

Body Language

TALK FRAMEWORK

Who should attend?


- The Sales Team
- HR Department
- All Managers & Supervisors
- Negotiators

Duration: 50 - 60 mins
Date:
Venue:
Time:

Your Expert Facilitator
 Ian Rheeder, CM (SA), MSc

Ian is a professional speaker and experienced business consultant. His conference presentations are well researched, relevant and regularly wins the best conference-talk award. You will not be disappointed you chose to listen to this particular talk on body language.

Ian is a chartered marketer and his cum laude MSc dissertation was in persuasion science.
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"We leak the truth from every pore." Sigmund Freud

Introduction

Up to 60 - 80% of our impact in business is our body language (Pease, 2008). If that's the case, we simply cannot go throughout life unconscious of these rapport-building skills.

Some of the Topics Covered are:

1. Understand the two most important rules when reading body language
2. Five EQ elements; and how EQ assists with reading people
3. Why are women at least 100% better at reading body language than men?
4. Persuasion science: what are the seven levers of persuasion
5. How to instantly start building trust? Note: neuroeconomists agree that trust is the best "fiscal stimulus". Trust is also the best "social stimulant" (and don't forget business is a social act).
6. In a sales and/or negotiation situation, become aware of the most important body language signals used to establish rapport
7. Top-12 Body Language Tips for sales & negotiations

"The most important thing in communication is to hear what isn't being said." Peter Drucker



Our 86 salespeople absolutely loved your body language session at the conference. (Nedbank Conference)