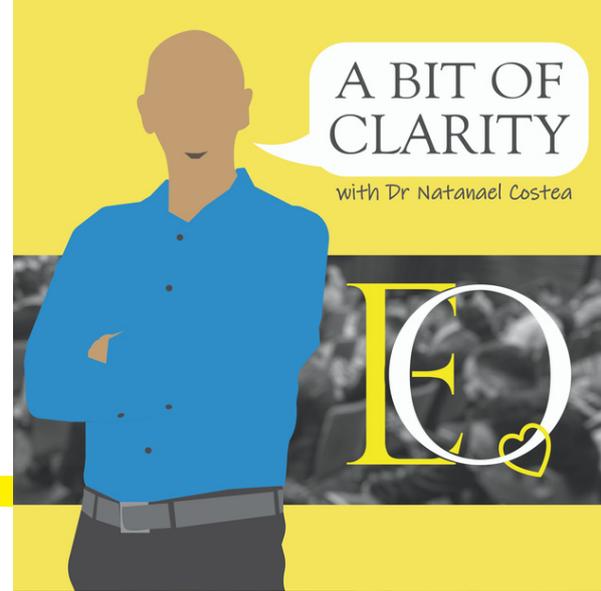


EP 034

BODY LANGUAGE



SHOW NOTES

OBJECTIVE

> Develop an understanding of body language.

UNDERSTANDING BODY LANGUAGE

Body language signals are a non-verbal form of communication using physical movements and behaviours rather than words. Posture and facial expressions are considered the main body language signals. **Body language and social skills** are inextricably connected; those who can read body language signals effectively are also adept at using body language. This skill is an invaluable tool in every social situation. Body language signals provide information about others in your immediate social situation, and the information can be used to navigate and interact effectively.

READING BODY LANGUAGE

The best way to learn how to read body language is **to learn** the common gestures, expressions, and postures and then recognize them in real social situations. Here are some you may be familiar with.

- > Standing or sitting erect - Confidence
- > Hands up with palms out - innocence, submission, honesty, and respect
- > Ear tugging - indecisive, trying to decide
- > Looking down and away - shame or guilt
- > Hands-on the hips - alert, readiness, may signify aggression
- > Arms folded across the chest - disagreement, defensiveness
- > Tapping or drumming fingers - impatience, anxiety
- > Rubbing hands together - excitement, eagerness
- > Eyes down - shame or guilt
- > Dilated pupils and eyes wide open - the desire

BODY LANGUAGE MISTAKES

1. **Looking at your phone** while in conversation with someone in front of you shows lack of respect.
2. **Avoiding Eye contact** transmits you are not honest or have something to hide.
3. **Eye rolling, head shaking, throwing up hands, sighing or fidgeting** break the flow of dialogues.

APPLICATION

> Observe your body language in the next five meetings and note down some of the awareness developed.

RESOURCES

- > More from Dr Natanael Costea: www.eq.org.au
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