





Body Language



“ Introduction

Body language is a type of communication in which physical behaviors, as opposed to words, are used to express or convey information. Such behavior includes facial expressions, body posture, gestures, eye movement, touch and the use of space.



“ Introduction

Although body language is an important part of communication, most of it happens without conscious awareness.

In a society, there are agreed-upon interpretations of particular behavior.

Interpretations may vary from country to country, or culture to culture.





Learning Benefits

- You will learn to:
- Understand how to make a positive impression.
- Understand the difference between confident and arrogant body language.
- Learn how to build rapport and trust.





The Foundations of Body Language

The silence language

Time To Think





The silence language

Around strangers
(Accepted/Expected)



The silence language

Weapon To
Hurt Others





The silence language

Communicate Emotional
Responses: Pouting,
Anger, Annoyance...





The silence language



Pauses after or before sentences to imply importance or seriousness.

The silence language

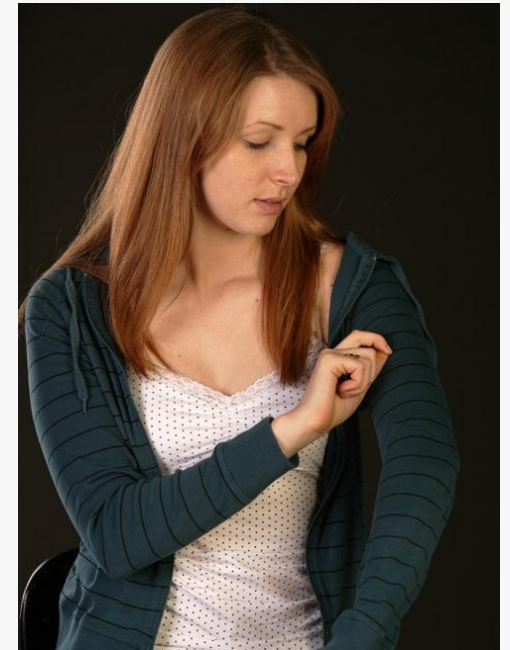


Nothing To Say:
Sometimes you
just don't have
anything to say.



The silence language

- Picking a piece of lint off your jacket, you are demonstrating indifference and not time worthy.



The silence language

- A blank stare is when someone doesn't understand what has been said or does not know the answer to a question.



- A vacant look is one that shows no intelligence or the slightest spark of interest.





The Foundations of Body Language

Proxemics



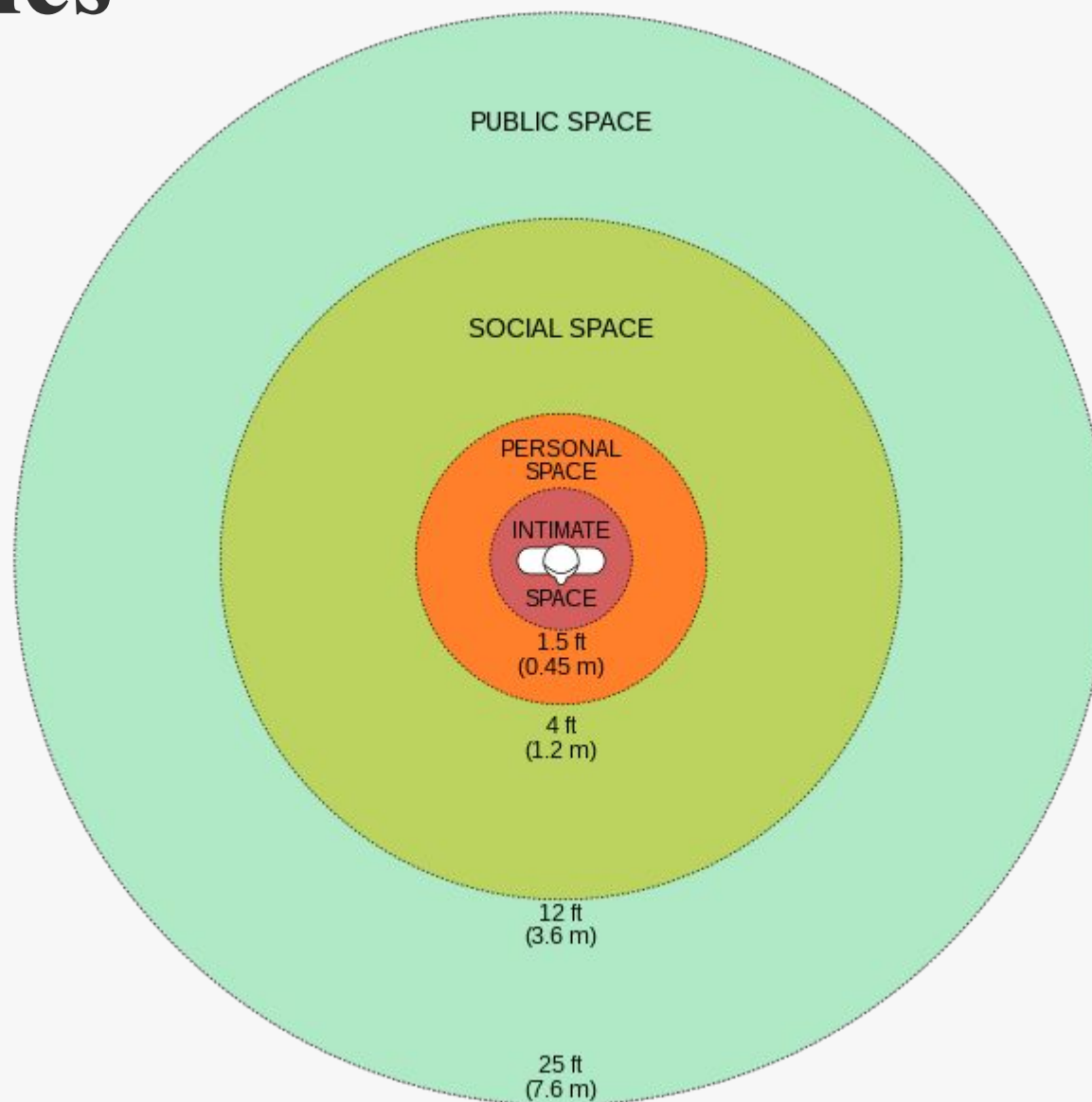
Proxemics

- **It's the study of human use of space and the effects that population density has on behavior, communication, and social interaction.**





Proxemics





Proxemics

- **Intimate distance** for embracing, touching or whispering
 - *Close phase* – less than one inch (one to two cm)
 - *Far phase* – 6 to 18 inches (15 to 46 cm)





Proxemics

- **Personal distance** for interactions among good friends or family
 - *Close phase* – 1.5 to 2.5 feet (46 to 76 cm)
 - *Far phase* – 2.5 to 4 feet (76 to 122 cm)





Proxemics

- **Social distance** for interactions among acquaintances
 - *Close phase* – 4 to 7 feet (1.2 to 2.1 m)
 - *Far phase* – 7 to 12 feet (2.1 to 3.7 m)





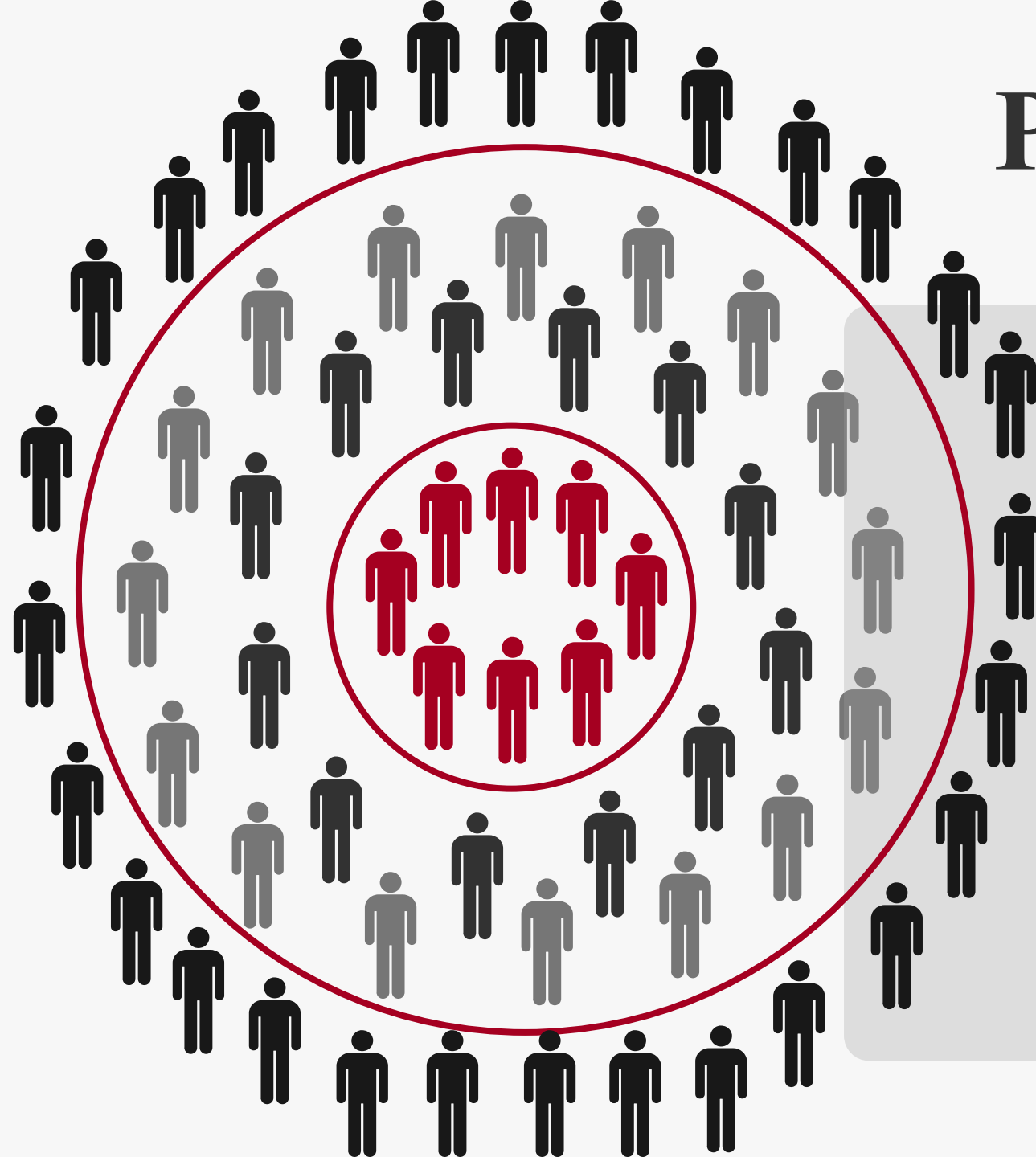
Proxemics

- Public distance used for public speaking
 - *Close phase* – 12 to 25 feet (3.7 to 7.6 m)
 - *Far phase* – 25 feet (7.6 m) or more.





Proxemics



Intimate Zone
45 CM

Personal Zone
1.2 M

Social Zone
3.6 M

Public Zone
7.6 M



Proxemics

- **Personal space** is the region surrounding a person which they regard as psychologically theirs. Most people value their personal space and feel discomfort, anger, or anxiety when their personal space is encroached.





Proxemics

- Permitting a person to enter **personal space** and entering somebody else's personal space are indicators of perception of those people's **relationship**.





Proxemics

- An **intimate zone** is reserved for close friends, lovers, children and close family members. Another zone is used for conversations with friends, to chat with associates, and in group discussions. A further zone is reserved for strangers, newly formed groups, and new acquaintances.





Proxemics

- A **fourth zone** is used for speeches, lectures, and theater; essentially, **public** distance is that range reserved for larger audiences.





Proxemics

- In modern society, especially in crowded urban communities, it can be difficult to maintain personal space.
- For example when in a crowded train, elevator or street.





Proxemics

- In an impersonal, crowded situation, eye contact tends to be avoided.
- Even in a crowded place, preserving personal space is important, and intimate and sexual contact, such as frotteurism and groping, is unacceptable physical contact.





Proxemics

- The amygdala is suspected of processing people's strong reactions to personal space violations since these are absent in those in which it is damaged and it is activated when people are physically close.





Proxemics

- Research links the amygdala with emotional reactions to proximity to other people.
- First, it is activated by such proximity, and second, in those with complete bilateral damage to their amygdala, such as patient S.M, lack a sense of personal space boundary.





Proxemics

- As the researchers have noted: "Our findings suggest that the amygdala may mediate the repulsive force that helps to maintain a minimum distance between people."





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Thank you