



Carol Kinsey Goman: The Silent Language of Leaders

Introduction:

- What are some examples of good/bad body language? Elicit examples around posture, eye contact. Differentiate the words we speak, tone of voice, and body language.
- How important do you think good body language is?
- What is the 7, 38, 55 rule? 7% of communication is what you say, 38% tone of voice, 55% body language.
- What do you think 'lean communication' is and what do you think 'rich communication' is? When do you do each? Lean - writing, texting, calls, images. Rich - face to face, video.

Video:

https://www.youtube.com/watch?v=Rq_3nM9s3xl

- If you have an important meeting and you want to appear assured and charismatic, what should you do? Visualise a time when you have felt assured and charismatic.
- Are people more influenced by what you say or what they feel about you?
- What hormone is released when you do a 'power posture'? Testosterone.
- Describe the power posture she suggests.

Vocabulary:

Match the words on the left with the correct definition on the right.

1. posture	8. To try and reach an agreement through discussion.
2. gesture	6. Confident.
3. credibility	1. The position you hold your body in when standing or sitting.
4. limbic system	10. A subtle difference in meaning, expression, or sound.
5. threaten	2. A movement of part of the body, especially a hand or the head, to express an idea or meaning.
6. assured	3. Convincing, trustworthy, believable.
7. charismatic	9. Cause someone to do something through reasoning or argument.

8. negotiate	7. Having a compelling charm which inspires others to follow or believe.
9. persuade	5. Express the intention to harm someone for something.
10. nuance	4. Part of the brain responsible for emotion and memory. It processes emotional information.

Discussion:

Put the correct forms of the words from the previous exercise into the questions and discuss.

1. How can we appear **assured** even when we don't feel confident about what we are talking about?
2. Who is the most **charismatic** person you know? Why?
3. Body language is mostly the same across all cultures because all humans have a **limbic system**. Can you think of any differences in body language between cultures?
4. Which activities are good for your **posture**?
5. Are you a good **negotiator**?
6. Are some **gestures** that are positive in your country seen as rude in other countries?
7. Is it a good idea to learn **nuances** in communication before visiting a new country?
8. Do you think you will be able to **persuade** your boss to give you a pay rise soon?
9. What example of body language might you consider to be **threatening**?
10. What makes someone **credible**?

Body Language Tips:

Take a look at the list of body language tips below. Which of them do you do well?

1. Smile naturally. When you first meet someone a slow smile is often better.
2. Speak low and slow when you want people to pay attention.
3. Make direct eye contact around 60% of the time.
4. Don't cross your arms.
5. Pay attention to your posture.
6. Have a strong handshake.
7. Dress for confidence.
8. Don't fidget.
9. Gesture effectively. Not too much and not too little.
10. Affirmative movements to show empathy.
11. Don't touch your face.