

READING BODY LANGUAGE SALES TRAINING

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COURSE LENGTH: 1.0 DAYS

The ability to read or understand body language is a very useful skill in sales. For instance, it can help you gauge how a potential customer is receiving your proposal or if it's time to close a deal. Learn how to understand other people's body language and how to manage your own by attending PD Training's Reading Body Language Sales Training course.

The Reading Body Language Sales Course covers the following: how to use body language to improve communication, how to dress for success, understanding body language through a person's facial expressions, arms and legs movements, walking style and posture and much more.

This comprehensive course is now available in London, Birmingham, Leeds, Glasgow, Sheffield, Bradford, Edinburgh, Liverpool, Manchester and UK wide.

Please click the In-House Training tab to receive a free quote for courses delivered at your preferred location.

READING BODY LANGUAGE SALES TRAINING COURSE OUTLINE

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 behaviour 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
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MODULES

Lesson 1: Getting Started

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

Lesson 3: Body Language

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

Lesson 5: Give Me Some Space!

- ▶ Space Issues
- ▶ Practice for All

Lesson 2: Mirroring & Leading

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

Lesson 4: Monitoring Your Posture

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

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
- ▶ Tools of the Trade

Lesson 10: How Are You Doing?

- ▶ Scenarios

WEB LINKS

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