



## What is body language?

Body language refers to the nonverbal signals that we use to communicate. These nonverbal signals make up a huge part of daily communication. In fact, body language may account for between 60% to 65% of all communication.

Examples of body language include facial expressions, eye gaze, gestures, posture, and body movements. In many cases, the things we don't say can convey volumes of information.

## The importance of nonverbal communication

Your nonverbal communication cues—the way you listen, look, move, and react—tell the person you're communicating with whether or not you care, if you're being truthful, and how well you're listening. When your nonverbal signals match up with the words you're saying, they increase trust, clarity, and rapport. When they don't, they can generate tension, mistrust, and confusion.

## Types of nonverbal communication

The many different types of nonverbal communication or body language include:

**Facial expressions.** The human face is extremely expressive, able to convey countless emotions without saying a word. And unlike some forms of nonverbal communication, facial expressions are universal. The facial expressions for happiness, sadness, anger, surprise, fear, and disgust are the same across cultures.

**Body movement and posture.** Consider how your perceptions of people are affected by the way they sit, walk, stand, or hold their head. The way you move and carry yourself communicates a wealth of information to the world. This type of nonverbal communication includes your posture, bearing, stance, and the subtle movements you make.

**Gestures.** Gestures are woven into the fabric of our daily lives. You may wave, point, beckon, or use your hands when arguing or speaking animatedly, often expressing yourself with gestures without thinking. However, the meaning of some gestures can be very different across cultures. While the “OK” sign made with the hand, for example, usually conveys a positive message in English-speaking countries, it's considered offensive in countries such as Germany, Russia, and Brazil. So, it's important to be careful of how you use gestures to avoid misinterpretation.

**Eye contact.** Since the visual sense is dominant for most people, eye contact is an especially important type of nonverbal communication. The way you look at someone can communicate many things, including interest, affection, hostility, or attraction. Eye contact is also important in maintaining the flow of conversation and for gauging the other person's interest and response.

**Touch.** We communicate a great deal through touch. Think about the very different messages given by a weak handshake, a warm bear hug, a patronizing pat on the head, or a controlling grip on the arm, for example.

**Space.** Have you ever felt uncomfortable during a conversation because the other person was standing too close and invading your space? We all have a need for physical space, although that need differs depending on the culture, the situation, and the closeness of the relationship. You can use physical space to communicate many different nonverbal messages, including signals of intimacy and affection, aggression or dominance.



**Voice.** It's not just what you say, it's *how* you say it. When you speak, other people “read” your voice in addition to listening to your words. Things they pay attention to include your timing and pace, how loud you speak, your tone and inflection, and sounds that convey understanding, such as “ahh” and “uh-huh.” Think about how your tone of voice can indicate sarcasm, anger, affection, or confidence.

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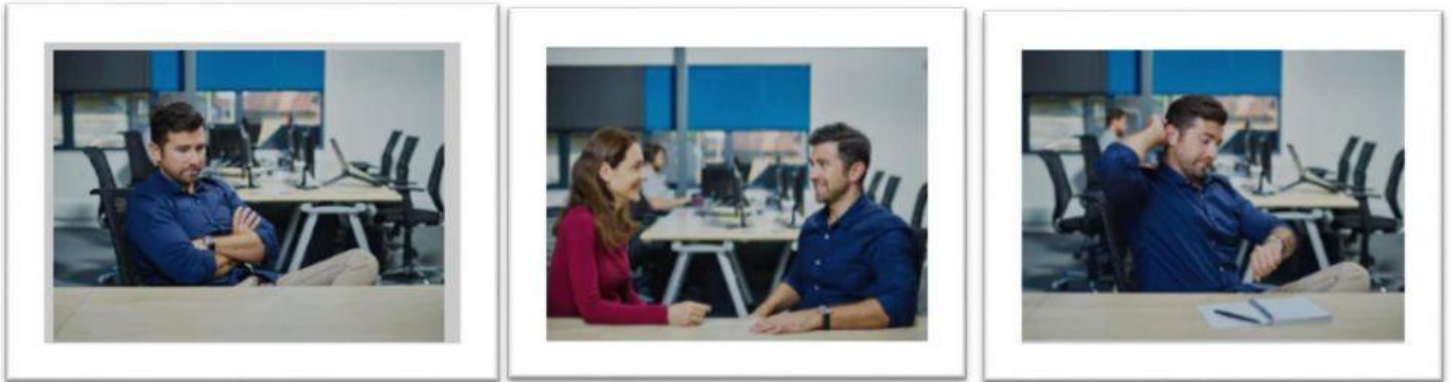


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## WARM-UP

Look at the pictures below and then share your opinions about what you may infer of their body language.

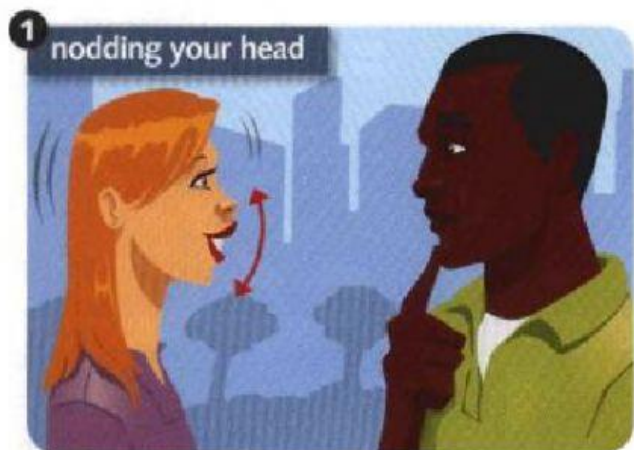


**Task 1.** Listen. What situations are the people talking about? Number the pictures from 1 to 5. (There is one extra picture.)

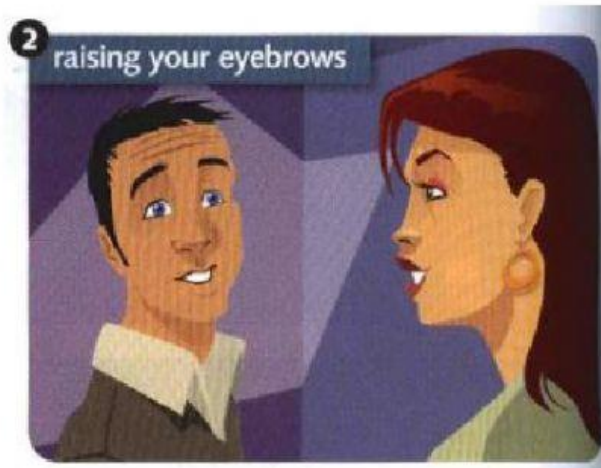




**Task 2.** Listen. People are comparing gestures from around the world. Which two countries are they talking about? Choose with an X the correct answers.



BRAZIL  
FRANCE  
GREECE



PERU  
SPAIN  
TONGA



ARGENTINA  
CANADA  
TURKEY



NIGERIA  
SOUTH KOREA  
The U.S.

**Task 3.** Listen. People are talking about body language. What are the topics? Choose with an X the correct answers.

- |   |                         |   |                         |
|---|-------------------------|---|-------------------------|
| 1 | nodding                 | 4 | raising your eyebrows   |
|   | hugging                 |   | tapping your head       |
|   | waving                  |   | waving your fingers     |
| 2 | shaking hands           | 5 | holding hands           |
|   | holding hands           |   | standing close together |
|   | standing close together |   | making eye contact      |
| 3 | tapping your head       |   |                         |
|   | nodding your head       |   |                         |
|   | making eye              |   |                         |

**Task 4.** Listen. People are talking about body language. Choose with an X the correct answers.

1. The people are talking about \_\_\_\_\_  
a friend.  
their professor.  
someone they don't know.



**LISTENING SKILLS**  
by teacher Marlon

2. The man is Ramon's \_\_\_\_\_  
roommate.  
classmate.  
brother.



3. The woman thinks Ramon \_\_\_\_\_  
stands too close.  
makes too much eye contact.  
hugs her too much.
4. The man thinks Ramon doesn't \_\_\_\_\_  
know about the problem.  
like the woman.  
enjoy living in the U.S.
5. The people will probably \_\_\_\_\_  
stop talking to Ramon.  
not look at Ramon.  
tell Ramon the problem.





# Body Language



- 1 - How do the people feel in each of the pictures? What are they trying to say?
- 2 - If you were traveling overseas, what 5 kinds of body language would be most useful?
- 3 - Does your body language change when you are at work or school? In what ways?
- 4 - How do you usually greet a person you have just met? How do you greet friends?
- 5 - Do you know of any strange body language or gestures from other cultures?
- 6 - Do people in your culture touch each other when they communicate? Why or why not?
- 7 - What kinds of actions should people not use when speaking in your country?
- 8 - What body language do you use when you are angry? What if you are happy?
- 10- How much eye contact is used in your home country? Is it rude to stare at someone?
- 11- Are there any facial expressions that some people use that annoy you? What are they?
- 12- Do you move your hands a lot when you are speaking? Why do you think you do this?
- 13- How do people in your country express that food is delicious and that they are full?
- 14- What actions do you do with your body when you feel nervous? What if you are afraid?
- 15- In what situations do people shake hands? Do you shake with a firm or loose grip?
- 16- In what ways do confident people move and walk? How do shy people act?