

MODULE 2

BODY LANGUAGE

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THE BASIS: A CALM AND CONTROLLED BODY LANGUAGE

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**POSTURES AND MOVEMENTS THAT MAKE YOU LOOK
LIKE A FRAGILE AND INSECURE GUY**

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GESTURES INDICATIVE OF STRESS:

- > TOUCHING/CARESSING/RUBBING/COVERING YOUR NECK**
- > TOUCHING YOUR FACE (YOUR CHEECK, YOUR NOSE, ETC.)**
- > TOUCHING YOUR HEAD/SKULL**
- > TOUCHING YOUR SHOULDER**
- > TOUCHING YOUR ARM OR YOUR HAND**
- > TOUCHING YOUR LEG, THIGHS, OR INNER THIGHS**
- > HUGGING YOURSELF**
- > CARESSING THE PALM OF YOUR HAND**

> VENTILATING



GESTURES THAT INDICATES SUBMISSION:

- > THE PALMS FACING THE SKY OR FACING THE PERSON YOU ARE TALKING TO**
- > PRAYING HANDS (INTERLOCKED FINGERS)**



GESTURES AND POSTURES THAT INDICATE INSECURITY:

- > THE FEET CROSSED UNDER THE TABLE (OR INTERLOCKED WITH THE CHAIR LEGS) FOR A PROLONGED PERIOD OF TIME**
- > THE TURTLE POSTURE**
- > THUMBS IN THE POCKETS WITH YOUR FINGERS DANGLING ON EACH SIDE**

OTHER NON-VERBAL BEHAVIORS TO AVOID:

> LICKING YOUR LIPS

> EXHALING WITH PUFFED OUT CHEEKS

> WHISTLING

> EXCESSIVE YAWNING

> TAPPING YOUR FOOT

> CLENCHING THE FISTS

> NAIL BITING

GESTURES AND POSTURES THAT COMMAND RESPECT

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**> THE BASIC POSTURE OF THE STRONG AND POWERFUL MAN:
STAND TALL, SHOULDERS BACK, CHIN UP, FEET SHOULDER-
WIDTH APART (OR MORE)**

> TO APPEAR MORE DOMINANT, ADOPT A WIDE STANCE

**> TO APPEAR MORE DOMINANT, KEEP YOUR THUMBS OUT
OF YOUR POCKETS**

**> WHEN YOU INTERLACE YOUR FINGERS, ORIENT YOUR
THUMBS UPWARD**

> TO CONVEY MAXIMUM AUTHORITY: STEEPLING HANDS

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- > **GENITAL FRAMING (DON'T OVERDO IT)**
- > **ARMS AKIMBO**
- > **HANDS SPREAD APART ON THE TABLE**

> TAKE UP SOME SPACE



***WHEN YOU SEEK TO CONVEY AUTHORITY, LIMIT YOUR GESTURES.**

***WHEN YOU WANT TO CONNECT TO YOUR INTERLOCUTOR, USE MIRRORING : BE IN TUNE WITH HIS/HER BODY LANGUAGE.**

***WHEN YOU WANT TO IMPOSE YOUR DOMINANCE, ADOPT A DOMINANT BODY LANGUAGE, REGARDLESS OF THE BODY LANGUAGE OF THE OTHER PERSON.**

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WALKING IN A WAY THAT INSPIRES RESPECT:

> STAND TALL

> TAKE UP SOME SPACE (INFLATE YOUR CHEST)

> SWING YOUR ARMS (MODERATELY) AS YOU GO

> DO RATHER LARGE AND SLOW STEPS

> REMAIN PRESENT

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TIPS FOR A FACIAL EXPRESSION THAT COMMANDS RESPECT:

- > STOP SMILING ALL THE TIME
- > AVOID CLENCHING THE JAWS
- > DON'T PURSE YOUR LIPS

ADOPT A SOLID GAZE:

> NEVER LOOK DOWN

> SUSTAIN THE LOOK

> RELAX YOUR FACE



HOW TO GIVE A SOLID HANDSHAKE:

> KEEP THE PALM OF YOUR HAND PERPENDICULAR TO THE GROUND

> SQUEEZE HARD ENOUGH (BRIEFLY AND FIRMLY)

> AVOID HAVING CLAMMY HANDS

> MAKE EYE CONTACT

REMARK: WHEN YOU SHAKE THE HAND OF A GIRL YOU MEET, YOU CAN ACT MORE SENSUAL (HOLD IT A BIT LONGER AND GIVE HER A HYPNOTIC GAZE)

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STRIVE TO REMAIN CALM AND RELAXED

