



"THE MOST IMPORTANT THING IN  
COMMUNICATION IS TO HEAR  
WHAT ISN'T BEING SAID."

PETER DRUCKER  
OUR LIFE QUALITY  
DEPENDS ON OUR  
COMMUNICATIONS!



## GET IN TOUCH

### ADDRESS:

Mount Lebanon.

### PHONE

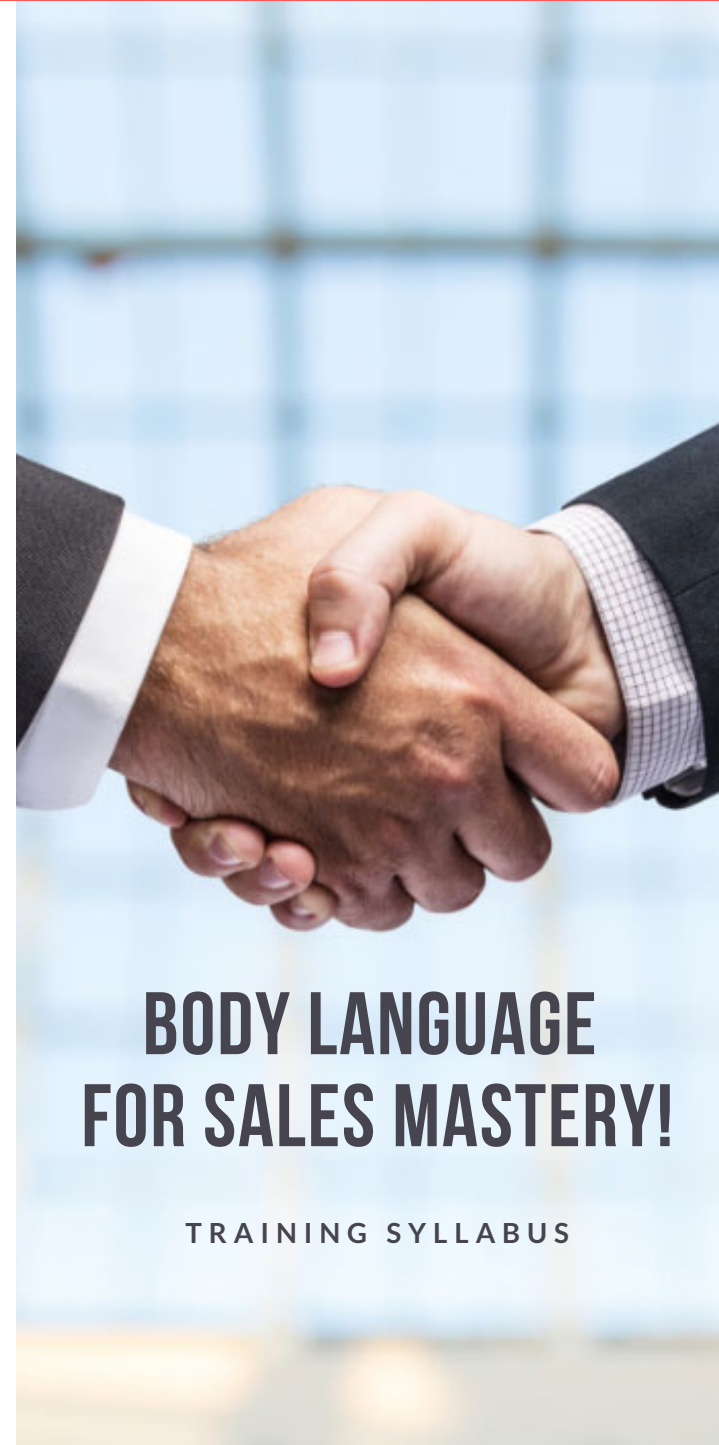
+96170072577

### EMAIL

[jonathan@humansdecoded.club](mailto:jonathan@humansdecoded.club)

### WEBSITE

[www.humansdecoded.club](http://www.humansdecoded.club)



## BODY LANGUAGE FOR SALES MASTERY!

TRAINING SYLLABUS

# BODY LANGUAGE FOR SALES PROFESSIONALS!

"It's not what you say but how you say it"

- Mae West

The ability to read body language signals and respond accordingly is an important weapon in a salesperson's arsenal.

As a salesperson, you should be actively seeking to "hear" your prospect's body language, as much as you're listening to the words they're saying.



## TRAINING OUTCOME:

- Discover your body language style and learn how you plastify it to resonate with your prospect's.
- Understand your prospect's body language code to "speak" their language.
- Manage your own emotions with the release coaching method.
- Understand the nonverbal feedback to ask the relevant questions at the right moment.
- Discover your voice and its emotional dimensions through exercises and projection techniques.
- Accurately read facial expressions and discover deep emotions.

## ADDITIONAL FEATURES:

- Understand their communication style.
- Consider the non-verbal communication methods.
- Understand and practice effective listening skills.
- Overcome communication barriers.

## TRAINING DURATION:

Training is provided online for a duration of 14 hours for this level.

