

# Body language

## Detecting the hidden signals

### Seminar Objective

Those who are able to interpret the signals of body language correctly in conversation and negotiations can better adapt to their interlocutor. In doing so, discussions and negotiations become easier and more successful. The ability to observe and interpret one's own body language as well as that of one's conversation partner will also be practised. The focus will be on charisma and authenticity.

### Seminar Content

- The importance of body language for emotions
- Body language doesn't lie
- The messages transmitted by body language precede the spoken word
- The rules of non-verbal communication
- Signals from the unconscious. What does body language reveal?
- Opportunities and limits of the interpretation of body language signals
- The effect of body language: reactions on the listener/viewer
- Facial expression, gestures, posture, tone of voice
- How does my body language affect others?
- Eye contact: Aggression or sympathy?
- Taking territorial behaviour into account
- The four personal distance zones
- The significance of seating arrangements and sitting posture
- Body language in leadership and sales
- Body signals and status symbols
- Creating rapport through body language - tips
- How do I recognize deception?
- Cultural differences in body language

### Method

Exercises with individual feedback, video examples, external and self-analysis, group discussion, practical exercises

### Participants

The "Body Language" seminar is aimed at specialists and managers in all areas who want to use and understand non-verbal communication signals in a targeted manner.

### Testimonials

„I liked the methodical implementation of the seminar very much.“  
*T. Halbritter, Logistic-Mail-Factory GmbH*

„Due to the compact size of the group, all questions posed by the participants could be addressed during this training.“  
*M. Walther, MEDICE Arzneimittel Pütter GmbH & Co. KG*

### Course Ref.

KOM1008

### Participants

not more than 9 participants

### Schedule

1. Day: 10:00 - 17:00  
2. Day: 09:00 - 16:00

### Location and Dates

#### Muenster

09.09.2021 – 10.09.2021  
23.06.2022 – 24.06.2022  
08.09.2022 – 09.09.2022

#### Hamburg

25.11.2021 – 26.11.2021  
21.02.2022 – 22.02.2022  
24.11.2022 – 25.11.2022

#### Munich

04.10.2021 – 05.10.2021  
05.05.2022 – 06.05.2022  
10.10.2022 – 11.10.2022

### Fee

980,00 € (ex. VAT)  
1.166,20 € (inc. VAT)

Included in the price: Working documents, certificate of participation, lunch and coffee breaks.

# FAX-ANMELDUNG +49 251 20205-99

Dorpatweg 10  
48159 Münster  
Germany

Telefon: +49 251 20205-0  
Telefax: +49 251 20205-99

E-Mail: info@kitzmann.biz  
Internet: www.kitzmann.biz

Freecall: 0800 KITZMANN  
0800 54896266

## Ja, ich/wir buche(n) folgendes Seminar:

\_\_\_\_\_

Seminartitel

\_\_\_\_\_

Termin

\_\_\_\_\_

Seminarort

\_\_\_\_\_

1. Teilnehmer/in

\_\_\_\_\_

Funktion

\_\_\_\_\_

E-Mail

\_\_\_\_\_

2. Teilnehmer/in

\_\_\_\_\_

Funktion

\_\_\_\_\_

E-Mail

## Ja, ich/wir buche(n) das Aufbauseminar gleich mit:

\_\_\_\_\_

Titel

\_\_\_\_\_

Termin

\_\_\_\_\_

Ort

\_\_\_\_\_

1. Teilnehmer/in

\_\_\_\_\_

Funktion

\_\_\_\_\_

E-Mail

\_\_\_\_\_

2. Teilnehmer/in

\_\_\_\_\_

Funktion

\_\_\_\_\_

E-Mail

## Rechnungsanschrift

\_\_\_\_\_

Firma

\_\_\_\_\_

Ansprechpartner

\_\_\_\_\_

Funktion

\_\_\_\_\_

Abteilung

\_\_\_\_\_

Straße/Hausnummer

\_\_\_\_\_

PLZ/Ort

\_\_\_\_\_

Telefon/Telefax

\_\_\_\_\_

E-Mail

\_\_\_\_\_

Datum/Unterschrift