



Reading People

Detecting, interpreting and using verbal and non-verbal cues

HARD SCIENCE FOR HUMAN SKILLS

Reading People is one of the foundation Human Skills. For many reasons people do not always expose their true thoughts to others, especially if they feel threatened, embarrassed, angry, contemptuous, dissatisfied or disgusted. Often their motivation for action is difficult to read. Reading people is not as simple or as reliable as some popular media would have us believe. However, reading people is a foundation Human Skill and everyone has some ability to read others.

Unfortunately few possess it to the extent that it makes a significant difference in their day to day interactions with others. For some participants the Reading People course will teach completely new skills and techniques necessary for reading others whilst for others intuitive skills will be enhanced. This program teaches participants to detect, analyse and interpret the verbal, paralinguistic and non-verbal cues that allow them to gain more insight into what others are thinking.

The core learning outcomes are:

- Detecting non-verbal cues
- Interpreting non-verbal cues
- Content analysis of verbal statements
- Detecting and interpreting paralinguistic cues
- Understanding motive and personality
- Congruence between verbal and non-verbal cues
- Putting into use what is read in others

Who should attend?

Anyone dealing with people where understanding and evaluating motivation, intent, truthfulness, integrity and personality would be beneficial. Practitioners who would gain advantage from understanding what people are thinking and especially where they are attempting to mask those thoughts.

Latest public course schedules, dates, prices and locations are posted at www.newintelligence.com.au

Private group courses are also available at fixed group rates.



New Intelligence is a provider of holistic training in Reading People combining tools for body language, psycholinguistics, personality and social cues – and Australia's only provider of Human Skills Training.

Reading People

Research shows that most people fail to detect the obvious cues that provide indications of what people are thinking, let alone more subtle cues. It also shows that even when people do detect these cues, they attribute incorrect meaning to them and subsequently misinterpret the situation. Alan Pease, arguably the father of body language in this country, stated in his book *The Definitive Book of Body Language* that

“The ability to work out what is really happening with a person is simple – not easy, but simple. It’s about matching what you see and hear in the environment in which it all happens and drawing probable conclusions. Most people, however, only see the things they think they are seeing.”

What is Alan Pease talking about?

Originally in the context of body language he was describing the skills

that allow one person to read another – a Human Skill that can be taught. Reading People is about much more than just body language: it is about how the words we use and how we say them give away what we are thinking and how the choices we make about dress, grooming, music, friends, enemies, likes and dislikes, even the way we walk tells others about who we really are and what we really want.

REGISTRATION FORM

Name

Organisation

Phone

Email

Address

Mobility or dietary requirements? Please Specify. Yes

Course Details

Course Date:

Course Location:

Course Price (including GST):

Cancellation Policy can be found in the Terms of Service at www.newintelligence.com.au

Payment Method

This notice will be treated as your official TAX INVOICE upon Intelligence Pty Ltd (ABN 53 117 410 670) trading as New intelligence receiving payment for your attendance at this event.

Debit my credit card for \$

Card Type: VISA MASTERCARD *AMEX *DINERS CLUB

Card Number: Expiry:

Card Holder's Signature:

Card Holder's Name:

Cheque made payable to New Intelligence

EFT Account Name: New Intelligence Trust Account BSB: 032 713
Account: 344 782 Detail: your name

*AMEX & DINERS CLUB payments attract a 3% service fee

For further information or to register contact New Intelligence

P (02) 6163 0100 **F** (02) 6163 0150

E training@newintelligence.com.au **W** www.newintelligence.com.au