

**Coming Together: Use Body Language To Establish Leadership, Friendship
And Trust By Klaus Ferdinand Hempfling**

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15 phrases that build bridges between people - forbes - When leaders feel threatened or the ink runs red, they rarely tap into These days, we're taught that tone and body language are the words used at the right moments that spark conversations and build 2) I Trust Your Judgment: Translation: "You have my permission. We'll figure this out together.

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persuading, negotiating, influencing skills - university of kent - Whilst you might get short term gain, you will build up long term resentment You need to establish mutual trust, so it requires honesty and integrity from both parties. Both sides work together to come up with a compromise solution to suit Use open, encouraging body language such as mirroring, not defensive or closed.

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