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Virtual Workshop Proposal

"Lead Without Speaking – The Nonverbal Communication Workshop"

Abstract

Solid communication skills are paramount if you desire to gain buy-in from your colleagues, leadership, friends, and family; however, your words are only part of your communication repertoire. Studies show that 55% of communication is nonverbal and two people will signal over 800 nonverbal cues over the course of a thirty-minute conversation. That's why I developed a highly entertaining and informational virtual workshop that teaches workshop participants the principles of body language and techniques that can be used immediately to enhance communication and influence.

"Erick is full of energy and truly engages with the audience. You can tell by looking around the room that people are really listening to him. We have had him speak at more than one event because he spends a significant amount of time preparing and provides useful takeaways."

-Russel Olson, CEO, Heartland Consumer Power District

Learning Objectives

1. Gain an appreciation and full understanding of what drives human dynamics and how we display our emotions and intent through nonverbal cues.
2. Learn the five body language channels and how to apply them at work and in life.
3. Understand how your "vibe" affects others and alters the human dynamics of a situation.
4. Learn negotiation and facilitation techniques and how to leverage body language to your advantage in negotiation and customer interaction settings.

References

Niki Dick, Indiana Municipal Power Agency, niki@impa.com

Kaitlin Plaster, Tennessee Valley Public Power Association, kplater@tvppa.com