



# Reading People

## The 2 Day Course

Detecting,  
interpreting and  
using verbal and  
non-verbal cues

### HARD SCIENCE FOR HUMAN SKILLS

Do you really want to know what other people are really thinking?

Do you want to understand what other people are really like?

Can you see value in understanding why people conceal things?

Have you ever been told something about someone else and been totally surprised?

Are you confident you see all the cues on offer in any interaction?

Do you want to go beyond “emotional intelligence” and “effective communication”?

**If you answered yes to any of these questions the 2 day Reading People Course is for you.**

Reading People is defined as the process of detecting and interpreting verbal, non-verbal and paralinguistic cues and indicators exhibited by people for the purpose of identifying and understanding their attributes and motivations.

For many reasons people do not always expose their true thoughts or their true selves to others, especially if they feel there is some benefit in keeping them concealed. Often their motivation for action is a mystery to us. Reading people is not as simple or as reliable as some popular media would have us believe.

Nearly everyone can do it and absolutely everyone can improve their ability to do it.

#### The core learning outcomes are:

- Demonstrate an understanding of the theory and science behind reading people
- Define the components of Reading People
- Increase capture rate of cues for reading people
- Apply the reading people process
- Demonstrate an understanding of the theory and science behind the Role of Emotion
- Define the various components of understanding and using emotion
- Apply the skills and techniques associated with emotion

## Who should attend?

Anyone dealing with people where understanding and evaluating personality, emotion truthfulness, intent and integrity is important will benefit. Practitioners seeking to identify concealment and masking of attributes and motivation should attend.

**Latest public course schedules, dates, prices and locations are posted at [www.newintelligence.com.au](http://www.newintelligence.com.au)**

**Private group courses are also available at fixed group rates.**

# Reading People

## The 2 Day Course



*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.*

### Case Study

Studies show that by 12- 18 weeks infants are already reading their mother – when she displays joy they look at her more and engage in more play. By 5 months babies are less mobile when an adult shows anger and they play less with their toys when an adult looks sad. These and other studies prove that reading people is an innate skill that has been with us since the cave.

Unfortunately, while these skills were sufficient then, we now live a life that is far more complicated and complex than a time when our only real concern was where our next meal would come from. Today a simpler and more successful life requires a greater capability when it comes to reading people. It is ironic that a skill that helps us be more influential and survive until we are old enough to fend for ourselves has become so important in adulthood.

Our innate skills and those we have learned from our parents, our teachers, our friends and our colleagues are not enough. Regardless of your current level of ability to read people, you will benefit from understanding the science of emotion and personality, of motivation and attributes and how and why these things are concealed from you.

## BE BETTER

## Individuals

### – just for you

**This course will expose you to some of the myths that have been generated about reading people. It will provide you with the science and research that has been uncovered in the last decade that challenges many long held misconceptions about detecting deception, emotional intelligence and personality.**

This course will increase the rate at which your brain captures vital, yet subtle cues and give you the skill and confidence to start lifting the level of read you can execute. There is no course in existence that can turn you into a fully blown people-reader in just two days but this course will ensure that with some practice you will begin to gain a significant advantage when it comes to dealing with others. This course makes it simple and reliable. It will change the way you think about people, emotion and behaviour.

## Organisations

### – for your team or department

**Not only does this course provide a unique opportunity to expose staff to the latest in science and research related to how people interact it has more potential than just about any other training to increase performance across multiple areas within the organisation.**

The foundations skills of reading people, including emotion, are used by all staff on a daily basis and real improvements in these skills translate into real improvements at work. The format of the course is strongly oriented towards real world skill development with more than 60% of the program using exercises which include use of video, photographs and real time, real world engagement with people from anywhere close to the course venue.

**At New Intelligence we know that not everyone enjoys our training but everyone remembers it. We value science, experience, challenge, achievement and validation. We believe in credibility, no easy passes, effort should be worth it and that everyone can be better.**