

Video Summary Report

Title: N/A

Duration: N/A

Overall Summary

social scientists have spent a lot of time looking at the effects of our body language or other people's body language on judgments . they make sweeping judgments and inferences from body language . if you use them poorly, you can claim more value from that negotiation . we think of how we judge others, how they judge us and what the outcomes are .

Timestamped Key Points

00:00

social scientists have spent a lot of time looking at the effects of our body language or other people's body language on judgments . they make sweeping judgments and inferences from body language . if you use them poorly, you can claim more value from that negotiation .

03:26

we think of how we judge others, how they judge us and what the outcomes are . we are also influenced by our non-verbals, our thoughts and our feelings and our physiology . in the animal kingdom, they are about expanding, and also when they're feeling powerful .

06:06

women feel chronically less powerful than men, so this is not surprising . but it seems to be related to the extent to which the students were participating . so, business schools have been struggling with its gender grade gap . we know that our non-verbals govern how other people think and feel about us .

08:58

high power alpha males and primate hierarchies have high testosterone and low cortisol . powerful and effective leaders also have low testosterone . if you're in high power pose condition, 86% of you will gamble .

11:53

high power people experience about a 25% decrease, and low power people feel about 15% increase . two minutes lead to hormonal changes that configure your brain to be assertive, confident, and comfortable, or really stress reactive, and you know, feeling sort of shut down . the next question, of course, is can power posing for a few minutes really change your life in meaningful ways?

14:31

people are bringing their true selves, but as themselves with no residue over them . this is what's driving the effect or mediating the effect . it's not about the content of the speech, but about the presence they're bringing to the speech .

17:00

the first year talking at Princeton is a 20 minute talk to 20 people . she was like, you are not quitting because I took a gamble on you and you're staying . the second was she is supposed to be here, and tomorrow she's going to fake it .

19:26

you know, both to try power posing. I don't have ego involved in this. Give it away . share it with people because they need their bodies, privacy and two minutes .