

**ATTITUDE:
8. STAND TALL**

"BODY LANGUAGE IS A VERY POWERFUL TOOL. WE HAD BODY LANGUAGE BEFORE WE HAD SPEECH. ABOUT 80% OF WHAT YOU UNDERSTAND IN A CONVERSATION IS READ THROUGH THE BODY, NOT THE WORDS!"

BARONESS DEBORAH BULL



**HOW DO YOU
CELEBRATE?**



...LIKE THIS?



**...MAYBE
YOU'RE MORE
LIKE THIS?**



**PERHAPS THIS
IS MORE YOU?**



BIG IDEA

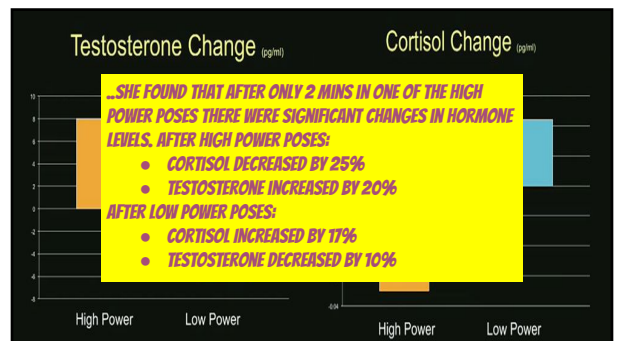
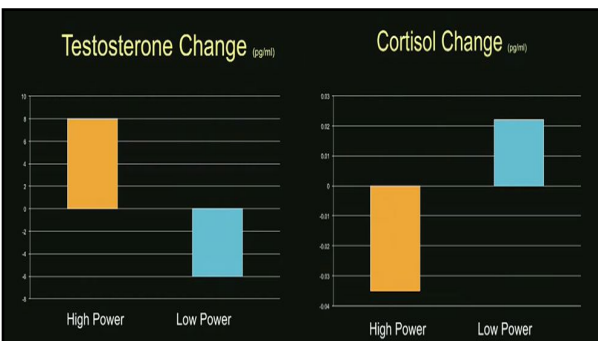
- Whatever your answer was, you probably raise your arms in the air at some point.
- Amy Cuddy, a social psychologist at Harvard University, has looked at why people adopt this pose, and the way it affects your physiology.
- She found that by changing your posture, you can have a profound effect on how you feel.
- She argues from her research that by standing in certain "power poses" you can:
 - Increase your confidence and self-esteem
 - Enhance your memory
 - Reduce feelings of fear
- She goes on to argue that "weaker" postures – such as; curling up, making yourself small, or moving into defensive positions trigger other psychological responses:
 - Feelings of imminent danger, stress or threat.
- How often have you huddled in a up frantically going over your notes before an exam?

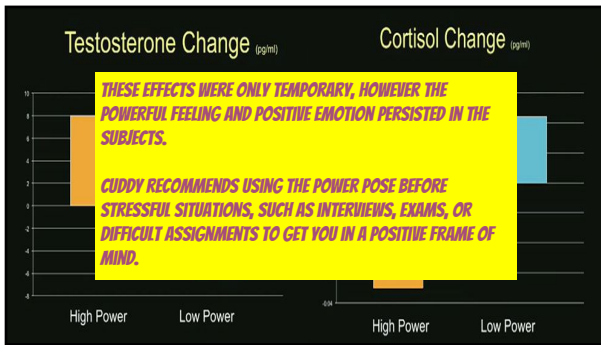
High-Power Poses

IN HER RESEARCH AMY CUDDY ASKED PEOPLE TO ADOPT EITHER A HIGH POWER POSE OR A LOW POWER POSE FOR 2 MINUTES. SHE TESTED THE LEVELS OF 2 KEY HORMONES:

- CORTISOL - CONNECTED TO OUR STRESS RESPONSE.
- TESTOSTERONE - CONNECTED TO OUR FEELINGS OF STRENGTH AND POWER.

HER FINDINGS WERE ASTONISHING.





NOW OVER TO YOU...

Don't worry we aren't going to make you adopt a power pose now...

Cuddy recognises that they aren't really something you want to do in front of everyone else.

NOW OVER TO YOU...

Choose one of the following Power poses to try, and see how you feel after 2 mins.

Try using it before or during a stressful piece of work, or before a difficult lesson or test.

POWER POSE 1

Stand with your hands on hips, feet 1 foot apart.

Look straight ahead and think of a time when you were confident strong and in control.

Hold it for between 1 and 2 mins.

POWER POSE 2

Stand with your hands in the air stretched out at 10 to 2. Stick your chest out and hold your head high.

Again imagine your best self, strong confident and in control.

Try and hold it for 1-2 mins.

FINAL THOUGHTS

- × Many professionals talk about the importance of energy, movement, exercise and positivity to break up a challenging working day.
- × Try and always schedule some activity in your day, whether that is a walk with friends, a run, time in the gym, a quick game of footie or a couple of power poses.
- × Add these into your weekly planner, or add a reminder on your phone.