

Invitation to the workshop:

" Understanding the Unspoken Language"

Instructor: Mr. Anto Paroian

Date: 14th October 2021

Time: 09:00 - 13:30

Registration deadline: 11.10.2021

Registration fee: €80

CPEs:4

Location: Eurolife House, 4 Evrou street , 2003 Strovolos, Nicosia



ACFE®

Association of Certified Fraud Examiners

Cyprus Chapter

Anto Paroian
TRUTHOLOGIST

Micro Expressions

Part 1

- What are Micro Expressions?
- Understanding and Processing Micro Expressions
- How can understanding Micro Expressions help you in an interview?
- Putting Micro Expressions into Context
- Do Micro Expressions indicate if someone is lying?
- Which Micro Expressions indicate deceit in a conversation?
- Are Micro Expressions as one-way road?

- * Slowing it Down
- * Pinning the Expression
- * Role Play

* Practical

Body Language

Part 2

- What is Body Language
- How can understanding Body Language help you in an interview?
- What Body Language movements indicate deceit in a conversation?
- How to use Body Language for business
- Putting Body Language into Context

- * Understanding the difference between a Mime and Clown
- * Decoding the Body Language
- * Role Play

* Practical

Part 3

Word Usage

- What is Word Analytics
- The Power of Words
- Which used Words indicate deceit in a conversation?
- How to process the Words when writing a report at the same time?

- * Text from actual legal cases
- * Role Play

* Practical

Workshop Description

It's not just about what a person tells you or shows you during an audit or interview, it's also about the vast information that anyone transfers to you, non verbally and subconsciously. This workshop will go behind the scenes to find out more about the art of Understanding the Unspoken Language, while breaking down some myths of body language and also using some tricks to find out the real information.

Instructor profile

Mr. Anto Paroian born and raised in Johannesburg, South Africa, to Cypriot / Armenian parents. Having always been intrigued by human behavior and the study of human deception, Anto decided to become an Expert Trainer in Truthology (the study of truth), specializing in deception detection, micro-expressions, verbal and non-verbal communication, and statement analysis. He is currently a sought-after Public Speaker, Coach and Trainer for professionals, organizations and institutions in a wide variety of fields, including Human Resources, Sales, Politics, Law Enforcement and Legal Services.

Anto is also the founder of The IdealCoaching Group – a soft skills company specializing in the study of Body Language, Emotional Intelligence and Objection Handling and the use of these skills as powerful tools for succeeding in life as professionals.

Described by his clients as “Igniting People’s Greatness”, “professional”, “detail-oriented”, “an outside the box individual” and “passionate”, Anto adapts his coaching process to the culture of each professional and organization, as well as to their unique requirements and expectations, through his personalized hands-on attention, to ensure success.

His solid background from working in countries like Australia, Belgium, Cyprus, the Netherlands, South Africa and the United Kingdom, together with his extensive experience in sales, business development and management in global, leading companies, such as Albourne Partners, Aspen Trust Group, Bartercard and Unibind, help him to identify, assess and meet the real needs of professionals seeking to excel in their field of expertise.

