

Coordination of speech and body gestures

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What we have seen so far....

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A closed body
hinders
communication

An open body
enhances
communication



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Studies have shown that there is a
direct connection between
speech and gestures

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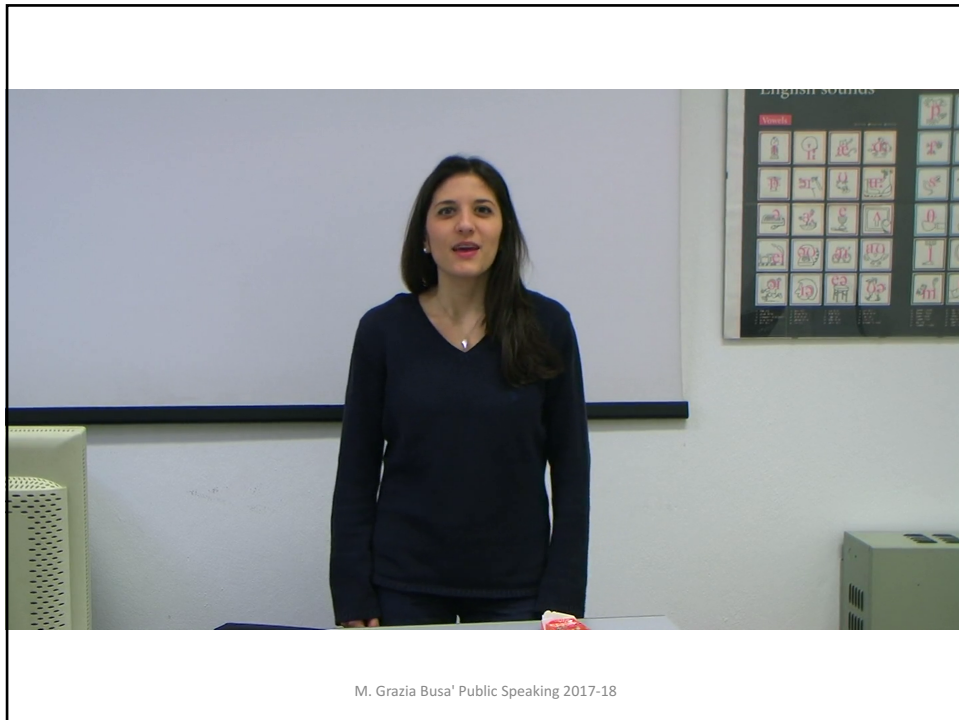
Look at the following examples

What can you say about the personality of the two speakers just by looking at the way they speak?

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A basic tenet of communication




Verbal communication is **always** accompanied by non-verbal communication



Non-verbal communication can occur **without verbal communication**

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Our bodies
communicate
more than our
words

an

communication

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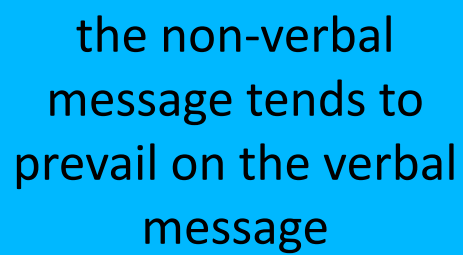
Congruence in communication

A message can be:

- **congruent** when the non-verbal message supports the verbal element
- **incongruent** when the non-verbal message is incongruent with the verbal message

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Congruence in communication



the non-verbal
message tends to
prevail on the verbal
message

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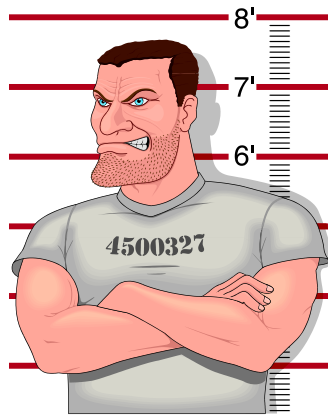
A congruent message



In this company,
we take customers'
needs and desires
very seriously

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An incongruent message



In this company,
we take customers'
needs and desires
very seriously

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I didn't do it!



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So, it is also true that....

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Too many
gestures affect
communication
and lead the way
to stereotypes



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Too few gestures
communicate
distance and
detachment



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How does non-verbal language
contribute to our image and the
meanings we want to convey?

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Too much gesturing affecting your speech



Too little gesturing affecting your speech



Notice how the speaker's
intonation has the same effects
as the speaker's gestures

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- Unorganized speech
- Disrupting gestures
- Confusing intonation

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- Non communicative speech
- Detached body
- Boring intonation

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In good communicators intonation, gestures and speech work in parallel

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Look at the following video:

The speakers make a meaningful use of gestures!

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<https://www.youtube.com/watch?v=KQlPxed2GtI>

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Here's an expert advice

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Presence in presentation

1. Move **arms** and **hands** purposefully with your speech
 - Use **expressive hand gestures**; paired with your words
2. Use the steeple to increase your credibility
3. **Raise your eyebrows** to cue attention to important parts of your speech

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Presence in presentation

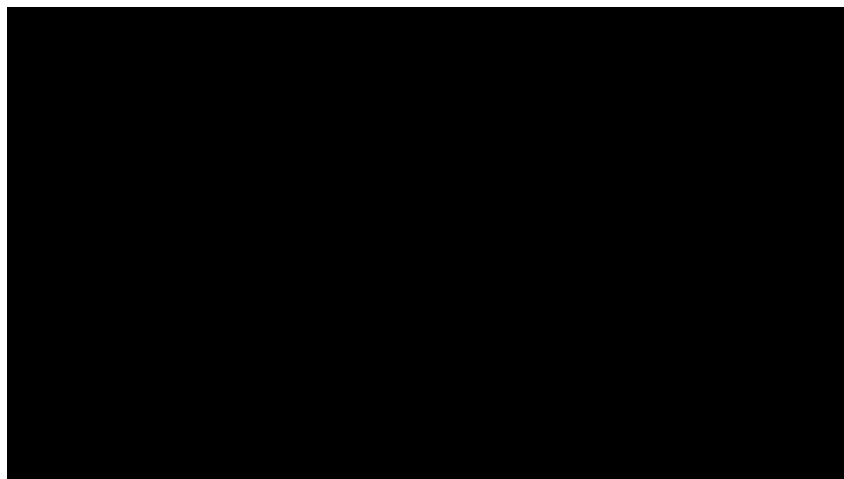
4. **Lean in** to involve the audience (reaching towards them)
5. Show **expressions through your face**
6. **Tilt your head** to show that you're listening
7. Move, i.e., **walk** back and forth

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Also remember

- Stable feet
- Straight shoulders

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