

Hello everyone!

Today's topic: American Body Language

Body Language – you may be fluent in American English, but until you learn to “speak” American body language you may find it difficult to connect in interviews, with co-workers, and with new friends.

Activities:

Review: American Body Language

Discuss: How can we use body language to communicate more effectively in American culture?



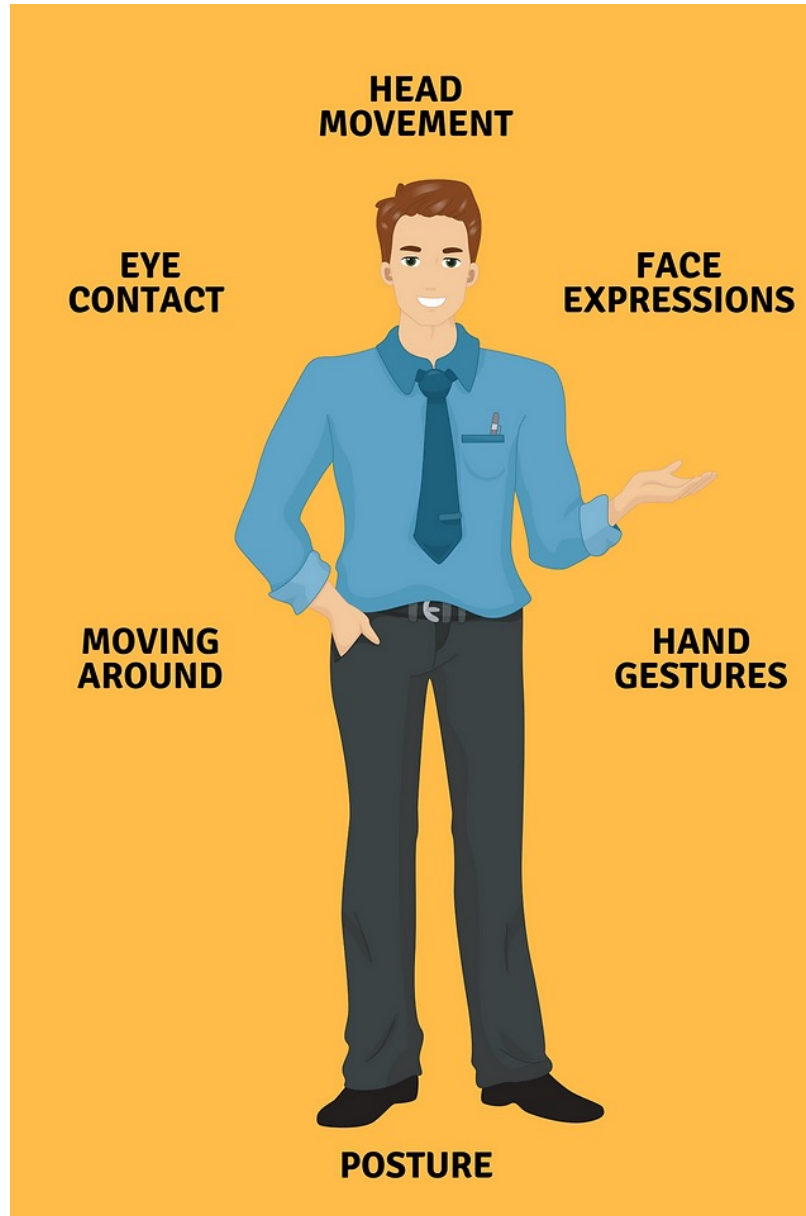
What is Body Language?

How we communicate our thoughts and feelings through **gestures** or other movements—***whether intentionally or not.***

- **Nonverbal:** Not speaking (writing or reading)
- **Physical:** Communicating with our body
 - Posture, body position and movement
 - How much eye contact we make
 - How we sit, walk, stand, or hold our head
 - Facial expressions
 - Tone of voice



What is Body Language?



The Gestures You Make Send Strong Messages

- They can:

- put people at ease
- build trust
- draw others towards you



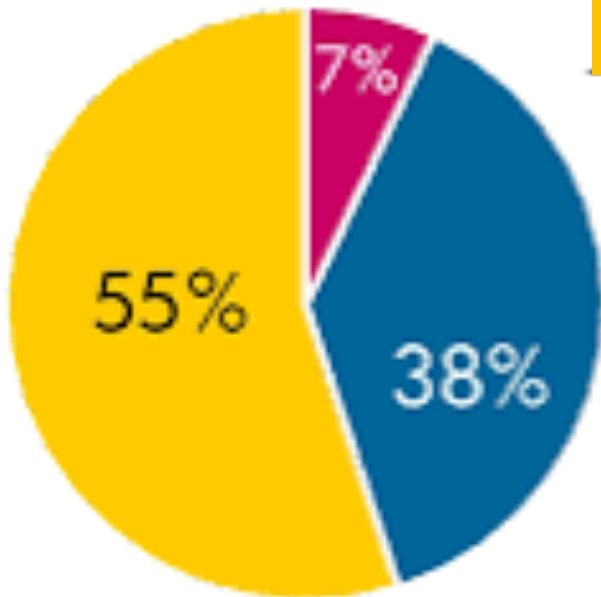
- OR they can:

- offend
- undermine what you're trying to convey



It's not just what is said, but how it's said

In a face-to-face conversation, body language and facial expressions can have a major impact on how information is interpreted.



Dr. Albert Mehrabian UCLA

Elements of Personal Communication

- 7% spoken words
- 38% voice, tone
- 55% body language

What Does Your Body Language Say About You?

- Before even speaking to someone, our gestures and movements send a message.
- Becoming aware of your body language can help you send the right messages to people.



confident



nervous



confused



angry

Messages we send with body language

- I understand
- I am Interested
- I am pleased or happy
- I am comfortable
- I like something
- I am confused
- I am bored
- I am angry or annoyed
- I am uncomfortable
- I don't like something



American Body Language

Negative:

- Poor eye contact
- Folded arms
- Body turned or leaning away from you
- Tense facial expression



Positive:

- Good eye contact
- Open body position (arms unfolded)
- Body turned or leaning toward you
- Relaxed and open facial expression



How to Read

BODY LANGUAGE



CROSSED ARMS & LEGS



GESTURING WHILE SPEAKING



TORSO TURNED AWAY

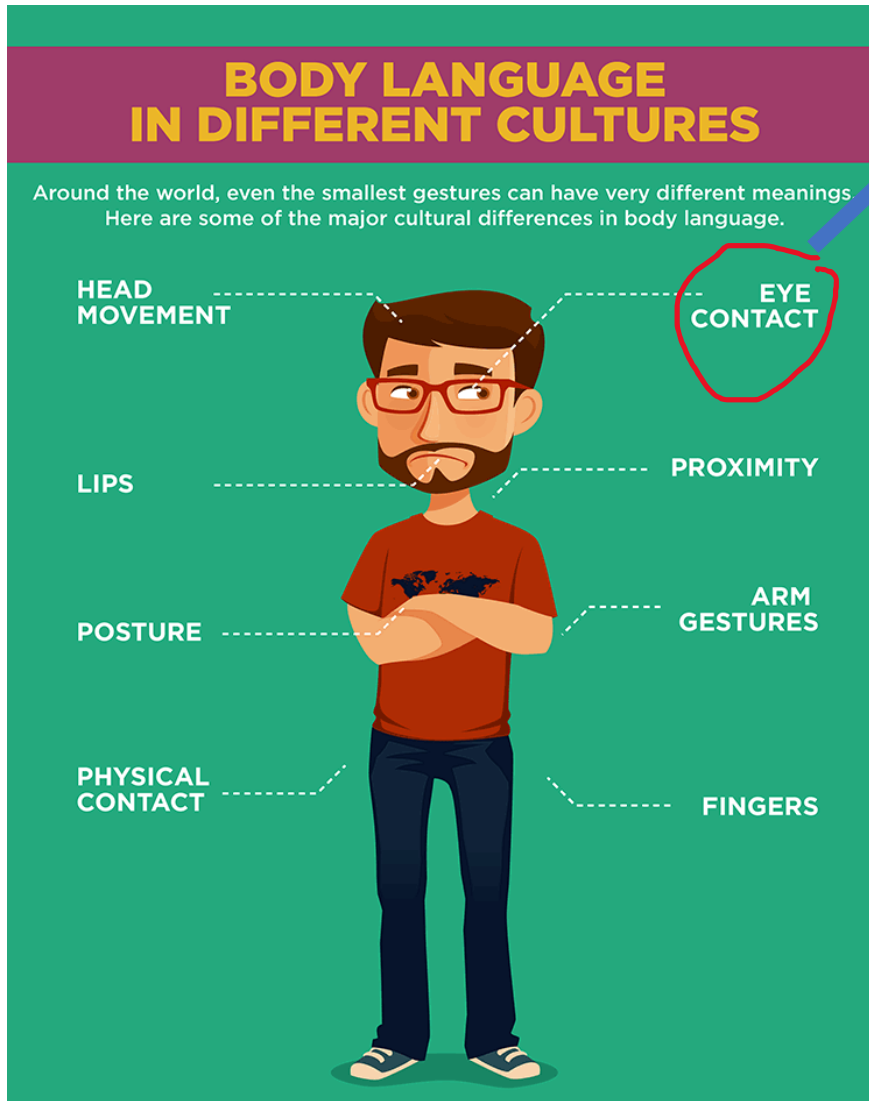


MASSAGING FOREHEAD



TOUCHING NOSE

American Body Language



Eye Contact Most Important

Good Eye Contact Means:

- Respect
- Confident
- Interest
- Trust
- Truth

Poor Eye Contact Means:

- Lack of confidence
- Lack of respect
- Not interested
- Untrustworthy
- Lying

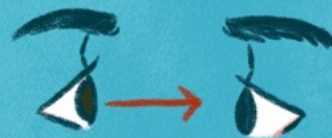
Tips for Making Eye Contact



When you look,
do it slowly



Don't look down
when you look away



Rather than looking
away, look at another
spot on their face



Break your gaze
to make a gesture
or to nod



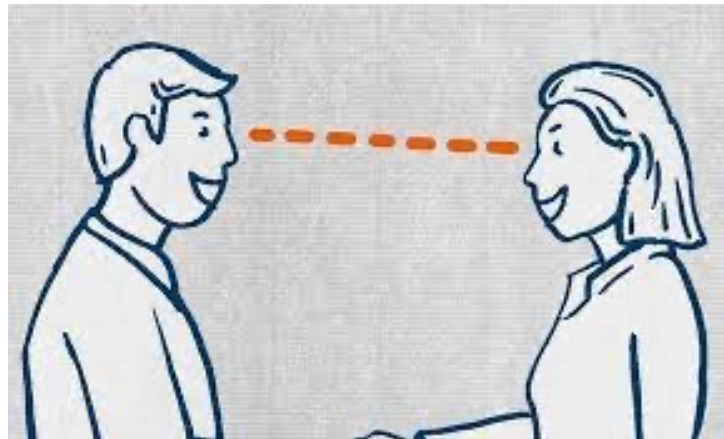
Make eye contact
before you start
talking to someone



Making Eye Contact

Here's a tip:

- If you don't make enough of it, you won't look interested.
- If you make too much, you'll come across as intense and creepy.



Use the 50/70 eye contact rule:

- Spend 50% of the time making eye contact while speaking.
- Spend 70% of the time making eye contact when listening.

Guide to the Most Common Gestures

American Body Language

Understanding American body language can be tricky. Use this guide to common American body language for better communication during your next meeting.



Posture

- **Leaning forward:** They're actively listening.
- **Leaning back:** They're relaxed or bored.
- **Arms crossed:** They're displeased or standing their ground.
- **Head nodding:** They're showing that they're listening and understanding what's being discussed.
- **Shrugging:** They're indifferent.
- **Fidgeting:** They're bored or losing focus.



Facial Expressions

- **Eye contact:** They're listening and showing respect.
- **Raised eyebrows:** They're surprised by or questioning what's been said.
- **Scrunched face/narrowed eyes:** They're confused or feel like what's been stated is incorrect.



Hand Signals

- **Okay symbol:** They're happy with the decision or expressing that a project is "good to go".
- **Thumbs up:** They're in agreement.
- **Thumbs down:** They're unhappy or disagreeing.