

Body Language: Non-Verbals (NV)

Stay Aware

- We are watched all of the time (virtually too)
- Witness your own movements & adjust
- Clear distractions from view (phone, files)
- Maintain eye contact and keep posture relaxed
- Body language supports credibility (more than words)

Discuss:

- What do you notice about your non-verbals?

What It Means

- Facial expression (honest, sincere smile is best)
- Head/hand movements (use to encourage)
- Body posture (upright= interested; slouch= bored)
- Physical distance (culture influences appropriate #)
- Fidgeting (high energy person or may be bored)

Discuss:

- Which aspect of non-verbal will you work on?

In Practice

- Non-verbals (NV) govern how others think about us
- Non-verbals govern how we think about ourselves
- Be relaxed and interested (don't over-analyze)
- Pay more attention to NV in difficult conversations
- Use mirroring (copy their) posture for encouragement

Discuss:

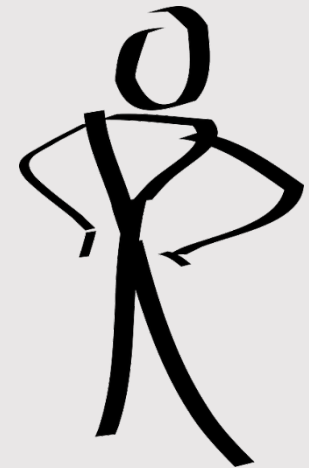
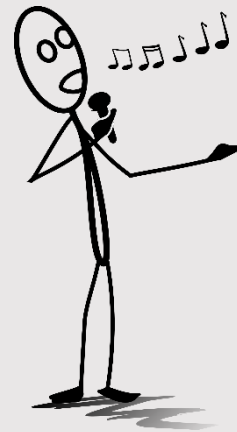
- Discuss non-verbals in a virtual meeting.



Closing: Body Language

‘Our minds change our bodies; and how we stand/pose changes our minds about others and ourselves.’

Source: Amy Cuddy 2012 TED Talk



Resources: *Body Language*

LinkedIn Learning

- Body Language for Leaders (~ 39m) <https://www.linkedin.com/learning/body-language-for-leaders-2/body-language-in-your-role-as-a-leader?u=50844473>
- Body Language for Authentic Leadership (~ 36m) <https://www.linkedin.com/learning/body-language-for-authentic-leadership/the-new-rules-of-body-language?u=50844473>
- Digital Body Language (~ 25m) <https://www.linkedin.com/learning/digital-body-language/the-empathy-deficit?u=50844473>

Online Sources

- Your body language may shape who you are (Amy Cuddy 1m views) https://www.ted.com/talks/amy_cuddy_your_body_language_may_shape_who_you_are?language=en
- 8 Ways to Read Someone's Body Language <https://www.inc.com/travis-bradberry/8-great-tricks-for-reading-peoples-body-language.html>
- Nonverbal Communication: How Body Language & Nonverbal Cues Are Key 2020 <https://www.lifesize.com/en/blog/speaking-without-words/>
- Is Nonverbal Communication a Numbers Game? <https://www.psychologytoday.com/us/blog/beyond-words/201109/is-nonverbal-communication-numbers-game>



More Resources: *Body Language*

More Online Sources

- Understanding Body Language and Facial Expressions 2019
<https://www.verywellmind.com/understand-body-language-and-facial-expressions-4147228>
- Body Language: Beyond words-how to read unspoken signals
https://www.mindtools.com/pages/article/Body_Language.htm
- 16 Essential Body Language Examples and their Meaning
<https://www.scienceofpeople.com/body-language-examples/>
- TED Talk – by Janine Marie Driver, Using body language to get what you want
https://www.ted.com/talks/janine_marie_driver_how_to_get_exactly_what_you_want_by_reading_the_body_language_of_murderers

JMU Talent Development Resource Collection Books

- *Love 'Em or Lose Em: Getting Good People to Stay: Take Your Career from Average to Exceptional with the Hidden Power of Non Verbal Intelligence* ©2014 by Beverly Kaye, and Sharon Jordan-Evans
- *The Definitive Book of Body Language* ©2004 by Allen Pease and Barbara Pease
- *Nonverbal Advantage, The: Secrets and Science of Body Language at Work* ©2007 by Carol Kinsey Gorman
- *What Every Body is Saying* ©2008 by Joe Navarro

