

2.6 BODY LANGUAGE

This course is very important for trainers, marketers and people who have to negotiate the value of content and products.

- Personality analysis
- Attitude
- The interaction of verbal and non-verbal behaviour
- Aspects like gestures, posture, facial expressions and eye contact
- Timing
- The language of touch
- What your possessions convey about yourself
- Handling of space
- Reading your client
- Marketing with confidence