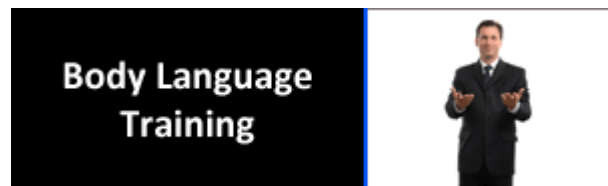


## BODY LANGUAGE TRAINING

Generate a [group quote](#) today OR Register now for the next [public course date](#)



**COURSE LENGTH: 1.0 DAYS**

The ability to interpret body language is a skill that will enhance your ability to exhibit, read and understand non-verbal communication.

The PD Training Body Language training course will enable you to recognise the body language of others while being aware of what your own body is communicating. You'll learn how to read facial expressions, gestures, posture, voice variations and movements.

Body Language training courses are available now throughout New Zealand, including Auckland, Christchurch or Wellington.

Please click on the Public Class tab below to view our Body Language Training course schedule by city or click the In-House Training tab to receive a free quote for courses delivered at your preferred location.

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## BODY LANGUAGE TRAINING COURSE OUTLINE

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### FOREWORD

The ability to interpret body language is a skill that will enhance anyone's career. Body language is a form of communication, and it needs to be practiced like any other form of communication. Whether in sales or management, it is essential to understand the body language of others and exactly what your own body is communicating.

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### OUTCOMES

#### In this course participants will:

- ▶ Learn how to translate gestures into words
  - ▶ Understand the difference between open & closed body language
  - ▶ Learn how to avoid common body language mistakes
  - ▶ Gain insight into the differences in body language between genders
  - ▶ Understand the signals you're sending to others
  - ▶ Learn the role facial expressions play in body language
  - ▶ Learn how to use body language to strengthen your negotiations
  - ▶ Understand how body language can expose deception
  - ▶ Learn how to match words with movement to instill trust
- 

### MODULES

#### Lesson 1: Meet the Ics Family

- ▶ Meet the Family
- ▶ Mr Proxemics
- ▶ Mrs Haptics
- ▶ Cousin Vocalics
- ▶ Uncle Chronemics
- ▶ Godfather Kinesics
- ▶ Reflection

#### Lesson 2: Becoming Who You Want To Be

- ▶ Aligning Verbal and Non-Verbal Communication
- ▶ Body Language and Emotion
- ▶ Common Gestures
- ▶ Reflection

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### Lesson 3: The Body Explored

- ▶ The Windows to the Soul
- ▶ What you say with your mouth
- ▶ The Power in your Hands
- ▶ Taking a Stand
- ▶ Reflection

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### Lesson 4: Body Language in Business

- ▶ Please Sit Down
- ▶ Negotiation
- ▶ Building Rapport
- ▶ Body Language Observations
- ▶ Reflection

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### Lesson 5: Exposing the Art of Deception

- ▶ Common Gestures associated with Lying
- ▶ Other Deceitful Attributes
- ▶ Reflection

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### Lesson 6: Body Languages Across Cultures

- ▶ Behaviours Across Cultures
- ▶ Listening Habits and Audience Expectations
- ▶ Some things are universal – other things are not
- ▶ Touch
- ▶ Reflection

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### Lesson 7: Reflections

- ▶ Create an Action Plan
- ▶ Accountability = Action

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## WEB LINKS

- ▶ [View this course online](#)
- ▶ [In-house Training Instant Quote](#)
- ▶ [Public Classes - Enrol Now!](#)