





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.





Enhance your body language expressions.



Enhance your body language expressions.

- **Seek feedback from others.**





Enhance your body language expressions.

- **Practice in front of the mirror.**





Enhance your body language expressions.

- **Be honest when appropriate for the situation.**





Enhance your body language expressions.

- **Ensure the correct mindset.**





Enhance your body language expressions.

- **Do relaxation exercises.**



Arrogant vs Confident Body Language





Confident Body Language



C1-Tall, shoulders back, strong eye contact, smiling face, intentional and deliberate gestures with their hands and arms.





Confident Body Language



C2-Chest projected outwards.



Confident Body Language

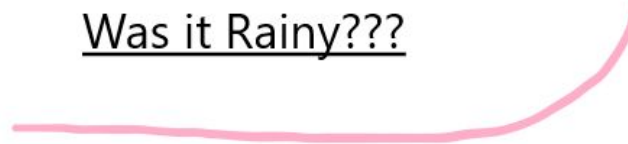


C3- Variant low-pitched, slow-paced, downward-inflected voice.

It was rainy --- Neutral



Was it Rainy???



The rain doesn't bother Me.





Confident Body Language



C4-Move with precision and with no hesitation.





Arrogant Body Language



A1-Sits in reverse(bossy/aggressive).



Arrogant Body Language



A2-Hands are clenched behind the back.



Arrogant Body Language



A3-Chin tilted upwards.





Arrogant Body Language



A4-Walks solidly with forceful arm swings.



Directed Gaze



**Business
Gaze**

This type of gaze makes it difficult to build an amiable relationship, but it emphasizes your professional competencies.

Directed Gaze



Proper proportions are 70% concentration on eyes, 30% on lips. Inverting those proportions may be interpreted as an invitation to more intimacy. allows you to move from being perceived as an expert to being perceived as someone closer, who's ready to build a closer relationship. You can use this type of gaze right from the beginning or after you've already built your image of an expert.

**Social
Gaze**

Directed Gaze



- You look at their whole figure & say:
- “Oh, these are very nice shoes!
- Where did you buy them?”.



**Intimate
Gaze**

Directed Gaze



- It allows you to immediately establish a better, more intimate relationship.
- However, you should remember that this kind of approach has to be sincere and spontaneous



**Intimate
Gaze**



Analyzing Smiley Faces



4 Essentials Types Of Smiles:

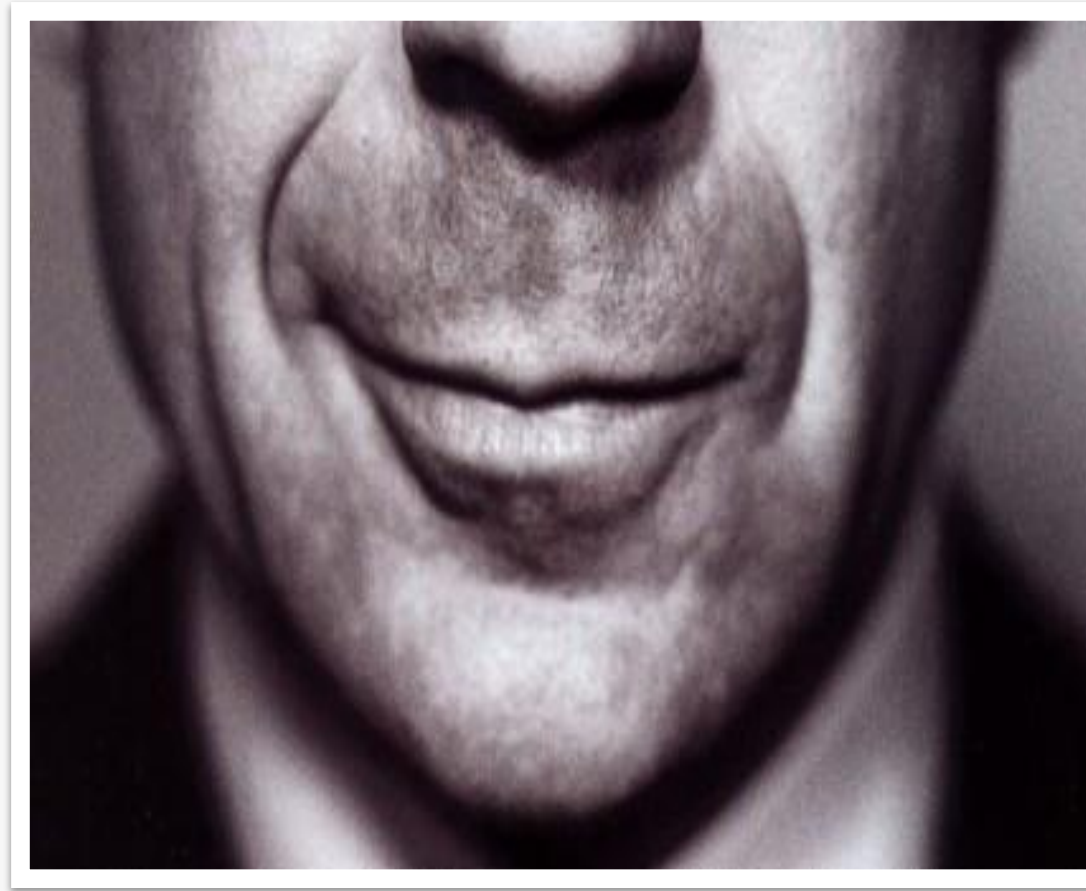
1-The Closed-Lip Smile

He or she is hiding something!





4 Essentials Types Of Smiles:



2-The Smirk

Self-satisfaction,
smugness, or even
pleasure at someone
else's unhappiness



4 Essentials Types Of Smiles:



3-The Forced Smile

The person
using it isn't very interested
in
what you are saying.



4 Essentials Types Of Smiles:



4-The Genuine Smile

You start grinning from ear to ear, your eyes start sparkling and your whole face lights up.



The Duchenne smile

- A Duchenne smile is the one that reaches your eyes, making the corners wrinkle up with crow's feet. It's the smile most of us recognize as the most authentic expression of happiness.
- Non-Duchenne smiles shouldn't necessarily be considered "fake," however. A more accurate way of describing some of them might be "polite."



“Listen with your eyes
as well as your ears.”



Graham Speechley



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If you want to project a specific image or attitude you may need to practice the appropriate gestures until they become a natural part of your behavioral repertoire.

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Thank you