

Body language

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Group 1.1



History of body language

- Still ancient Rome people had been interesting by body language. It was select as a science "Kinesics". The general contribution rendered : Pastor I. Kaspar Lafater , G. K. Lichtenberg, CH. Bel., J. Balver.



Gestures of locks

If your interlocutor:

- ❑ Cross arms on the breast- sigh of uncertainty and dislike;
- ❑ Cross legs- distrust ;
- ❑ Arms on the body or on lap -Distrust and negative relation ;
- ❑ Twist pen or pencil –he want make a barrier between you;
- ❑ Shrinkage-it's defend from you;
- ❑ hand in pocket- detachment from you



When your interlocutor lie

He will:

- ❑ Regard his face (shame)
- ❑ Scratch an eyelid (hide information)
- ❑ Regard neck – your opponent disagree with you, but not say it
- ❑ Smile with lips, only – he is not honest with you

Gestures of agressive

clenched fists

Fists to
flanks(attack)

Clenched teeth
and lips. A sign
of irritability and
anger.

Sigh of bored

- rests his chin or cheek on his hand
- Tapping foot or fingers
- Other things
- View to door or clock
- Intensive nods a head

Thanks for attention!