PROFESSIONAL DEVELOPMENT TRAINING

Reading Body Language Sales Training

016 299 1479

REQUEST QUOTE

1.0 DAY COURSE

Do you want to know what your client's body language is telling you? Are you aware of what your body language is communicating to others? Body language is a universal medium of non-verbal communication and aids in reinforcing and adding credibility to what you are saying. Reading non-verbal signals can be even more important when selling in cross-cultural situations. You'll learn the essential concepts of understanding body language by attending the Reading Body Language Sales training course from PD Training.

This course will help participants to understand body signals and facial expressions, how to use mirroring and matching techniques to build rapport, how to control and alter your body language signals and use them to build an enhanced personality, create better relationships and ultimately get more sales.

This training course is now available in Malaysia and Kuala Lumpur.

This Reading Body Language Sales training course can be delivered at your premises by one of our expert local or international trainers or live online using our HIVE technology.

Click on the In-house tab below to generate an instant quote or enroll now into the next public course date.

What You'll Gain:

During the course, participants learn to understand the nuances of body language so that they can read it expertly, and also alter their own body language to create specific impacts on others. This comprehensive course includes knowledge and skill development in improving communication, understanding gestures, decoding personality types using body language knowledge, and building rapport.

Reading Body Language Sales Training Course provides participants with all the necessary tools to understand their own and others' unconscious body expressions to gain an insight into behavior and personality.

Outcomes

After completing this course, participants will have learned to:

- Apply knowledge of body language to improve communication
- Understand the impact of space in a conversation
- Understand the nuances of body language from the face, hands and arms to legs, walking style and posture
- Use mirroring and matching techniques to build rapport
- Shake hands with confidence
- Dress for success
- Learn to give space
- Understand facial expressions
- Understand unconscious body expressions
- Mirror and lead
- Monitor posture
- Dress up
- Role play

Modules

Lesson 1: Getting Started

- The Parking Lot
- Workshop Objectives
- Action Plans & Evaluations

Lesson 2: Mirroring & Leading

- Creating Relationships
- Matching and Mirroring
- Pacing and Leading

Lesson 3: Body Language

- Making the Grade
- Looking Into Ourselves
- Debrief

Lesson 4: Monitoring Your Posture

- Looking at Your Posture
- Working on Your Posture

Lesson 5: Give Me Some Space!

- Space Issues
- Practice for All

Lesson 6: Dressing Up

- What Should I Wear?
- Debrief

Lesson 7: What's Your Face Saying?

- Your Face is the Base
- The Eyes Have It

Lesson 8: Shaking Hands

- Degree of Firmness
- Dryness of Hands
- Depth of Grip
- Duration of Grip
- Eye Contact

Lesson 9: What's Your Body Saying?

Lesson 10: How Are You Doing?

- Speaking with your Hands
- Getting a Leg Up
- Tools of the Trade
- Scenarios

Talk to our expert team

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