

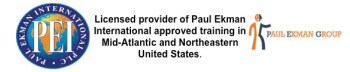
PAUL EKMAN APPROVED COURSES



PEOPLE INTELL
INSTITUTE

Cutting edge behavioral science for real world applications

WHEN WE NEED TO UNDERSTAND OTHERS IT IS IMPORTANT TO KNOW WHAT THEY ARE FEELING AND THINKING.



A recent Harvard University study on career success concluded that **emotional skills mattered twice as much as IQ and technical skills.**

Emotional awareness of ourselves and others is critical to overall organizational effectiveness including **recruiting** (81% of job candidates lie about themselves in job interviews), **employee engagement** (70% of American workers are disengaged), and **retention of top performers** (48% cite lack of trust as reason for leaving) to name just a few.

Our programs are firmly rooted in science built upon sound principles and over 40 years of validated research eliminating personal bias and opinions and focusing on facts and proven results. This means that you can be confident in its reliability, consistency and applicability personally and professionally.

OUR CORE COURSES

ESAC

Emotional Skills and Competencies

THEORY/K=U

DAY 1

Framework for Emotional Skills

SKILLS

DAY 2

5 Communication Channels

PROCESS AND PRACTICE

DAY 3

Application and Practice

Four primary application contexts:

1. Relationships and self-awareness
2. Coaching / Leadership / Teamwork
3. Influence/Sales/Cust Serv/Negotiation

ETAC

Evaluating Truthfulness and Credibility

DAY 1

Framework for Evaluating Truth

DAY 2

5 Communication Channels

DAY 3

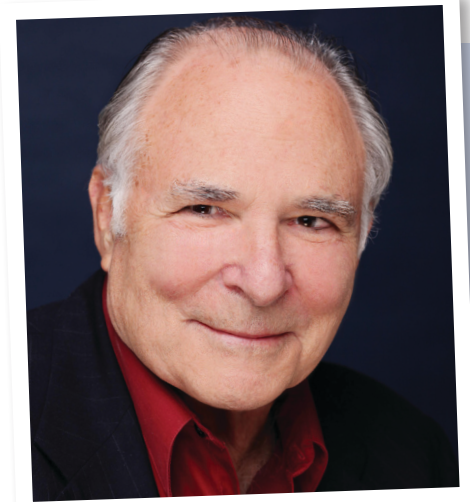
Memory and Content Analysis

DAY 4

Application and Practice

Three primary application contexts:

1. Interviewing/Recruitment
2. Security
3. Law enforcement



PAUL EKMAN INTERNATIONAL (PEI)

PEI's vision is articulated by Dr Ekman as follows:

"I strive to improve people's understanding of their emotional life and aid those responsible for public safety by taking the discoveries I made and translating them into practical tools and training programs, based on solid research about the nature of our emotions, trust, and deception.

Paul Ekman International plc and its Licensed Delivery Centres will take this work forward and so we can contribute to a more emotionally aware, secure and compassionate world by making this work accessible to all"

Paul Ekman PhD (2010)

TRUTH & LIES – THE SCIENCE

A one-day introduction to **Evaluating Truthfulness and Credibility** covers a psychological framework for evaluating truth and lies, exercises to increase awareness around macro and micro facial expressions that are shown on the face and assessment of our ability to discriminate between truth and lies. This session is interactive and you need no previous knowledge in this subject to learn from this course.

Locations Available

Atlanta • Boston • Chicago • Newark, NJ • Philadelphia • Washington, DC
For program dates and bookings visit www.people-intell.com



"The use of this seal is not an endorsement by the HR Certification Institute of the quality of the program. It means that this program has met the HR Certification Institute's criteria to be pre-approved for recertification credit."