

UNDERSTANDING BODY LANGUAGE

A large part of communication comes from body language

1

HAND GESTURES

A good handshake:

- Warm smile & eye contact
- Extend hand
- Lean forward slightly
- Try equal yet firm grip
- Slowly release



2

HEAD MOTIONS

- Tilt - curiosity, puzzled
- Other positions: chin lift - confidence
- Nods - agreement
- Shake - disagreement



3

EXPRESSIONS

Facial expressions can reveal emotions

A genuine smile:

- Corners of mouth uplift
- Crinkles at eye corners



4

LOOKS: EYE CONTACT

- 4 - 5 seconds at a time
- 50% when speaking
- 70% when listening
- Trust
- Interest
- Confidence



5

POSTURE

- Straight (upright)
- Open
- Approachable
- Relaxed



6

PROXIMITY

Allow appropriate distance and space

- Public over 12 feet
- Social 4-12 feet
- Personal 1.5-4 feet
- Close relationships 1.5



Understanding Body Language In A Week

Karin Nielsen-Saines



Understanding Body Language In A Week:

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Employee Body Language

Revealed Harmony Stalter, 2010-11-15 Only 7 percent of communication is verbal and 38 percent is vocal pitch speed volume tone of voice The largest chunk then 55 percent is visual body language eye contact People form 90 percent of their opinion about you within the first 90 seconds of meeting you Understanding body language is a skill that can enhance your life This understanding can be a plus in the workplace You can know what an employee or co worker thinks and feels by examining their subconscious body language And like the world's best communicators you can have strong body language that reflects confidence competence and charisma This groundbreaking new book will make you an expert on body language You will have the ability to read people's minds Would you like to know if a co worker is interested or attracted to you when an employee or co worker is lying or telling the truth how to make instant friends and persuade and influence others This book contains proven techniques that will make people including employers and co workers like you and trust you You can use your body language to your advantage by transmitting only the messages you want people to receive This specialized book will demonstrate step by step how to use body language to your benefit in the workplace and in everyday situations Atlantic Publishing is a small independent publishing company based in Ocala Florida Founded over twenty years ago in the company president's garage Atlantic Publishing has grown to become a renowned resource for non fiction books Today over 450

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Artificial Intelligence Harry Collins, 2018-11-30 Recent startling successes in machine intelligence using a technique called deep learning seem to blur the line between human and machine as never before Are computers on the cusp of becoming so intelligent that they will render humans obsolete Harry Collins argues we are getting ahead of ourselves caught up in images of a fantastical future dreamt up in fictional portrayals The greater present danger is that we lose sight of the very real limitations of artificial intelligence and readily enslave ourselves to stupid computers the Surrender By dissecting the intricacies of language use and meaning Collins shows how far we have to go before we cannot distinguish between the social understanding of humans and computers When the stakes are so high we need to set the bar higher to rethink intelligence and recognize its inherent social basis Only if machine learning succeeds on this count can we congratulate ourselves on having produced artificial intelligence

Body Language for Management in a Week: Teach Yourself Geoff Ribbens, Richard Thompson, 2012-07-06 The ability to read people s body language and send out the right signals yourself is crucial to anyone who wants to advance their career Written by Geoff Ribbens and Richard Thompson leading experts on body language this book quickly teaches you the insider secrets you need to know to in order give a successful appraisal The highly motivational in a week structure of the book provides seven straightforward chapters explaining the key points and at the end there are optional questions to ensure you have taken it all in There are also cartoons and diagrams throughout to help make this book a more enjoyable and effective learning experience So what are you waiting for Let this book put you on the fast track to success

Teach Yourself - Presenting for Professionals Philip Baguley, Phil Baguley, Janet Bateman, 2003-04 Teach Yourself Presenting for Professionals was designed to enhance the presentation skills of business professionals It arms readers with an arsenal of proven techniques guaranteed to help make their next presentation interesting persuasive and enjoyable From planning to preparation to delivery it covers all the bases with step by step guidance on everything from researching and writing a presentation voice control posture and dress visual aids and computer aided presentation technologies the use of humor and more

The British National Bibliography Arthur James Wells, 2003

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wondered if the other person was telling the truth Have you ever needed to look and feel more confident at work If you answered yes to either question this ebook is for you In 24 hours you will know all of the common body language signs that tell you if someone may be lying to you or even if someone is definitely in to what you are saying You ll also learn how to look and feel more authoritative at work

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