Body Language in Business Training

INTRODUCTION

This course has been designed for experienced sales people and managers who deal with senior policymakers and senior decision-makers. Reading body language at this level is essential. Delegates will be able to translate the signals that people in business prefer to hide. This will give them the advantage and they will know when to move forwards, when to back off, when to close and how far they can push in negotiations. The programme covers the body language of different profiles as well as important management and selling skills.

COURSE OBJECTIVES

This excellent course covers all the essentials about body language in business.

COURSE CONTENT

- What body language really is and how to read all the signs and signals used in business
- Why business body language is very different to that of social body language
- How body language affects the rapport building process and how to prevent mistakes
- Understand how to use body language to sell and negotiate at senior level
- Strategies and tactics used to get better results
- How to change the situation to your advantage when selling
- How to get better results out of individuals and a team
- How to apply the skills needed for consultative selling
- How to get on an even level with Senior Decision Makers as well as Policy Makers
- The process for dealing with signals from several people in meetings
- Changing your own body language when negotiating

RESULTS

Every delegate will be able to read business body language, analyse and deal with obstacles, issues and objections in a far more professional way and achieve significantly better results.

Delegates who have attended this course have reported significant improvement in all areas of the business process. They leave with a better insight into how to overcome their weaknesses and improve their business skills.

Call 02380 840376 for more information on how this course can be tailored to your specific situation and requirements.