Body Language

ENGR 301
Non-Verbal Communication

- Head nod – I understand
- Rolling eyes – I do not believe you
- Rubbing something – suspicion or rejection
- Stroking the chin – evaluating, I am thinking of what you said
- Clearing throat – nervous
- Pushing forward – serious
- Hands open and palms up – helplessness
- One hand above head – emphasize point
- Both hands clasped above head – triumph
Non-Verbal Communication

- Hand in front of mouth – telling half a story or embarrassment
- Sitting back – I’ve got you now, confidence
- Wagging a finger – you are wrong
- Pointing at someone – aggressive
- Sitting on fingers – confidence
- Hands clasped behind back – I am in charge
- Chewing pencil – nervous or uncertain
- Crossed arms over chest - resistance, I do not agree
- Deep sigh – bored
Non-Verbal Communication

Be careful of mixed signals. Nonverbal is more believable than words.
http://youtu.be/AQENwD-QlRA?t=34m34s
http://youtu.be/AQENwD-QlRA?t=55m