HIGH POINT CENTER

course : Managing Emotions & Evaluating Truthfulness

City :	Riyadh	**Hotel :**	Four Seasons Hotel Riyadh at Kingdom Centre
Start Date :	2025-11-30	**End Date :**	2025-12-11
Period :	2 Weeks	**Price :**	5925 $

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Course Overview

It is well recognized that we do business with people we know, like, and trust. Whether you are a manager, negotiator, facilitator, or parent, developing emotional intelligence and interacting effectively with others is essential to building strong and lasting relationships.
In many interactions, individuals place too much emphasis on spoken words, which can sometimes result in misunderstandings or even relationship breakdowns. This program will equip you with the ability to read and evaluate others through both verbal and nonverbal behaviors, helping you assess credibility and detect possible deception.
In this Managing Emotions & Evaluating Truthfulness training course, you will go beyond analyzing words alone. You will learn to interpret all five core channels of communication while mastering your own emotions and effectively managing those of others.

Course Objectives

By the end of this training course, participants will learn to:

- Recognise & manage your own emotions
- Develop powerful strategies for building productive relationships
- Identify hidden messages & deception in others
- Enhance your ability to analyse verbal & nonverbal behavioural cues
- Develop robust questioning strategies to elicit valuable information from others

Target Audience

This training course is suitable to a wide range of professionals but will greatly benefit:

- All Professionals
- Supervisors or Managers
- Training Professionals
- Any Professional who is required to negotiate for their organisation

- Employees in any organisations whose role requires them to have a firm grasp of the truth

Methodology

comprehensive understanding of the subject matter through a variety of proven adult learning techniques and facilitation methods. The methodology incorporates interactive exercises, including case studies, group discussions, and practical applications.
The course is further enriched with unique content, featuring video examples of truth-tellers and deceivers in high-stakes contexts—such as international visa interviews, scientifically validated experiments conducted by Prof. Paul Ekman, and excerpts from corporate investment settings.
In addition, participants will take part in live practice sessions designed to develop knowledge, strengthen skills, and enhance application, with constructive feedback provided by Paul Ekman Approved Trainers.

Course Outline

DAY 1:

- Identifying Emotions & Self-awareness
- Emotions Defined
- Emotional Timeline
- Automatic Appraisal System
- Self-awareness / Management
- Attentiveness

DAY 2:

- Identifying & Managing Emotions of Others
- Components of Communication
- The Face
- Emotions & the Face
- Subtle / Partial Expressions
- Managing the Process
- Preparation & Engagement
- Evaluation & Learning

DAY 3:

- Understanding Deception and Credibility
- Lies & Truth Defined
- Psychological Model of Truth
- Psychological Model of Lies
- Thinking and Feeling
- Attentiveness

DAY 4:

- Reading the Channels
- Memory
- Understanding Emotions
- The Face
- The Body
- Verbal Style and Voice

DAY 5:

- Undertaking Analysis
- Criteria Based Content Analysis
- Context
- Baseline
- Managing the Process
- Evaluation and Learning