

Insights from Presence by Amy Cuddy

“When our body language is confident and open, other people respond in kind, unconsciously reinforcing not only their perception of us but also our perception of ourselves.” – Amy Cuddy

Your body position, at every moment of the day, influences your mind to feel empowered and disempowered.

The Effects of Feeling Empowered (open & wide body position)	The Effects of Feeling of Disempowered (closed & slouched body position)
<ol style="list-style-type: none">1. Creative and resourceful2. Decisive and resilient3. Focused4. Confident5. Compassionate	<ol style="list-style-type: none">1. Forgetful and narrowly focused2. Fearful and anxious3. Distracted and impulsive4. Unconfident5. Self-absorbed

5 Body Positions to Boost Feeling of Empowerment:

“We convince by our presence, and to convince others we need to convince ourselves... When our body language is confident and open, other people respond in kind, unconsciously reinforcing not only their perception of us but also our perception of ourselves.” – Amy Cuddy



Chest and Shoulder Stretch

Stand-up, put your hands on your lower back, and push your chest towards the sky. This will open your chest and shoulders. Hold this position for 20 seconds.



Victory Pose

Stand-up, raise your hands above your head, and pretend you just won the 100m dash at the Olympics. Author Amy Cuddy does this in the restroom prior to giving a speech.



Lean Back Chair Pose

Put your back against the chair and open up your chest. Put your hands behind your head or on the chair next to you. Hold this pose during meetings to boost confidence. I call this the “CEO pose”.



Standing Hand Gestures

When possible, stand-up and use hand gestures when talking to people. I’ve recently purchased a wireless headset for making calls so I can walk around my office and conduct phone conversations like a wall street trader ☺.



Walking or Exercising

Move your body in a dynamic way: go for a walk (bonus points if you strut while walking) or hit the gym.

“Focus less on the impression you’re making on others and more on the impression you’re making on yourself.” - Amy Cuddy