

Body Language

Amy Cuddy — *Your Body Language May Shape Who You Are*

Name: _____

Date: _____

SPEAKING · WARM-UP

What do these expressions mean to you?

Look at the non-verbal expressions below. What do they mean? How might someone feel when doing each one? Discuss with a partner.

open up

close down

fold your arms

hunch

sit straight

spread out

raise your hand

put your hands on your hips

TED TALK · AMY CUDDY

Your Body Language May Shape Who You Are

Watch the TED Talk before completing the exercises below.

https://www.youtube.com/watch?v=Ks-_Mh1QhMc

Amy Cuddy · TED2012 · 21 minutes

LISTENING · EXERCISE 1

True or False?

Mark each sentence **T** (True) or **F** (False) based on the TED Talk. For each false statement, write a brief correction below it.

- 1 The speaker offers a complicated life hack that involves changing one's posture for two minutes. T F
- 2 The audience is asked to observe their current posture and body language. T F
- 3 Body language has a significant impact on communication and judgments. T F
- 4 Studies show that body language influences important life outcomes like hiring decisions and legal judgments. T F
- 5 The speaker emphasises that body language only affects how other people perceive us. T F
- 6 Nonverbal expressions of power and dominance involve expanding and taking up space, while feelings of powerlessness lead to closed, protective postures. T F
- 7 The speaker conducted an experiment showing that adopting low-power poses for two minutes led to increased risk-taking behaviour and hormonal changes. T F
- 8 These findings suggest that our nonverbal cues cannot influence our thoughts, feelings, and behaviors. T F

- 9 The speaker shares a personal story about overcoming feelings of impostor syndrome and encourages the audience to 'fake it till you make it.'
- 10 The speaker urges the audience to practice power posing in private before stressful situations.

T F

T F

Key Vocabulary & Expressions

Study the key vocabulary from the TED Talk. Learn the definition and example sentence for each term.

Term / Expression	Definition	Example Sentence
(how/as) life unfolds	The way events and experiences naturally happen or develop over time.	<i>As life unfolds, we constantly send and read nonverbal signals.</i>
awkward interaction	A situation between people that feels uncomfortable or tense.	<i>She tried to break the ice after an awkward interaction with her boss.</i>
contemptuous glance	A look showing disrespect or superiority.	<i>He gave a contemptuous glance that made the atmosphere tense.</i>
nonverbal behavior	Communication through body language, gestures, or posture instead of words.	<i>Nonverbal behavior often tells more than spoken language.</i>
assume / adopt / strike a pose	To take or hold a particular position or posture, often to project confidence.	<i>He struck a confident pose before entering the meeting room.</i>
meaningful life outcomes	Important results or achievements that shape one's personal or professional growth.	<i>Confidence can lead to more meaningful life outcomes.</i>
make sweeping judgments	To form broad or general opinions without enough evidence.	<i>We tend to make sweeping judgments based on first impressions.</i>
make inferences	To draw conclusions from evidence or observation.	<i>Managers often make inferences about employees' confidence from their body language.</i>
claim more value from a negotiation	To achieve a better deal or advantage during a business negotiation.	<i>People who project confidence tend to claim more value from a negotiation.</i>
nonverbal expressions of power	Body language that shows authority, confidence, or control.	<i>Open gestures and upright posture are nonverbal expressions of power.</i>
expand ≠ shrink	Confident people physically expand; insecure people shrink (make themselves smaller).	<i>Leaders expand; anxious people tend to shrink.</i>
open up ≠ close down	To become more relaxed and expressive vs. becoming tense and withdrawn.	<i>During the presentation, she opened up and appeared more confident.</i>
feel powerless ≠ feel powerful	The contrast between lacking confidence vs. feeling in control and capable.	<i>Power posing can shift you from feeling powerless to feeling powerful.</i>

Term / Expression	Definition	Example Sentence
complement sb/sth	To go well with or enhance something.	<i>Good posture complements strong communication skills.</i>
chronically (adv.)	Happening repeatedly or continuously over a long period.	<i>He was chronically stressed by tight deadlines.</i>
gender grade gap	Differences in academic or performance results between genders.	<i>Studies show a persistent gender grade gap in leadership evaluations.</i>
gamble (v.)	To take a risky action in hopes of a positive result.	<i>She decided to gamble by proposing a bold strategy.</i>
fake it till you make it	Act confident even if you aren't yet; over time, you may truly become so.	<i>Her advice was simple: fake it till you make it.</i>
evaluative situations	Moments when someone's performance is being judged or measured.	<i>Job interviews are highly evaluative situations.</i>
be supposed to do sth	Expected or required to do something.	<i>You're supposed to prepare your presentation in advance.</i>
heckle sb	To interrupt or challenge someone speaking, often rudely.	<i>The audience heckled the presenter with tough questions.</i>
internalise sth	To accept and absorb an idea so it becomes part of your thinking or behavior.	<i>She internalised the belief that she wasn't good enough.</i>
configure your brain	To shape or reprogram your thinking and mental patterns.	<i>Positive body language can help configure your brain for confidence.</i>
be influenced by	To be affected or shaped by something or someone.	<i>Decisions can be influenced by subtle nonverbal cues.</i>

Adjust the Words to Fit the Context

Use the words in brackets to form the correct word for each gap. The number in brackets corresponds to the word root listed below.

1. PIVOT

2. IMPACT

3. TRANSFORM

4. MIND

5. SIGN

6. SCIENCE

7. DEVELOP

8. ASSERTIVE

Unleashing Potential: The Science of Power Posing

Communication transcends spoken words, with nonverbal cues playing a _____ (1) role in our interactions. In a compelling presentation, a social psychologist unveiled the power of body language through a simple yet _____ (2) technique: power posing. This two-minute adjustment in posture has the potential to reshape our thoughts, feelings, and behaviors, offering a _____ (3) tool for personal growth.

According to the TED talk she gave, Amy Cuddy convinced her audience that if they are _____ (4) of their body language, adopt more powerful poses rather than powerless ones, these subtle shifts can make a _____ (5) difference. Many of us inadvertently adopt defensive postures, limiting our own potential. Through research findings, social _____ (6) have found out how body language influences social judgments, from job opportunities to personal _____ (7). This simple yet profound technique, power posing, empowers individuals to cultivate confidence and _____ (8), ultimately impacting the trajectory of their lives.

Answer Key — Word Formation

1. pivotal

2. impactful

3. transformative

4. mindful

5. significant

6. scientists

7. development

8. assertiveness

Speaking Vocabulary Revision

Work with a partner. Use each word or expression in a sentence related to body language or the TED Talk. Tick each one off as you use it.

 pivot (adj.) / play a pivotal role in sth

Body language plays a pivotal role in how we are perceived.

 transcend

Communication transcends spoken words.

□ non-verbal cues

We constantly send and read non-verbal cues.

□ unveil / uncover

The psychologist unveiled the power of body language.

□ compelling presentation

She gave a compelling presentation on power posing.

□ make an adjustment

A two-minute adjustment in posture can change everything.

□ subtle

These subtle shifts can make a significant difference.

□ significant changes

Power posing leads to significant hormonal changes.

□ empower

Power posing empowers individuals to cultivate confidence.

□ cultivate

We can cultivate confidence through body language.

□ impact (n./v.)

Body language has a profound impact on outcomes.

□ development

Power posing supports personal development.

□ be mindful of

Be mindful of your posture in evaluative situations.

□ confidence

She radiated confidence from the moment she walked in.

Facial Expressions

Speaking prompt: In what situation may you assume these facial expressions? Give a few examples.

Practice on Quizlet: <https://quizlet.com/pl/1102350483/body-language-facial-expressions-flash-cards/>

1 Purse your lips	2 Scowl	3 Squint
4 Raise your eyebrows	5 Frown	6 Grin broadly
7 Bite your lip	8 Clench your jaw	9 Puff out your cheeks
10 Roll your eyes	11 Narrow your eyes	12 Blink rapidly
13 Stare blankly	14 Glance sideways	15 Flare your nostrils
16 Arch your eyebrows	17 Sneer	18 Smirk

Body Postures

Speaking prompt: In what situation may you assume these poses? Give a few examples.

Practice on Quizlet: <https://quizlet.com/pl/1102351502/body-language-postures-flash-cards/>

1 Shrug your shoulders	2 Cross your arms	3 Nod your head
4 Shake your head	5 Fold your hands	6 Tap your foot
7 Clench your fists	8 Bite your lip	9 Tilt your head
10 Scratch your chin	11 Rub your neck	12 Drum your fingers
13 Lean forward	14 Lean back	15 Shift your weight
16 Wring your hands	17 Cover your mouth	18 Put your hands on your hips

Answer Key — True / False Listening Exercise

1. F

2. T

3. T

4. T

5. F

6. T

7. F

8. F

9. T

10. T