

## READING BODY LANGUAGE SALES TRAINING

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**COURSE LENGTH: 1.0 DAYS**

The ability to interpret the body language of a potential customer or audience is very important when gauging whether your sales presentation is being favorably received or not. Learn how to understand other people's body language as well as how to manage your own by attending PD Training's Reading Body Language Sales Training course.

After your Reading Body Language Sales Training course, you will have learned how to: use and read other's body language to improve communication, how to dress for success, shake hands with confidence, understand non-verbal communications through a person's facial expressions, arms and legs movements, walking style and posture, how to manage your own body language and much more.

This comprehensive training course is available across the U.S., including Atlanta, Austin, Baltimore, Birmingham, Boston, Charlotte, Chicago, Dallas, Houston, Jackson, Los Angeles, Manhattan, Miami, New York, Orlando, Philadelphia, San Antonio and Seattle.

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## READING BODY LANGUAGE SALES TRAINING COURSE OUTLINE

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### FOREWORD

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.

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### 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
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### MODULES

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#### Lesson 1: Getting Started

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

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#### Lesson 3: Body Language

- ▶ Making the Grade
- ▶ Looking Into Ourselves
- ▶ Debrief

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#### Lesson 5: Give Me Some Space!

- ▶ Space Issues
- ▶ Practice for All

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#### Lesson 2: Mirroring & Leading

- ▶ Creating Relationships
- ▶ Matching and Mirroring
- ▶ Pacing and Leading

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#### Lesson 4: Monitoring Your Posture

- ▶ Looking at Your Posture
- ▶ Working on Your Posture

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#### Lesson 6: Dressing Up

- ▶ What Should I Wear?
- ▶ Debrief

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### Lesson 7: What's Your Face Saying?

- ▶ Your Face is the Base
- ▶ The Eyes Have It

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### Lesson 8: Shaking Hands

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

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### Lesson 9: What's Your Body Saying?

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

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### Lesson 10: How Are You Doing?

- ▶ Scenarios

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## WEB LINKS

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- ▶ [View this course online](#)
  - ▶ [In-house Training Instant Quote](#)