

Lilo:

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Keeping the importance of the single parts I now want to focus on the whole body: on your **postures** and **appearances**

Focus on your body: **How are you feeling and sitting right now?**

- Maybe you are crossing your legs, you are holding your arms like this (crossed), you are slouching *[slautsch]* in your chair - and making yourself smaller
  - Perhaps you are feeling tired and would like to stretch out your arms?
  - Focus on your body language while listening!
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## Posture:

The posture of both the speaker and the listener **convey a message = the way you sit or stand**

- it shows whether you are interested / bored, attentive / inattentive, secure / insecure
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- receptive:
  - upright posture
  - facing a person when you speak or listen
  - Interaction
- rude / disrespectful:
  - slouching
  - looking the other way or staring at the ceiling
  - Yawning / doing something else

→ Attention is the basis of communication to understand the speaking-partner

→ With your body you show the other person whether you are taking attention or not!

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## Appearance:

If we seem to be self-confident or not is very important in our daily lives:

- **Business**
  - Networking
  - Interviews
  - Presentations
  - Successful Negotiations
- Private lives:
  - Dates
- Did you know, it takes **7 seconds, to make a judgement about a person** when first meeting her or him??  
  
→ vgl. Peter Guber (American film director):  
“Language is a more recent technology. Your body language, your eyes, your energy will come through to your audience before you even start speaking.”
- **Also interesting**, that we take the most of our world around us by our eyes.

⇒ How can we deal with this?

- There are body expressions, that we use – no matter where we come from – that express Power: eg:
  - Marathon champion: Rising his hand! ...

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⇒ Funny thing:

This postures **boost us**, in every situation and we feel more powerful:

A social psychologist at Harvard Business School (Amy Cuddy) found out, that with this poses:

- Our bodies increase the level of testosterone by 20%. Testosterone boosts confidence and motivation.
- Our bodies decrease the level of cortisol by 25%. Cortisol is a stress hormone.

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⇒ Here are some examples:

- Wonder Woman
- Marathon champion
- Sitting posture of the boss
- Ready to start
- Subway guy

Amy Cuddy recommends us: **“Fake it until you become it!!”** If you feel unconfident before a job interview, make the power poses and you’ll feel much more self-confident. According to her, our bodies will change our minds and than minds will change our behaviour!

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⇒ All you need:

- 2 minutes
- Privacy
- Just you

⇒ Than pick a pose and hold it for 2 minutes

**Communication:** To sum the matter up we have 3 facts to remember:

### **Taking-home message:**

1. Be aware of non-verbal communication, which influences 85% of our communication
2. Be self-confident but yourself, meeting new people, they will judge you within the first 7 seconds
3. Make power poses before important situations and take it until you become it

That has been our taking home message!

We hope, you enjoyed our speech

Thank you for listening and if you have any questions feel free.