



# Knowledge of human nature for managers

## Seminar objective

Everyone consciously and unconsciously sends out different signals. Interpreting these correctly can have a direct impact on your knowledge and understanding of human nature.

## Seminar content

- The face and its expressive potential
- First impressions: intuitive truth or avoidable misjudgement
- How does a facial expression occur and what triggers it?
- Environmental influences and heredity
- Body type: which interpretations are possible and which prejudices exist?
- Body language: facial expressions, gestures and posture
- "Face-reading."
- Physiognomy
- The effect of associations on our behaviour
- Managing a conversation
- Identifying and assessing strengths and weaknesses
- "The Big Five."

## Methodology

Discussion in the group perceptual exercises tips for transferring learnings into everyday life discussion based on practical examples inputs from the trainer

## Target audience

The seminar knowledge of human nature for managers is aimed at specialists and managers from commercial enterprises of all sizes and sectors as well as from public administrations

### Course ref.

PE4010

### Participants

not more than 9 participants

### Schedule

1. Day: 10:00 - 17:00  
2. Day: 09:00 - 16:00

### Location & dates

#### Münster

21.11.2024 – 22.11.2024  
20.03.2025 – 21.03.2025  
28.07.2025 – 29.07.2025  
20.11.2025 – 21.11.2025

### Fee

1.150,00 € (ex. VAT)  
1.368,50 € (inc. VAT)

Included in the price: Working documents, certificate of participation, lunch and coffee breaks.



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Mobilnummer

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Veranstaltung                      Seminarcode

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Ort                                      Termin

Firmendaten/Rechnungsempfänger

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Firma

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Rechnung (Name)

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Straße/Nummer

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Anzahl der Mitarbeiter in Ihrem Unternehmen

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