

BODY LANGUAGE

By Dave Bush

Body Language – term used to describe what specific facial, body movements/structures, and characteristics reveal about your personality and how you are relating to others. Understanding body language and its use assists in speaking with your face and body and enhances your ability to be understood. Effective communication is one of the keys to successful relationships in any social setting.

“The first five seconds and the last five seconds are the most important in working with a person or group.”

Critical Indicators

1. Body Posture

- a. Position of arms, legs and head
- b. Leaning forward means open and inviting
- c. Leaning back means closed and uninviting
- d. Passive versus aggressive characteristics were discussed

2. Facial Features

- a. Eye contact
- b. Mouth and smile
- c. Tics (subtle/obvious)

3. Hands and Feet

- a. Open versus closed
- b. Nervous/calm related movements
- c. Gestures

4. Tone of Voice

- a. Intensity
- b. Consistency
- c. Slips – Surface core messages

5. Coincidences

- a. Pay attention to them
- b. Often have subtle meanings