

# Reading body language

Non-verbal communication is an important part of any social interaction (Pease, 1981). Whether giving a presentation or just socializing at a party, how other people physically respond to us tells us something about their interpretations. Generally speaking, body language comes in two forms: *open* (receptiveness and connection) and *closed* (withdrawal or evaluation). Keeping an eye out for both can help keep your interactions positive and memorable for everyone.

## Open body signals

The following are signs that someone is connecting with you



Eyebrow flash:  
approval



Leaning forward:  
interest



Hand on chest:  
sincerity or flattery



Exposed body:  
openness to ideas



Touching chin:  
Making a decision

## Closed body signals

The following are signs that you've said something to cause them to withdraw



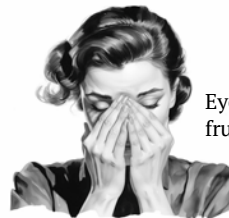
Distraction:  
boredom or  
disrespect



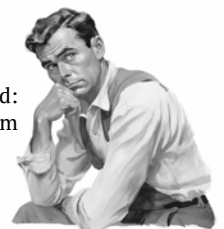
Neck touching:  
anxiety



Folded arms:  
physical retreat



Eye rubbing:  
frustration



Supported head:  
boredom



Mouth covering:  
awareness of  
deception