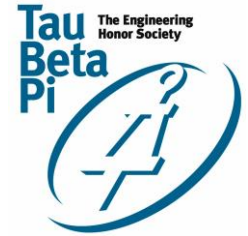


Intro to Body Language

Professional Development Session

Jason Abellada, FL A '04

References



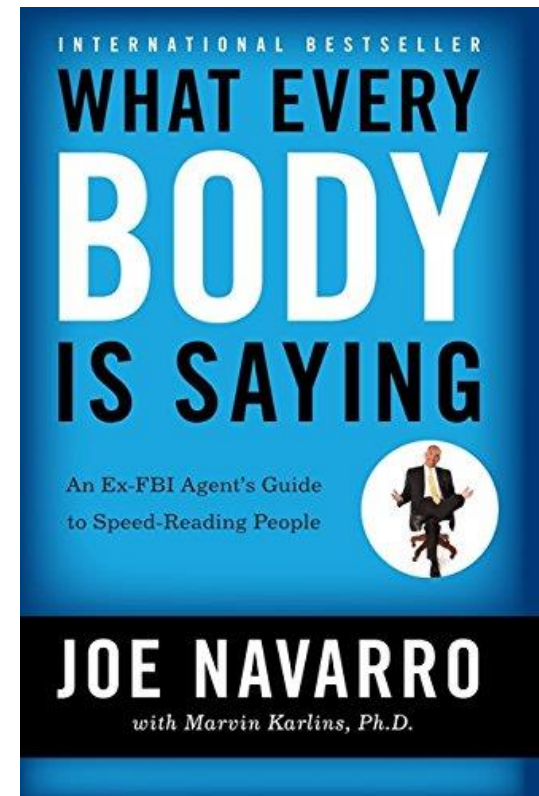
What Every BODY is Saying An Ex-FBI Agent's Guide to Speed-Reading People

Joe Navarro with Marvin Karlins, Ph.D.

First Edition (2008)

ISBN 978-0-06-143829-5

(Images used with author's permission)



References

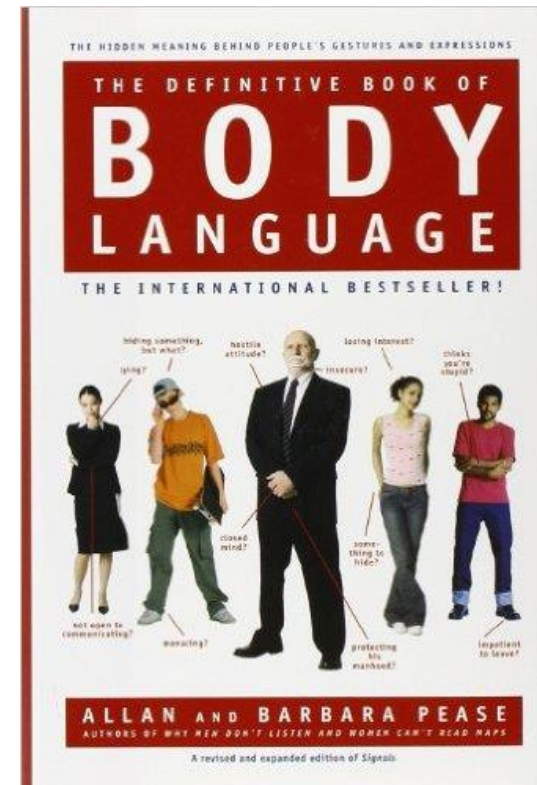
The Definitive Book of Body Language

Allan and Barbara Pease

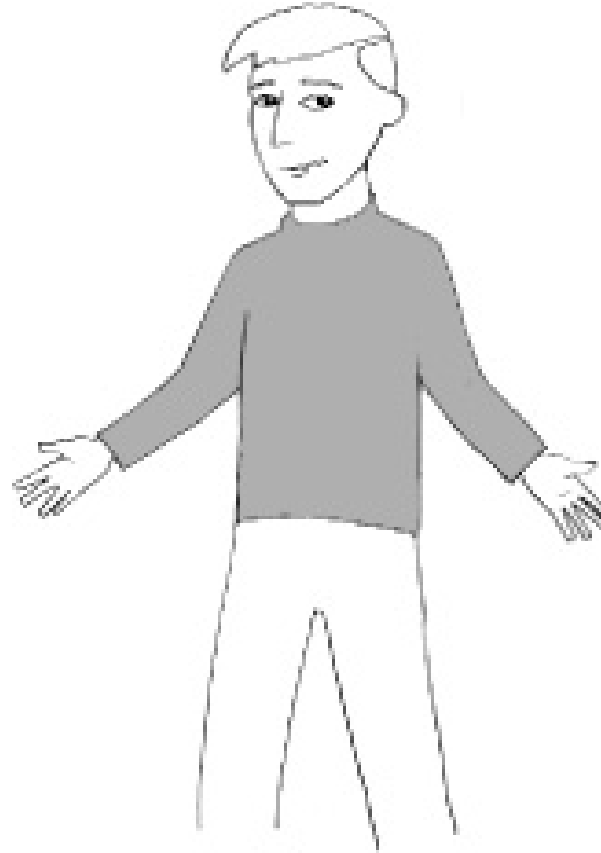
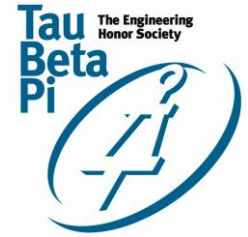
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Pre-Test #1



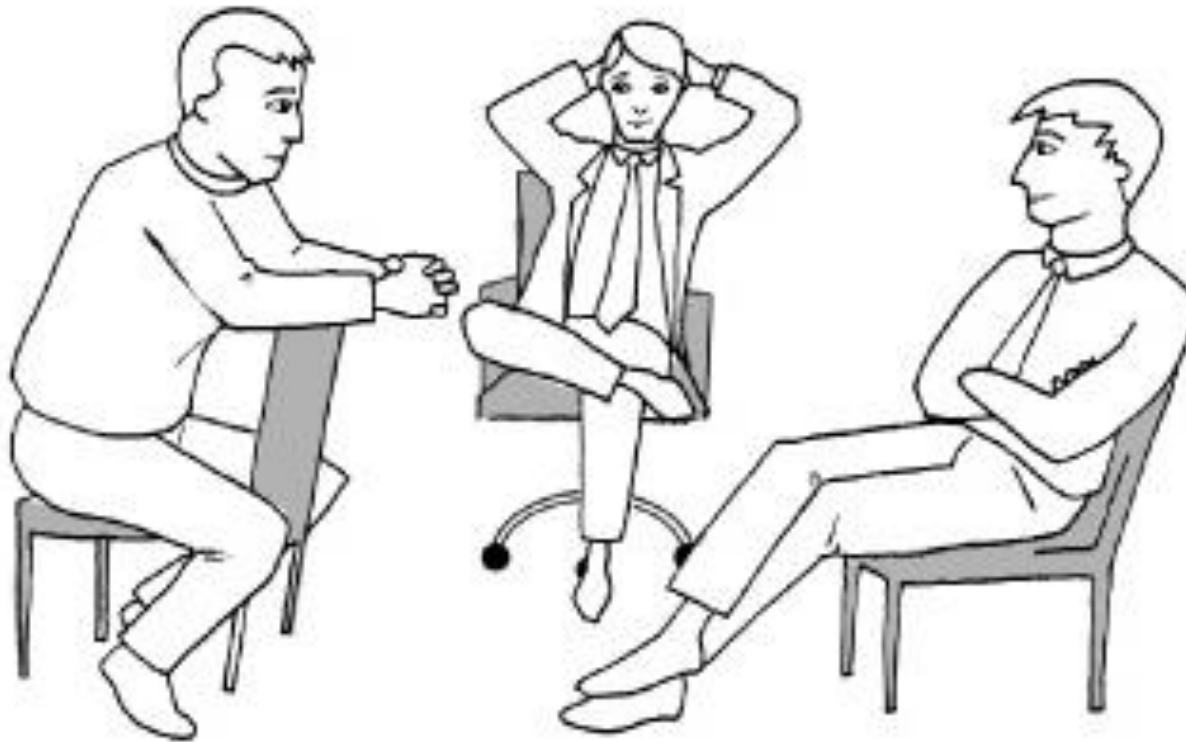
(Pease 365)

Pre-Test #2



(Pease 373)

Pre-Test #3



(Pease 368)

Objectives

- ▶ List three areas of the brain and their functions
- ▶ Learn some tips for improving your nonverbal communication skills
- ▶ Identify the two main categories that body language falls into
- ▶ Learn to spot pacifying and blocking behaviors

Objectives

- ▶ Identify the most honest part of the body
- ▶ Learn suggestions for handshakes, public speaking, and interviews
- ▶ Analyze body language by section
- ▶ Improve your overall ability to read people

Body Language Defined

- ▶ For this workshop, body language and nonverbal communication will be used interchangeably
- ▶ Defined as anything that is not a spoken word
- ▶ Anywhere from 60–80% of our communications are nonverbal

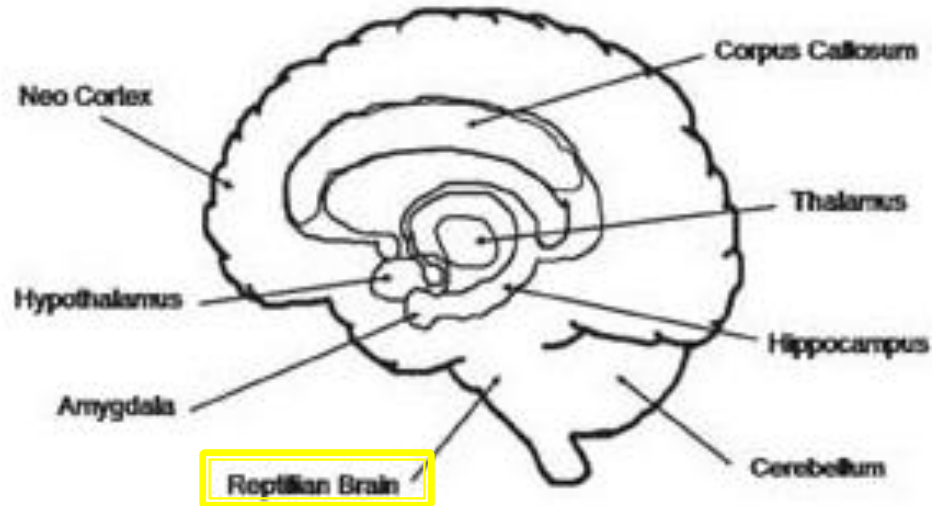
Body Language Defined

- ▶ Body language is more honest and reliable than verbal communications
- ▶ Body language can be individual, cultural or universal
- ▶ “We influence others from a distance” (Navarro)

Body Language Examples

- ▶ Gestures
- ▶ Clothing, Jewelry, Accessories etc.
- ▶ Touch (Haptics)
- ▶ Space and Distance (Proxemics)
- ▶ Mirroring (Isopraxism)

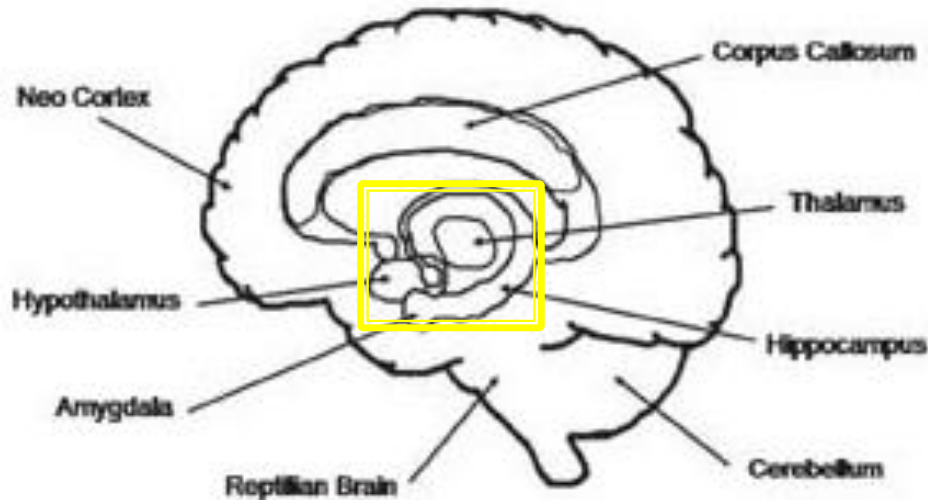
Three Areas of the Brain



(Navarro 22)

The reptilian brain controls vital functions like heart rate, breathing and temperature.

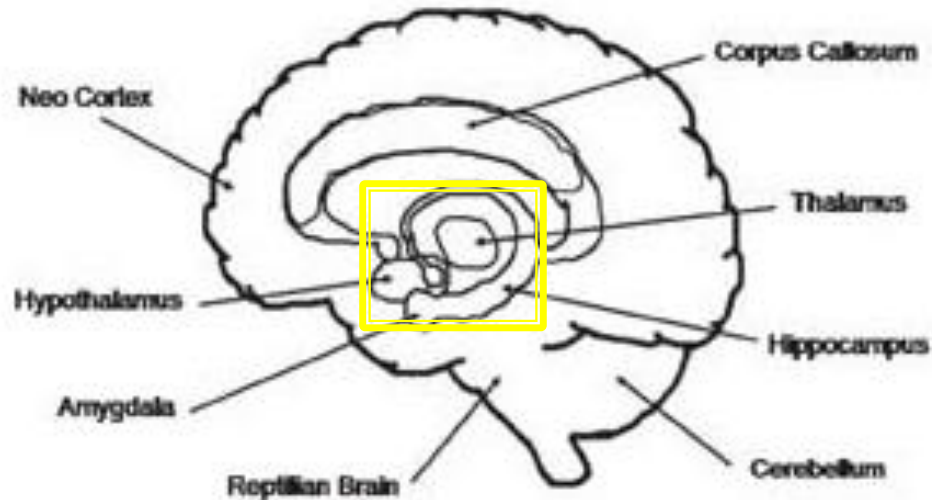
Three Areas of the Brain



(Navarro 22)

The limbic brain (or limbic system) reacts to our surroundings and is responsible for our survival and emotions. This is the “honest brain” and the focus of our discussion.

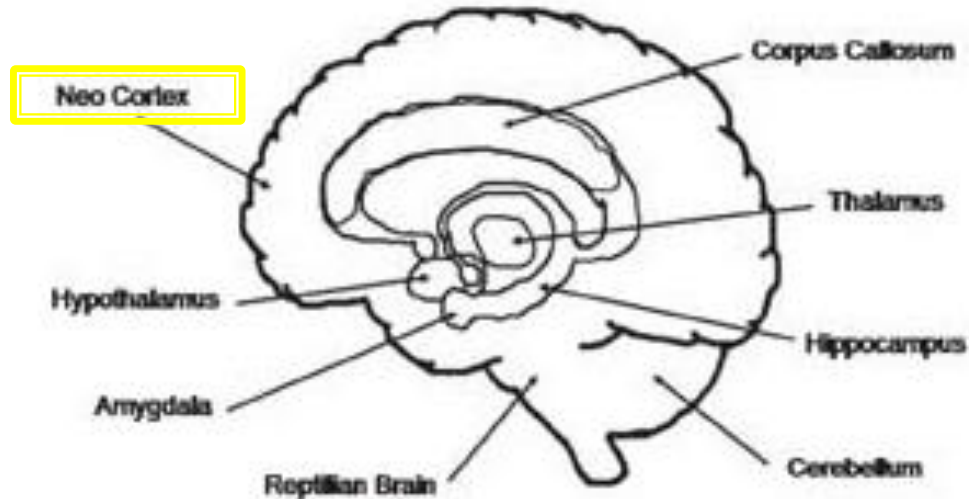
Limbic Brain



(Navarro 22)

Because the limbic brain is reactionary, our body language is “hardwired” and transmitted unconsciously.

Three Areas of the Brain



(Navarro 22)

The neocortex is the “human brain” where engineering, calculation and high-order thinking (including deception) take place.

“F” Limbic Responses to Distress



- ▶ Freeze (trying to hide or remain unnoticed)
- ▶ Flight (distancing, turning away)
- ▶ Fight (aggression, dominance, claiming space)

(Navarro 25–34)

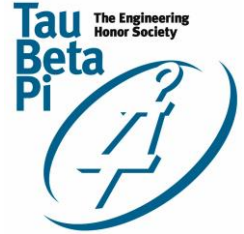
10 Tips for Improving Your Body Language Reading Skills



1. Become a better observer

- Make a conscious effort to observe body language and your environment
- Focus on the “how” in addition to the “what”
- Observe in context
- Observe in clusters
- Practice
 - Observe conversations you can’t hear
 - Observe while talking with friends
 - Airport
 - Don’t stare

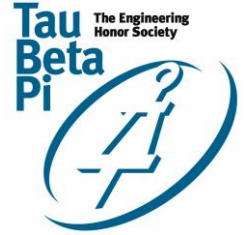
10 Tips for Improving Your Body Language Reading Skills



2. Most body language falls into comfort or discomfort (Navarro 15)

- ▶ **Comfort**
 - Relaxation
 - Happiness
 - Confidence
- ▶ **Discomfort**
 - Stress
 - Sadness
 - Insecurity
 - Displeasure

10 Tips for Improving Your Body Language Reading Skills



3. Read the most honest part of the body

- ▶ Any guesses?
- ▶ Answer: It's the feet! (Navarro 53)

Feet

- ▶ Happy feet
- ▶ Pigeon toes
- ▶ Observe where the feet are pointing



(Navarro 62, 64, 78)

Feet

- ▶ Multi-way conversation
- ▶ Social situations
- ▶ Sitting and location of the feet

10 Tips for Improving Your Body Language Reading Skills



4. Our limbic brain wants us to pacify ourselves when we are uncomfortable

- ▶ Examples of pacifying behaviors:
 - Rubbing (neck, arms, legs etc.)
 - Touching our face
 - Playing with objects
 - Sigh of relief
 - Sipping

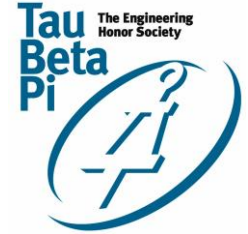
10 Tips for Improving Your Body Language Reading Skills



5. Blocking behaviors is another limbic response to discomfort

- ▶ When we are in distress
- ▶ Distancing
- ▶ Creating a barrier
- ▶ Examples:
 - Covering (face, eyes, mouth etc.)
 - Crossing arms
 - Placing objects in front of self
 - Books/Bags/Purses
 - Lectern

10 Tips for Improving Your Body Language Reading Skills



- ▶ Coffee cup barrier (Pease 103)



The arm barrier says no



She's now open to your ideas

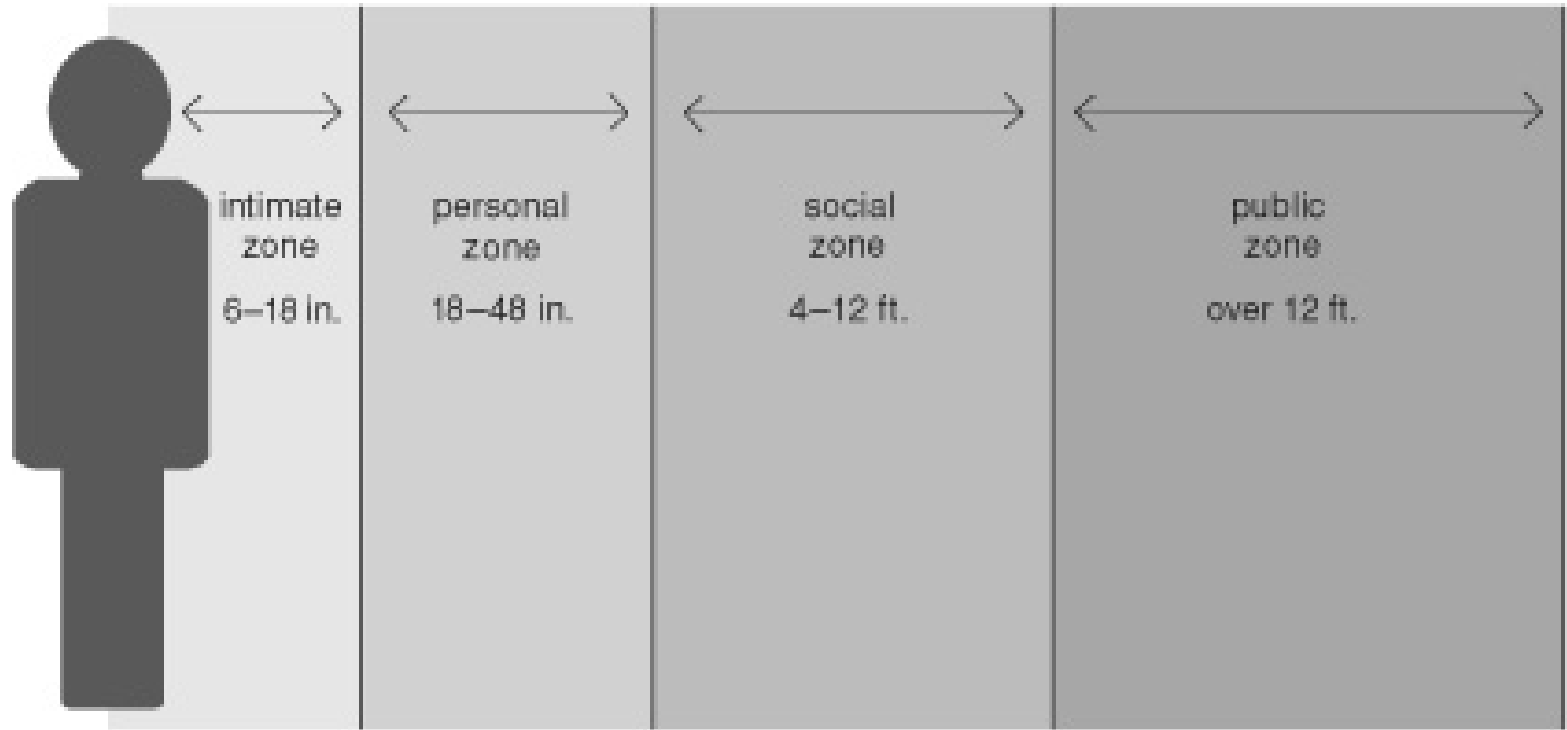
10 Tips for Improving Your Body Language Reading Skills



6. We leave our vital and sensitive body parts unprotected when we don't feel threatened

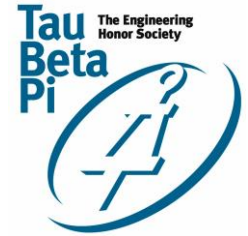
- ▶ Examples:
 - Showing palms and inside arm
 - Chest, heart
 - Access to our personal space

Space



(Pease 195)

10 Tips for Improving Your Body Language Reading Skills



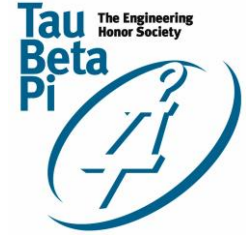
7. Understand the hands

- ▶ Displaying vs. hiding
- ▶ Steepling (high confidence)
- ▶ Interlaced fingers (discomfort)
- ▶ Thumb displays (most honest finger)
 - Thumbs up
 - Hiding thumbs
 - Putting hands in pockets
- ▶ Palms up – seeking acceptance (weakness)
- ▶ Palms down – use to assert or affirm



(Navarro 148–149)

10 Tips for Improving Your Body Language Reading Skills



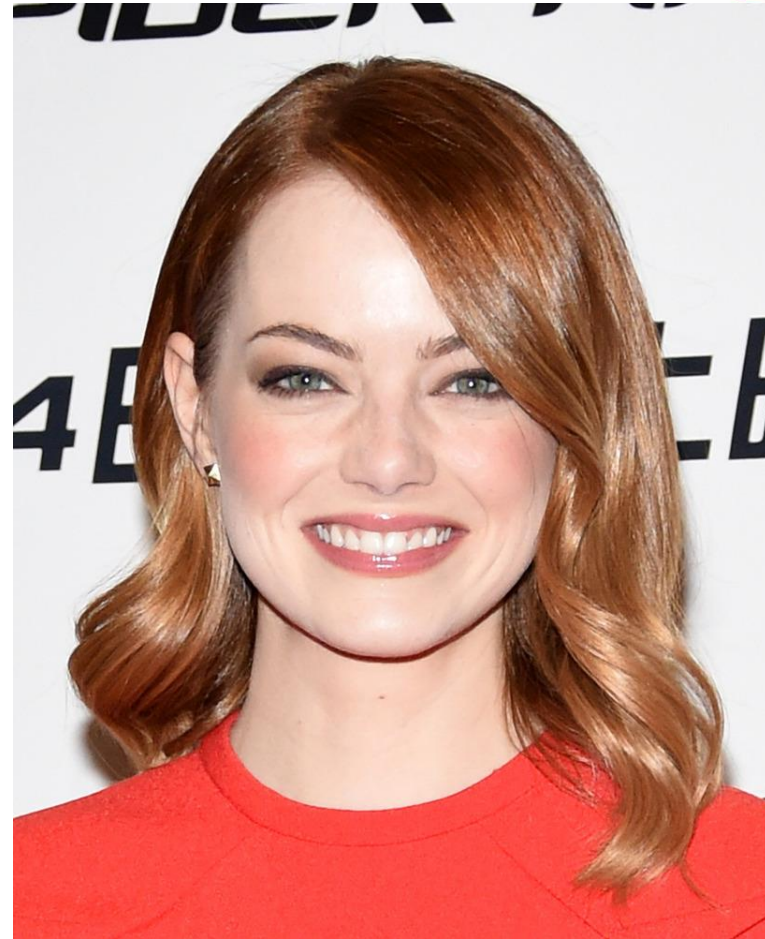
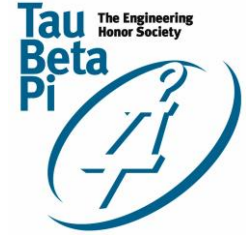
8. Limbic eyes don't lie

- ▶ Squinting
- ▶ Eye blocking
- ▶ Raised eyebrows
- ▶ Pupil dilation / constriction

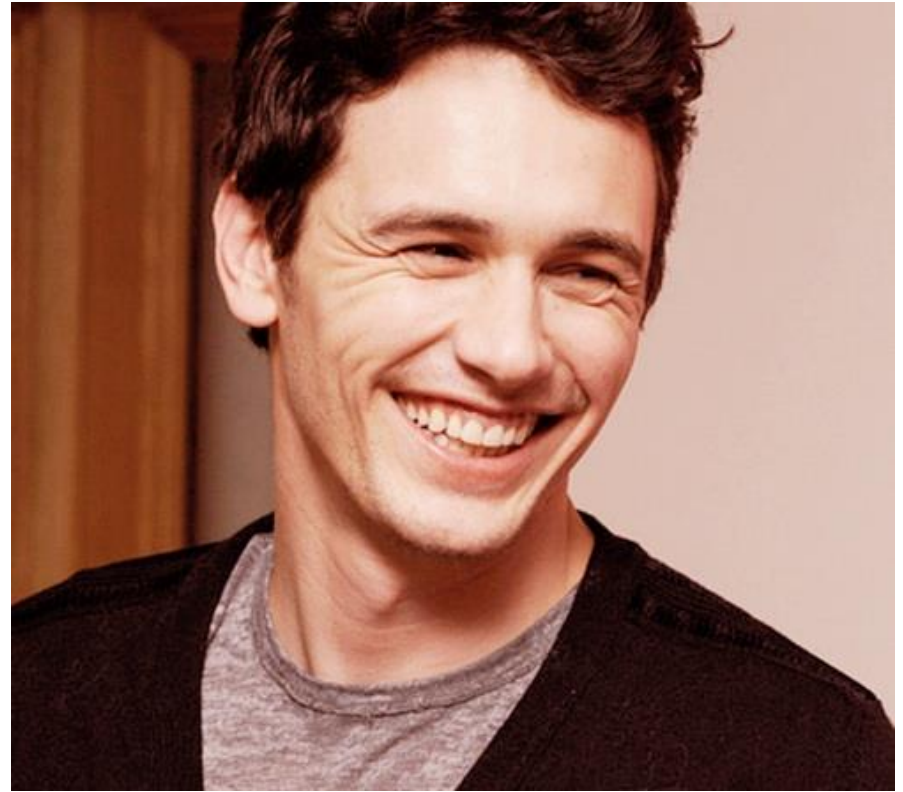
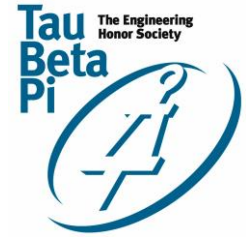


(Navarro 168,177)

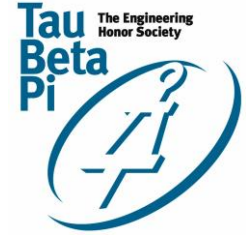
10 Tips for Improving Your Body Language Reading Skills



10 Tips for Improving Your Body Language Reading Skills



10 Tips for Improving Your Body Language Reading Skills



9. Check the neck

- ▶ Rubbing neck – pacifier
- ▶ Grabbing the neck (men)
- ▶ Covering the suprasternal notch, playing with necklace (women)
- ▶ Head tilt



(Navarro 39–40)

10 Tips for Improving Your Body Language Reading Skills



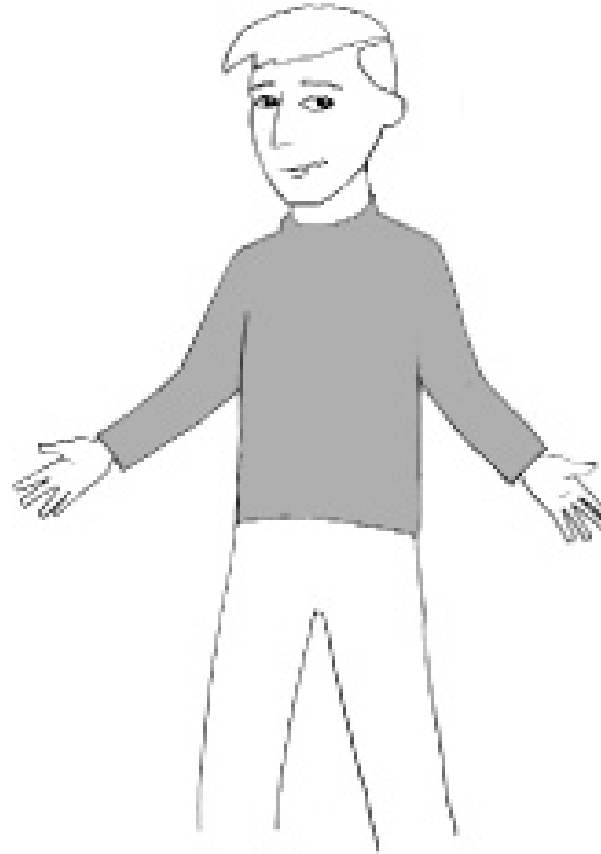
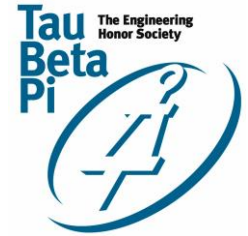
10. Look at the lips

- ▶ Disappearing lips
- ▶ Pursed lips (disagreement or pondering)
- ▶ Covering while talking



(Navarro 188,191)

Review #1



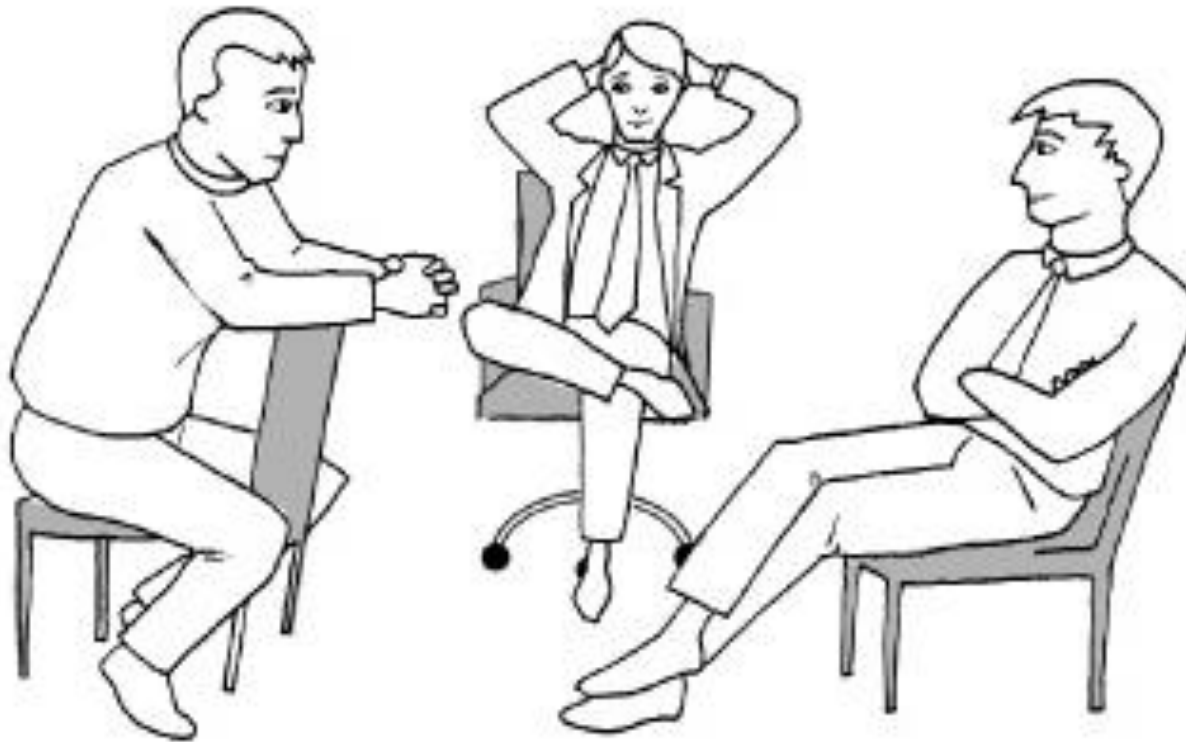
(Pease 365)

Review #2



(Pease 373)

Review #3



(Pease 368)

Mirroring (Isopraxism)



(Pease 261)



(Navarro 90)

- ▶ Rapport, acceptance (comfort)
- ▶ Applies to walking too

Mirroring (Isopraxism)



(Navarro 90)

- ▶ Conflict, disapproval (discomfort)

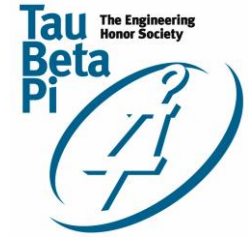
“Defying Gravity” Comfort Display



(Navarro 64)



(Anne-Marie Sorvin)



Application

Fun Facts for Class

- ▶ The closer you are to the front, the more information you retain
- ▶ To increase your probability of not being picked on, hide in plain sight
 - Don't sit in the back
 - Sit to your professor's left

(Pease 341–343)

Handshakes

- ▶ We remember bad handshakes
- ▶ Suggestions for giving a good handshake:
 - Eye contact
 - Mirror the other person, then take a slight step back and to the side (Navarro 75)
 - Don't use the "politician's handshake"
 - Using good haptics

Public Speaking

- ▶ Minimize pacifying and blocking behaviors
- ▶ Use comfort and high confidence displays
- ▶ Standing to audience's left vs. right (Pease 340–341)
 - Left: appeal to audience's right brain (emotions)
 - Right: appeal to audience's left brain (logic)

Presenting to a small group

- ▶ People retain more information on what they see in their right visual field
- ▶ The left side of your face is the better side for giving a presentation

(Pease 340–341)

Interviews

Some suggestions:

- ▶ Give a “good” handshake
- ▶ Keep elbows out / on the chair
- ▶ Use steepling
- ▶ Keep hands and thumbs visible
- ▶ Try to avoid crossing arms and eye blocking behaviors

Legs

- ▶ Since legs are used for flight, standing with legs crossed is usually a comfort display
- ▶ Experiment – elevator



(Navarro 212)

Legs

- ▶ Blocking behavior (discomfort)
- ▶ Unopenness, Disapproval



(Pease 218)

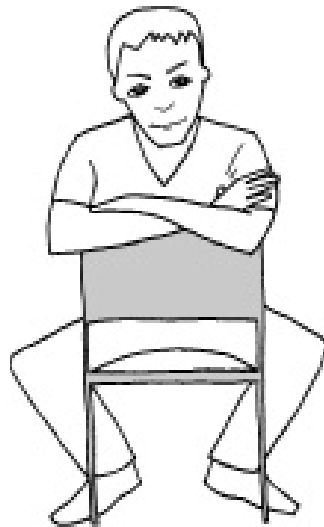
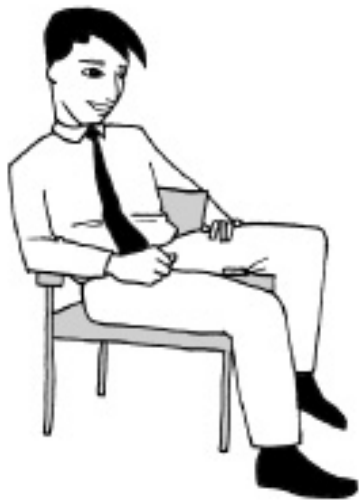


(Navarro 74)



Legs

- ▶ Examples of territorial/dominant behavior



(Pease 212, 243–244, 320)

Hands and Arms

- ▶ One of our primary means of protecting ourselves (after feet/legs)
- ▶ Which is why hands and arms are honest and reliable for reading people



(Pease 90)

Hands and Arms

- ▶ Showing palms, ventral part of arms
- ▶ Steepling
- ▶ Arms akimbo

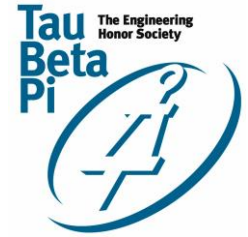
Torso, Chest, Shoulders

- ▶ Torso lean – observe direction
- ▶ Taking up space – aggression, dominance
 - Puffed up chest and shoulders
 - Cobra
- ▶ Taking less space – discomfort
 - Sitting w/ arms between legs
 - Turtle effect
- ▶ “Ventral fronting / ventral denial” (Navarro 88–91)
 - Exposing front of body – openness, comfort, not threatened
 - Opposite – discomfort, disapproval, closed

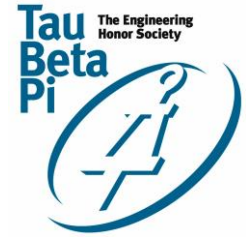
Ventral Examples – Clothing

Which Bond looks more honest?





Questions?



Thanks for attending!

Jason A. Abellada