going to decide on before he states it?
- How to know if a person is not convinced despite showing that he is still thinking about your argument?

This course is continued with **Body Language Part 2** which contains more advanced gestures provided in the same format.