**Appendix A** Body Language Rubric.

| **Body language rubric** | | |
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| Speaker **did not** demonstrate self-efficacy through the use of positive body language. | Speaker demonstrated **average** self-efficacy through the use of standard body language | Speaker demonstrated **excellent** self-efficacy through the use of well-developed body language. |
| ***novice* = 1** | ***average* = 3** | ***excellent* = 5** |
| **Must have two or more areas with a score of 1 as described below** | **Must have combination of at least three areas scored with a 3 and/or 5 (can have a score of 1; see descriptions at 3 and 5 points)** | **Must have all four areas scored with a 5** |
| **Stance:** Feet not firmly planted, a lot of rocking, swaying, or walking that detracted from message. Throughout the session, observer was focused on stance. | **Stance:** Occurrences of a neutral stance. Feet mostly planted, some movement, mostly faced audience, and occasional rocking or swaying. Throughout session, observer focused more on message than stance. | **Stance:** Adapts a neutral stance. Feet firmly planted, walking did not detract from message, turned to audience, and minimal swaying, throughout session. |
| **Eye contact:** Consistently did not make eye contact with audience members. Constant glancing at ceiling or the floor a majority of the time. Very limited eye contact. | **Eye contact:** Inconsistently made eye contact with audience members. **Frequent** glancing for a duration of 1 to 3 s to ceiling or floor or side throughout session (e.g., like a ping pong ball). **Intermittent** eye contact with audience members. Overall, appropriate eye contact did not occur a majority of the time. | **Eye contact:** Consistently and appropriately made eye contact with audience members. **Occasional** glancing for a duration of 1 to 3 s to ceiling or floor is appropriate throughout **entire** session. Overall, appropriate eye contact occurred a majority of the time. |
| **Facial expression:** No facial expressions observed throughout session (raised eyebrows or furrowed brow, wider eyes, smiling, deliberate head movement). Smile at end of exchange does not count. | **Facial expression:** Occurrences of facial expressions were **intermittent** over the session (raised eyebrows or furrowed brow, wider eyes, smiling, deliberate head movement). Possible instances of nonpurposeful distracting facial movements that were repetitive. Smile at end of exchange does not count. | **Facial expression:** Four or more instances of facial expressions across two or more responses (raised eyebrows or furrowed brow, wider eyes, smiling, deliberate head movement). No distracting movements. Smile at end of exchange does not count. |
| **Gestures: Extraneous, distracting, or ineffective** arm movements that detracted from message. **A majority of gestures** or gestures/movements were not used to highlight key words and overshadowed purposeful gestures. Observer focused on these extraneous movements (fidgeting, distracting, or used to think rather than highlight). | **Gestures:** Zero to one **purposeful** gestures required made between hips and shoulders with firm movement to highlight important word or aspect of message. Instances of **“talking” with hands** or **“weak” gesture** attempts (not in hip/shoulder zone). | **Gestures:** At least two **purposeful gestures** made between hips and shoulders with firm movement to highlight important word or aspect of message. Gestures were **purposeful** and may have been accompanied by minimal “talking” with hands. |