

Body language is crucial in public speaking communication

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The body sends signals

What you communicate with your body is crucial for the outcomes of an interaction

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1. Body Posture

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Body posture

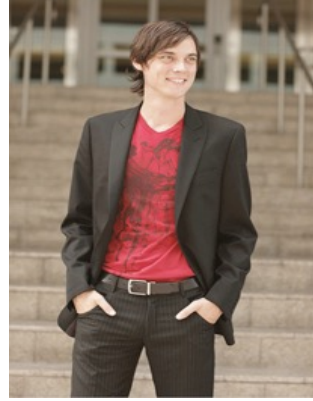
Provides important information about the speaker and listener



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Standing straight vs slouching



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Body posture

Standing straight says that you are:

- Positive
- Energetic
- Open
- Capable
- ...

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Upright

- A body that is stretched out to its full height
- A neck that is elongated
- Eyes that are looking into the other person's eyes

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2. Openness favors trust

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Open vs closed body

- Individuals with open body positions
 - are perceived more positively
 - are more persuasive

than those with closed body positions

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Open and closed bodily positions

Open body: knees apart, legs stretched out, elbows away from body, hands not touching, legs uncrossed

Closed body: legs crossed at either knees or ankles, hands folded on lap, arms crossed, etc.



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Crossed arms = closure

- Suggests inflexibility
- Reduces credibility
- Detrimental to communication



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Moving from
closed to open
increases
acceptance,
favors
communication

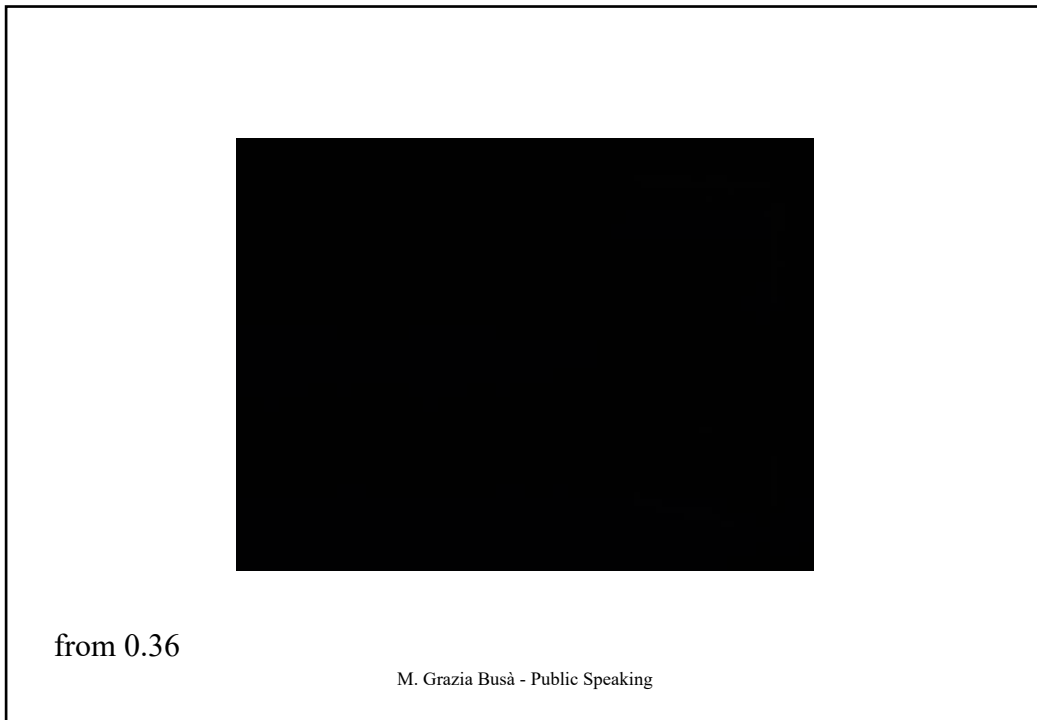


http://westsidetoastmasters.com/resources/book_of_body_language/chap10.html M. Grazia Busà - Public Speaking

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3. Body Orientation

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Body orientation

- Body orientation is the degree to which a speaker's **shoulders and legs** are **turned toward**, rather than **away from**, the listener

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Trunk Lean

the direction in which a speaker positions his or her trunk, forward / toward or backward / away from, in relation to the other interactant also carries meaning in interactions:



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4. The feet

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The feet

- The position of the feet indicates the involvement of the speaker in the interaction

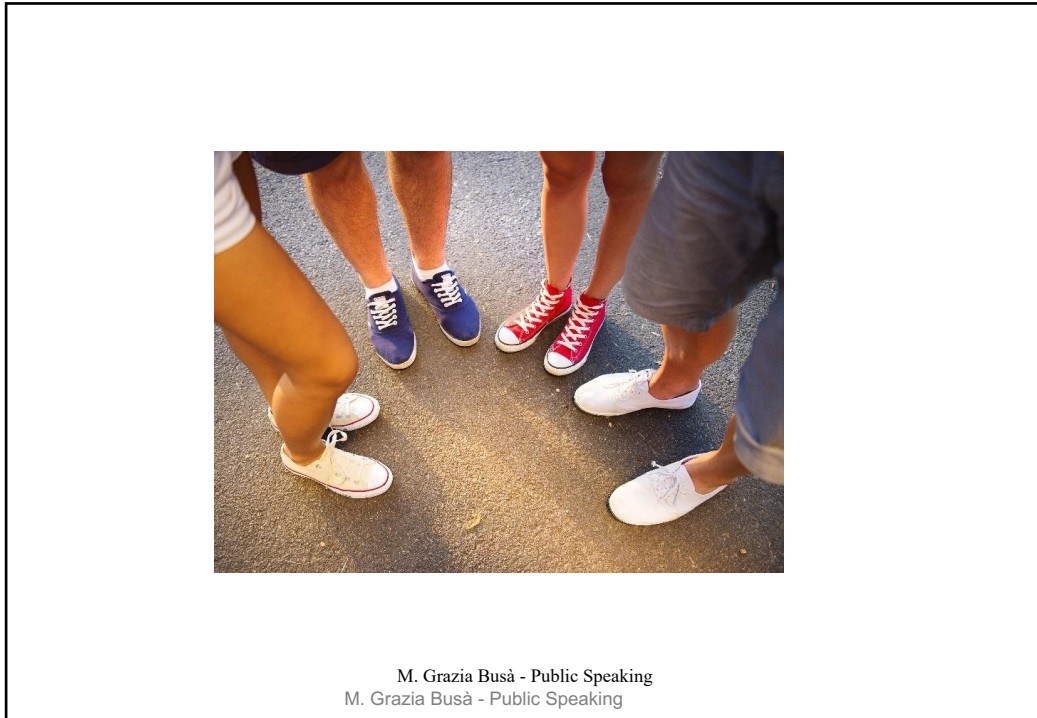
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Some common feet positions. Can you tell what they mean?



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Source: <https://www.scienceofpeople.com/feet-body-language/#content>

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5. Power poses

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Power poses

- We can take positions that make us look more powerful and dominant
- Taking these positions increases the credibility and authoritativeness of what we say

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- Body occupies more space
- Conveys the idea of more:
 - Energy
 - Confidence
 - Ability
 - Independence
 - Respect

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Hands on the hips

- Increase space around the person
- Make the person look bigger
- May be interpreted as aggressive



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5. Communication barriers

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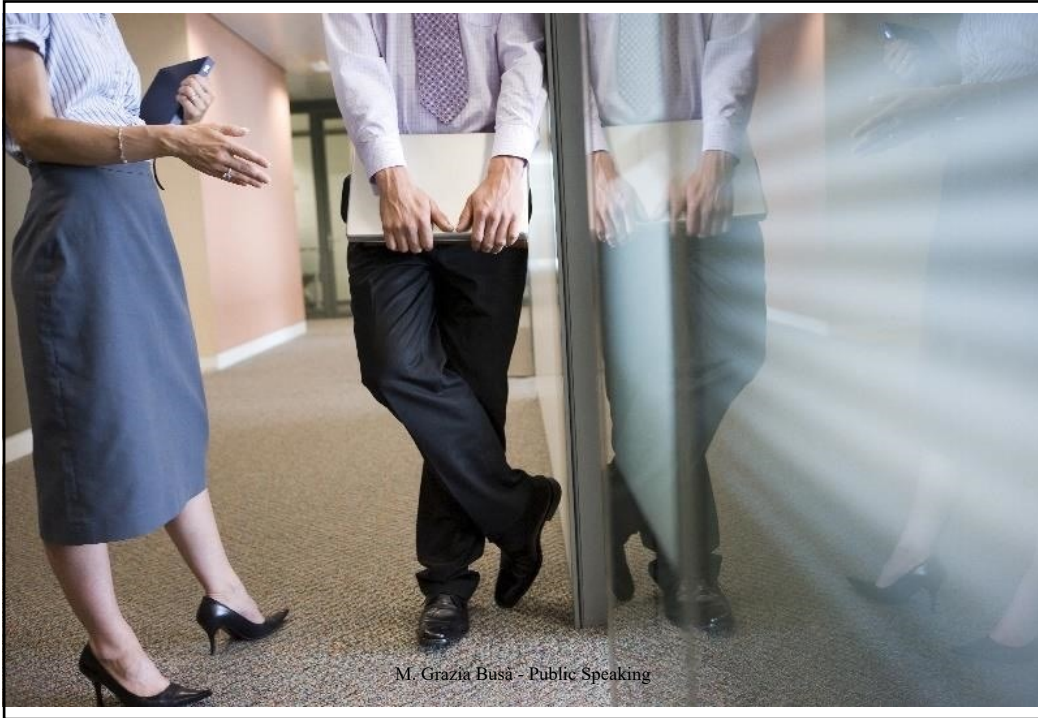
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Communication barriers

- Any object between the speaker and the listener forms a barrier and increases communication distance between them

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6. Walking with confidence

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The way you walk says if you care

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1. No slouching when walking

- Shows lack of confidence



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Opposite to slouching

- Chest up
- Shoulders back
- Back straight



- Shows confidence !!



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2. No quick nervous walk

- Makes you look insecure, with no confidence

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3. No eyes down

- Shows we are scared and we do not want to interact or engage in conversation

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Opposite to eyes down

- Eyes up
 - Shows confidence and that you are not afraid to make eye contact

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4. No hands in your pocket

- Encourages slouching
- Makes you look nervous

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Opposite to hands in your pockets

- Keep your hands relaxed in the open
 - Shows confidence and that you have nothing to hide

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5. No fists clenched

- You look like you want to fight or you have suppressed anger

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6. Watch your pockets, your scarves, your shirt etc....



You may look sloppy,
careless, silly



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Task

Reflect on how you would like
people to see you

How would you like to
present yourself so that people
can see that?

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