About the Tutorial

Body Language a broad term used to describe the study of postures, signals, intonation of voice, hand-eye coordination and use of space in understanding the intentions of a person as compared to what his spoken words are.

Audience

This tutorial is for designed primarily for the young professionals who have started their careers and are interested to understand what proper body language is and how it helps in presenting a clear message to the listeners.

Prerequisites

Before proceeding with this tutorial, you are expected to have a calm mindset and be open to exploring the suggestions mentioned here.

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A teacher walks in a classroom full of noisy children. He walks up to the table and looks around the class. He turns his back to the board and starts writing a question on the topic he had taught in the class the day before. There is dead silence now. The students who were chatting and conversing till now are sitting bolt-straight now, clearly nervous, some retaining their smiles, and some scanning the floor. They had comprehended by now that an answer is expected of them any moment.

The teacher looks around the class and fixes his sight on one boy. A longer stare prompts the boy to stand up but the teacher looks away just at the last moment and now looks at a girl. The girl starts answering the question but the teacher once again looks away. The girl stops the answer halfway.

The teacher looks at another guy sitting beside the window. He stands up and starts giving the answer when half-way through the sentence, the teacher suddenly looks up at him. The boy’s voice immediately tapers down and ultimately stops in doubt. The teacher then droops his shoulders and sighs. Insulted by the gesture, some students immediately raise their hands to opt to tell the answers.
How do you think that the teacher managed to get so many responses and all those different reactions *without uttering a single word*?

This is the power of Body Language – Weather the teacher knows it or unknowingly, he has practiced this non-verbal method of communication.
Body Language is a non-verbal communication where messages are sent through postures, eye-contacts, movements, usage of space and change in the intonation of voice etc. instead of using words and speech to communicate.

The study of Body Language is also called “Kinesics” derived from the Greek word “Kinesis” meaning "motion".

Body Language operates on all three states of human consciousness, i.e. conscious state, subconscious state and unconscious state.

Many interviewers have mentioned an aural sense of connection with some candidates which were independent of their looks of the and the words they spoke. Many patients give high points to their psychiatrists due to their ability to read the unspoken part of a sentence, and be able to go- “I get what you are saying...”

Body Language encompasses many studies like facial expressions, analyzing the need for personal space, mirroring your body movement with others, seating positions and other signs.
End of ebook preview

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