A GUIDE TO UNDERSTANDING THE BODY LANGUAGE OF OTHERS

BY MJ CALLAWAY
TODAY WE’LL COVER:

Signals and Emotions

Overlooked Signals

Positive Signals
ACCESS:

- Are we giving the non-verbal message we intend?
- What non-verbal message are you recognizing in others?
BODY LANGUAGE =

- Insight
- Feedback
EMOTIONS CAN
DICTATE NEGATIVE
BODY LANGUAGE
WHAT CLUES ARE THE BROWS TELLING YOU?
WATCH THE EYES...

• Shift/Dart
• Blink
• Downward
WHAT DO YOU THINK THIS NOSE IS SAYING?
FACIAL EXPRESSIONS
GIVE IT AWAY!

• Lip twist
• Grimace
FLATLINED LIP
PRESSED LIP
UPPER BODY CLUES TO KNOW!

- Hunched shoulders
- Rigid body
- Tightly crossed body
EASY
LOWER BODY
LANGUAGE SIGNALS

• The bouncing knee
• The tapping feet
• The escape clue
PULSE CHECKS

- Check your body language often
- Check the other person's body language
RECOGNIZE
OVERLOOKED
SIGNALS
WHAT’S THE DIFFERENCE?

WHAT COULD YOU BE MISSING?
OVERLOOKED!

It’s a no-no!
OVERLOOKED!

What is blocking your communication?
LEVERAGE POSITIVE NONVERBAL COMMUNICATION
“Smile even if you don't feel like it. Your body language helps determine your state of mind.”

- Gitte Falkenberg
POSITIVE
UPPER BODY
COMMUNICATION
POSITIVE SIGNALS = HEAD, SHOULDERS, FACE & HANDS
POSITIVE HAND SIGNALS

- The two-finger point
- The extended/side full-hand chop

Make it a side chop.
THE LEAN-IN
PINPOINT THE POSITIVE & NEGATIVE SIGNALS?
WHAT CLUES CAN YOU SEE?
INCREASE YOUR POSITIVE NON-VERBAL COMMUNICATION.

- Open
- Smile
- Eyes
- Chin
- Nod
- Posture
“I listen better with earplugs in, so I can see what your body is really saying.”
- Jarod Kintz