The ability to interpret body language is a skill that will enhance anyone’s career. Whether in sales or management, it is essential to understand the body language of others and exactly what your own body is communicating.

This dynamic training course is available now throughout Australia, including Brisbane, Sydney, Melbourne, Adelaide, Canberra and Perth.

Body Language Training Course Outline

**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.

**Learning Outcomes**

- Define body language
- Understand the benefits & purpose of interpreting body language
- Learn about translating gestures into words
- Understand the differences between open & closed body language
- Understand common body language mistakes & how to avoid them
- 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 the proper body language in business can strengthen negotiating strategies
- Understand how body language can expose deception
- Learn how to improve one’s own body language
- Learn how to match words with movement to instill trust

**Course Length**

- 1 – day
Body Language Training Course - Lesson 1  
**Getting Started**
- The Parking Lot
- Workshop Objectives
- Action Plans & Evaluations

Body Language Training Course - Lesson 7  
**Facial Expressions**
- Linked with Emotion
- Micro-Expressions
- Facial Action Coding System (FACS)
- Universal Facial Expressions

Body Language Training Course - Lesson 2  
**Communicating with Body Language**
- Learning a New Language
- The Power of Body Language
- More than Words
- Actions Speak Louder than Words

Body Language Training Course - Lesson 8  
**Body Language Business**
- Communicate with Power
- Cultural Differences
- Building Trust
- Mirroring

Body Language Training Course - Lesson 3  
**Reading Body Language**
- Head Position
- Translating Gestures into Words
- Open vs. Closed Body Language
- The Eyes Have It

Body Language Training Course - Lesson 9  
**Lying and Body Language**
- Watch Their Hands
- Forced Smiles
- Eye Contact
- Changes in Posture

Body Language Training Course - Lesson 4  
**Body Language Mistakes**
- Poor Posture
- Invading Personal Space
- Quick Movements
- Fidgeting

Body Language Training Course – Lesson 10  
**Improve Your Body Language**
- Be Aware of Your Movements
- The Power of Confidence
- Position and Posture
- Practice in a Mirror

Body Language Training Course - Lesson 5  
**Gender Differences**
- Facial Expressions
- Personal Distances
- Female Body Language
- Male Body Language

Body Language Training Course – Lesson 11  
**Matching Your Words to Your Movements**
- Involuntary Movements
- Say What You Mean
- Always Be Consistent
- Actions Will Trump Words

Phone: 1300 121 400  www.pdtraining.com.au

Body Language Training Courses are delivered by pdtraining’s Body Language training specialists  
In Brisbane, Sydney, Melbourne, Adelaide, Canberra, Perth and Australia wide.
Body Language Training Course - Lesson 6
Nonverbal Communication

- Common Gestures
- The Signals You Send to Others
- It's Not What You Say, It's How You Say It
- What Your Posture Says

Body Language Training Course – Lesson 12
Wrapping Up

- Words from the Wise

Web Links:

- View this course outline
- In-House Training – *Instant Quote*
- Public Classes – *Enrol Now!*