



## READING PEOPLE

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### THE ART AND SCIENCE

*Reading People: Becoming a Body Language Expert* is one of the most practical seminars you will ever attend as a law enforcement officer.

At its core, police work is a human behavior profession. Your job is to successfully assess the emotional and physical state of a person. Are they dangerous? Are they in need? Are they emotionally or physically in crisis. Are they perpetrators or victims? And you have to do this all in the blink of an eye.

The only way to accomplish that is to become a master at controlling, redirecting and influencing other people's behavior which begins with Reading People.

This One-Day Seminar teaches officers how to better evaluate body language by accurately reading conscious and unconscious cues, spotting lies and detecting true deception.

In this course we will discuss:

#### Topics we'll cover include:

- **You Won't Know What to Look For if You Don't Know How it Works**
- **Learn Consciously What the Unconscious Already Knows**
- **The Signs; Will You See What The Body is Saying?**
- **Learn the Importance of Judging Your Observation and Assessments**
- **Body Parts: The Eyes, The Hands, The Face and the Feet**
- **The Importance of Your Own Body Language**
- **The Mehrabian Model: Most of the Message is in the Delivery**
- **The Key to Active Listening**