

## Body Language



### Warm up

- How important is body language in business and every day life?
- Do you use your hands a lot when you speak?
- What is a common way to greet someone in your country?
- What are some examples of gestures from your own country? What do they mean?
- What are some common gestures you know from other countries?
- Is it polite to maintain eye contact in your country?
- Do you think that some body language has the same meaning in all cultures?
- What impression do you get from the woman in the picture on the right's body language?



### 1. Work with a partner. Imagine you were in a business meeting talking one on one to someone. What impression would you get if they did the following?

- Put their hands on their hips
- Put their hands in their pockets
- Cross their arms
- Rub the back of their neck
- Look at the floor
- Roll their eyes
- Fidget with a pen
- Clasp their hands behind their back
- Play with their hair



### 2. Work with a partner and discuss the following.

- Do people kiss each other on the cheek to say *hello* where you come from?
- Is shaking hands a common form of greeting in your country?
- What purpose does a hand shake have?
- What are some typical *faux pas* one can make when shaking hands?
- Are first impressions important to you? How much do they tell you about a person?
- If you were meeting someone for the first time in a business context, what would be an appropriate greeting? Have you ever been to a business meeting where you had to use a different form of greeting?





3. Look at the images below. Describe what the people are doing and what it means. Use the prompts below if you would like to.

to stare into the distance  
to point at each other

to fist bump  
to scowl

to grimace  
to shrug

to gasp  
to point at sb/sth

to glare  
to bury one's face in their hands

1. **For example:** She's crossing her fingers. This is done to wish luck to oneself or to another person.





**4. Work in pairs. Student A should look away from the worksheet now!**

**Student B look at the list below. Get student A to guess the emotion by only using body language.**

- Nervous, insecure
- Disbelief, doubt
- Confidence
- Defensive
- Thinking
- Doubt, lying
- Boredom, impatience
- Aggressive disgusted
- Arrogant



**5. Work with a partner. Read the phrases below about body language and etiquette around the world and guess if they are true or false.**

1. Don't shake hands in Thailand.
2. Hugging and touching is uncommon in Brazil.
3. Nodding ones head is usually a sign of approval however in Bulgaria it means 'no'.
4. Finns and Japanese are embarrassed by direct eye contact and only use it at the beginning of a conversation.
5. In Portugal tugging one's earlobes indicates tasty food.
6. Blowing your nose in China, Japan or Korea is considered inappropriate, especially at the dinner table, one should leave the table and be as discreet as possible.
7. In Filipino, Native American and Puerto Rican cultures people often use their lips to point.
8. It is disrespectful to show the sole of your shoes in the Middle East and Asia.



6. Match the vocabulary on the left with their definitions on the right.

- |                        |   |
|------------------------|---|
| 1. life hack           | a. socially uncomfortable                                   |
| 2. to tweak            | b. Correct, acceptable, or based on good reasons.           |
| 3. awkward             | c. to make small improvements to something                  |
| 4. interaction         | d. making simple generalisations for large groups of people |
| 5. valid               | e. existing from birth                                      |
| 6. sweeping judgements | f. lacking abilities or skills                              |
| 7. incompetent         | g. something simple to make your life easier                |
| 8. congenitally        | h. communication with someone                               |



7. You are going to watch a [video](#)<sup>1</sup> called 'Your Body Language May Shape Who You Are'. Watch the video up to 5:30 and discuss the following questions with your class.

1. What happens in the clip when the policeman tries to shake the Prime Minister of England's hand?
2. What are common non-verbal expressions of power and dominance?
3. What is interesting about the expression referred to as 'pride'?
4. What do we do when we feel powerless?
5. What do we tend to do when someone is being very powerful with us?



8. Watch the rest of the video at home. Take notes and discuss the following questions in your next class.

1. Is there a difference in body language between men and women?
2. In the experiment how did 'high-power' poses vs. 'low-power' poses effect participants rection to gambling?
3. What happened when they put participants through job interviews?
4. Amy Cuddy was in a serious car accident when she was 19. How did it affect her life?
5. What is the speaker's final message on 'fake it until you make it'?

<sup>1</sup> [https://www.youtube.com/watch?v=Ks-\\_Mh1QhMc](https://www.youtube.com/watch?v=Ks-_Mh1QhMc)