

# Body language

- Eyes wide open = surprise
- Eyes and mouth open = horror, fright
- To blink = shutting both eyes
- To wink = shutting one eye.
- To frown = to wrinkle the forehead
- To grin = smiling (showing your teeth)
- To pull one's tongue
- To clench one's teeth
- To hush = Keep quiet!
- To point (at)
- Thumbs down = disapproval
- Thumbs up = Congratulations!
- To raise one's hand = desire to speak
- To shrug one's shoulders = ignorance or insolence
- To wave

## *International Problems with Body Language*

- Nodding head
- Silence. In China or Japan it can be a sign of agreement or femininity
- Personal space
- Eye Contact

## *Eye accessing cues (mind reading, eyes are the window to the soul)*

- Visual constructed images (up and to the right)
- Auditory constructed (to the right)
- Visual memory (up and to the left)
- Auditory memory
- Kinesthetic feelings
- Internal self talk