

## Communication Skills I

1º semestre (P1)

### *In-Class Activity*

**Topic:** Non-Verbal Communication

**Week 3** [24-27 September]

Prof. Cláudia Silva

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### **In-Class Activity: Posture in Work Environments**

#### **Objective:**

This exercise helps computer science students practice posture in work environments, either on a job interview or networking.

**Group Size:** 5 students

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#### **Steps:**

**Part 1: Familiarize yourselves with Posture and search online images of the following positions. (5 minutes)**

#### **Postures while Standing:**

1. **Proud and Confident:** Shoulders lifted, opened, and chest expanded.
2. **Submissive and Suppressed:** Head and chest hung down.

#### **Postures while Sitting:**

3. **Confident:** Small distance from the table and visible abdominal region.
4. **Insecure:** Sits on the edge of the chair, doesn't reach the backrest, and makes them small.

-> If you sit comfortably, you show your positive attitude.

**Part 2: Choose Posture Types for each one, and one group element should be the job interviewer or CEO with whom one will be networking.**

### Part 3: Scenarios Presentation

1. **Standing while Networking:** Proud and Confident Posture, trying to understand which job opportunities the company has.
2. **Standing while Networking:** Submissive and Suppressed Posture, trying to understand which job opportunities the company has but not talking that much.
3. **Sitting while in a Job Interview:** Confident.
4. **Sitting while in a Job Interview:** Insecure.

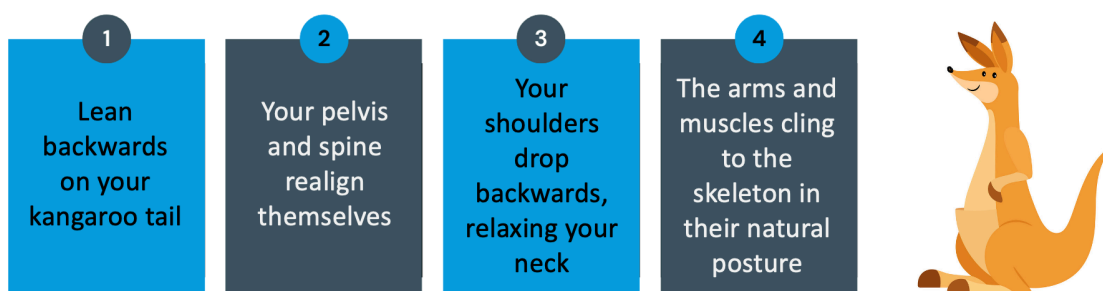
### Part 4: Discussion with Peers

- Question: Which of the previous would be hired by a company?
- Exercise DIY: Make peers reproduce the kangaroo stand to correct your posture.

## Kangaroo Stand

Exercise - Do It Yourself

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*“Observe the new posture **mindfully** and translate these perceptions into inner images, which you link to a feeling and visualize.”*

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### Part 5: Presentation about Posture Influence

- **Posture** is a reflection of our current attitude and has an effect on our motivation, creating judgments like who would be hired or not.
- **Proud and Confident while Standing:** Studies revealed that people with a confident posture are 65% more successful at solving a puzzle for example.
- **Submissive and Suppressed while Standing:** Studies developed with high school students concluded that those with a suppressed posture have lower grades and memories of bad experiences.
- **Posture while Sitting:** Sitting frontally opposite the applicant can bring tension and confrontation into the conversation.
- **Posture while Sitting:** More cooperative conversations can be had when people sit at 90 degrees to each other. Turning the front of the body towards the applicant creates commitment and promotes an atmosphere of trust.”

Bernhardt, Christian. *Nonverbal Communication in Recruiting: How to identify suitable applicants and attract them to your company*. Springer Nature, 2022.

<https://link.springer.com/content/pdf/10.1007/978-3-658-36929-3.pdf>