

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



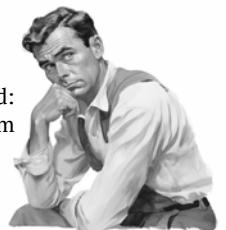
Neck touching:
anxiety



Folded arms:
physical retreat



Eye rubbing:
frustration



Supported head:
boredom



Mouth covering:
awareness of deception