

BODY LANGUAGE OF LEADERS: WHAT YOU CAN LEARN FROM THEM?

- A. Listen to a recording about body language. Decide if the statements below are **TRUE**, **FALSE**, or **NOT GIVEN**. (Extract of the recording taken from <https://www.youtube.com/watch?v=33HYGYKKO7U> Vanessa Van Edwards (2014))

	TRUE	FALSE	NOT GIVEN
1. According to research, people choose the one who can lead in an intuitive way.			
2. The participants in a study had to identify in pictures who was the most profitable CEO based on their clothes, body language, and facial features.			
3. It is better for a leader not to show their feelings in front of others to avoid showing a submissive behavior.			
4. An <i>alfa</i> is conscious about being disruptive when others are speaking to him/her.			
5. When leaders are holding eye contact with someone, it may vary if they are talking to or listening to.			
6. Research suggests that someone may get others' attention by looking them in the eye while they are speaking.			
7. Trust may be built through a deep gaze while people are talking to each other.			

- B. Listen again. Complete the information below using words given in the recording.

- Everyone knows that person who has that (8) _____ to catch others' attention.
- Vanessa wants to talk about different (9) _____ if people want to be more powerful or be a leader.
- Smiling is considered as a(n) (10) _____ behavior.
- When an *alfa* speaks, people (11) _____ quieten down because of the vocal power.
- Vanessa suggests that people can touch someone's (12) _____ to get their attention when they are talking.
- The host asks about the value in taking a leader out of their (13) _____.

Authored by Andrés Barón-Ávila
MA Education and Technology – UCL – IOE

