

Microexpressions: Hear What is Not Being Said

The most important thing in communication is hearing what isn't said. -Peter F. Drucker

Nonverbal cues we display are more powerful than spoken words because they are driven by our subconscious mind. Improving your skill in interpreting nonverbal cues will enhance your interpersonal communications, increase your confidence, create greater trust, and improve the ability to deliver powerful messages. In any situation.

How do you know your proposal got a buy-in?
Will this potential customer buy your product?
Is this job candidate truthful about her skills?
Are you talking too much?

By learning to "speed-read" others, you will be able to address concerns before they are voiced, prevent misunderstandings, become a better negotiator, and improve your interpersonal effectiveness.



WHAT ARE THEY REALLY TELLING YOU?

People cannot totally conceal their emotions, and microexpressions occur when we try to hide or repress how we feel. Unlike regular facial expressions that last for a few seconds, microexpressions (lasting only about 1/25 of a second) cannot be controlled. Delivered either as individual or group coaching, our microexpressions training can help you to recognize how people feel, see the impact your behavior has on others, and better understand the people you interact with. You will never look at people again the same way.



READING PEOPLE - MORE IMPORTANT THAN EVER

An insight into the mental state of your co-workers, customers, and stakeholders before they may be aware of it themselves can give you a significant advantage in any business situation and especially in the present economic environment. Wouldn't you want to possess this advantage?

CONTACT US

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