

Body Language – What Are You REALLY Saying?

Presentation Description

Studies have shown that up to 70% of the messages we give are non-verbal. This means that our bodies do a lot of talking, and we have not consciously learned to listen. When you lead a meeting, present a proposal or try to convince people of your good idea, your body language is also "communicating" as you speak. And if your body language works with your message, you're likely to be much more successful.

Body language awareness can also help when negotiating. If you can read key signs from the people you are dealing with, you can discover things that can help you reach a better deal.

Are you looking to use body language to your advantage? How do you read others' hidden signals? Do you want to have more impact at work and at home? Then this presentation is for you.

Topics covered

- 1 The basics of body language
- 2 Creating the perfect first impression
- 3 Spotting insecurity
- 4 Spotting lies, doubts and dishonesty
- 5 How to be confident and assertive
- 6 Regaining power, equality and rapport
- 7 Positive and negative body language
- 8 Reading the signs

At the end of the presentation, you will:

- 1 Understand why body language is an important means of communication
- 2 Be able to use body language to increase your personal impact
- 3 Be able to increase your presence and strengthen your command over your listeners
- 4 Understand how to use body language to build rapport with others
- 5 Understand how to read and interpret other people's signals