PROFESSIONAL DEVELOPMENT TRAINING

Reading Body Language Sales Training

REQUEST QUOTE

1.0 DAY COURSE

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.

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?
- Speaking with your Hands
- Getting a Leg Up

Lesson 10: How Are You Doing?
- Scenarios

- Tools of the Trade

Talk to our expert team

Phone:

Email: