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We set the Enterprise Standards!



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Communication

Body Language of Leaders

55% of what we perceive is visual

38% of what we perceive is auditory

7% are the composition of words

When communicating..

If these three perceptions are not congruent, then we are sending mixed signals and people will not trust us.

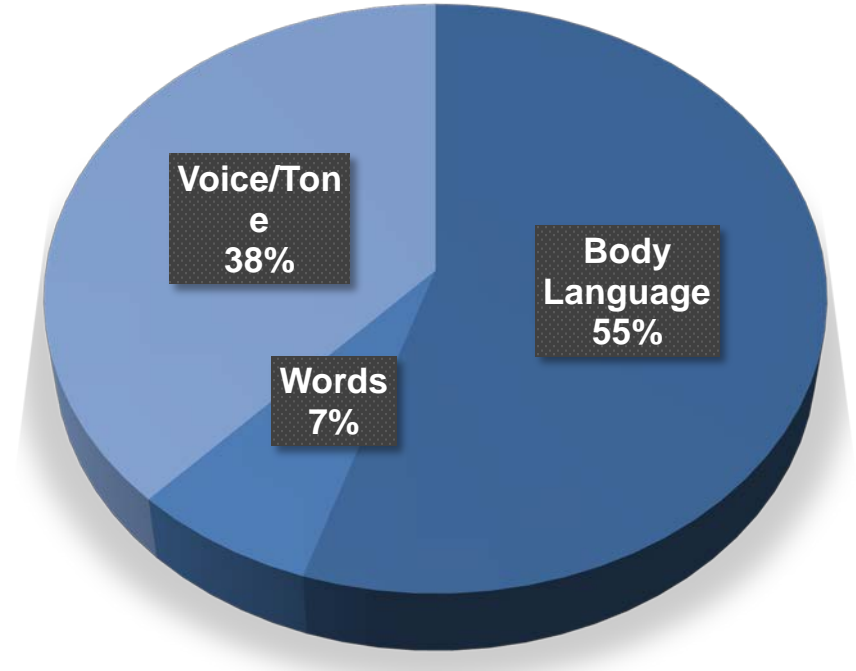


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Introduction

Body Language of Leaders

Body language has an immense impact when it comes to every day interaction with other people.

If used correctly, it can be your key to greater success.

It can help you:

- Develop positive business relationships
- Influence and motivate the people who report to you
- Improve productivity
- Bond with members of your team
- Present your ideas with more impact.

We will take you through the body language that illustrate leadership and can become your own brand of charisma.



Take Space

Body Language of Leaders

Power, status, and confidence are nonverbally displayed through the use of **height** and **space**.

Posture:

- Upright
- Straight
- Large
- Shoulders back
- Head held high

Standing:

If you stand you will look more powerful and assured to those who are seated.

Moving around:

If you move around, the additional space you take up adds to that impression.

Sitting:

- Look more confident by putting both feet flat on the floor,
- Widening your arms away from your body
- Spreading out your belongings on the conference table to claim more territory.



Widen your stance

Body Language of Leaders

When you stand with your **feet close together**, you can seem hesitant or unsure of what you are saying.

But when you **widen your stance**, relax your knees and center your weight in your lower body, you look more “solid” and confident.



Vocal Pitch

Body Language of Leaders

As a leader, the quality of your voice can be a deciding factor in how you are perceived.

Speakers with **higher-pitched voices** are judged to be less empathic, less powerful and more nervous than speakers with **lower pitched voices**.



An easy technique: "Um hum, um hum, um hum."



Feeling like a Leader - Power Priming

Body Language of Leaders

To display confidence and be perceived as upbeat and positive, **think of a past success** that fills you with pride and confidence.

Then recall the feeling of power and certainty – and remember or imagine how you looked and sounded.

Recalling that genuine emotion will help you embody it as you enter the meeting room or walk up to the podium.



Feeling like a Leader – Power Pose

Body Language of Leaders

Strike a Power Pose.

Simply hold your body in expansive, “high-power” poses

- Leaning back with hands behind the head and feet up on a desk,
- Standing with legs and arms stretched wide open)

Try this before your next important business meeting, and I guarantee you will look and feel more confident and certain.



Maintain Positive Eye Contact

Body Language of Leaders



Eye contact shows that:

1. You are listening and that the person is important and of focus.
2. You are asserting dominance and not afraid or shy.

Try to maintain 50-60% eye contact during your communication

Simple technique: Whenever you greet a business colleague, look into his or her eyes long enough to notice what color they are.



Talking with your hands

Body Language of Leaders

Since **gesture is integrally linked to speech**, gesturing as you talk can actually power up your thinking.

When you incorporate gestures into your communication, you will find that:

- Verbal content improves
- Speech is less hesitant
- Use of fillers (“ums” and “uhs”) decreases



Experiment with this and you'll find that the physical act of gesturing helps you form *clearer thoughts* and *speak in tighter sentences* with *more declarative language*.



Use Open Gestures

Body Language of Leaders

Keeping your movements relaxed, using open arm gestures, and showing the palms of your hands

— the ultimate “**see, I have nothing to hide**” gesture —
are silent signals of credibility and trust.



if you hold your arms at **waist level**, and gesture within that plane, most audiences will perceive you as assured and credible.

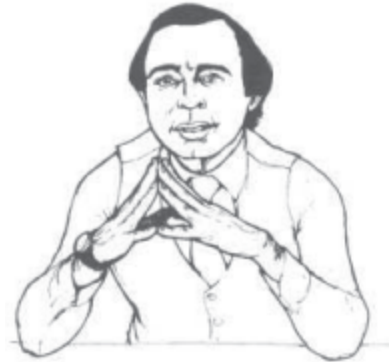


Try a steeple

Body Language of Leaders

You see lecturers, politicians, executives and leaders use this hand gesture.

It means "*I am certain about this*".



When you want to project conviction and sincerity about a point you're making, try steeping.



Reduce nervous gestures

Body Language of Leaders



When we're nervous or stressed, we:

- rub our hands together
- bounce our feet
- drum our fingers on the desk
- play with our jewelry
- twirl our hair
- fidget

When we do any of these things, we immediately rob our statements of credibility.

Stillness sends a message that you're calm and confident.



Smile

Body Language of Leaders

Smiles have a powerful effect on us.

Smiling not only stimulates your own sense of well being it also tells those around you that you are **approachable** and **trustworthy**.

Smiling directly influences how other people respond to you. When you smile at someone, they almost always smile in return.

Since **facial expressions trigger corresponding feelings**, the smile you get back actually changes that person's emotional state in a positive way.



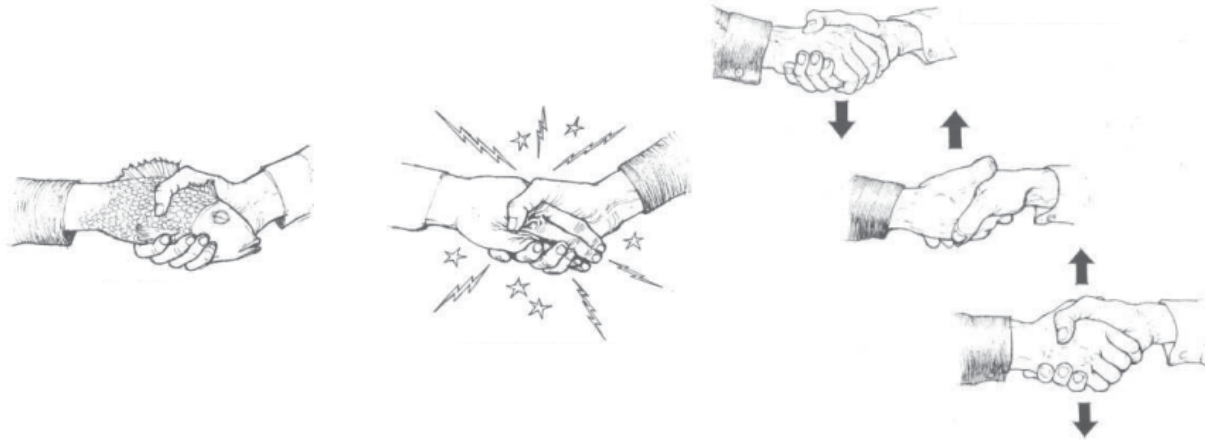
Perfect Your Handshake

Body Language of Leaders

Since touch is the most powerful and primitive nonverbal cue, it's worth devoting time to cultivating a great handshake.

The right handshake can give you instant credibility and the wrong one can cost you authority as a leader.

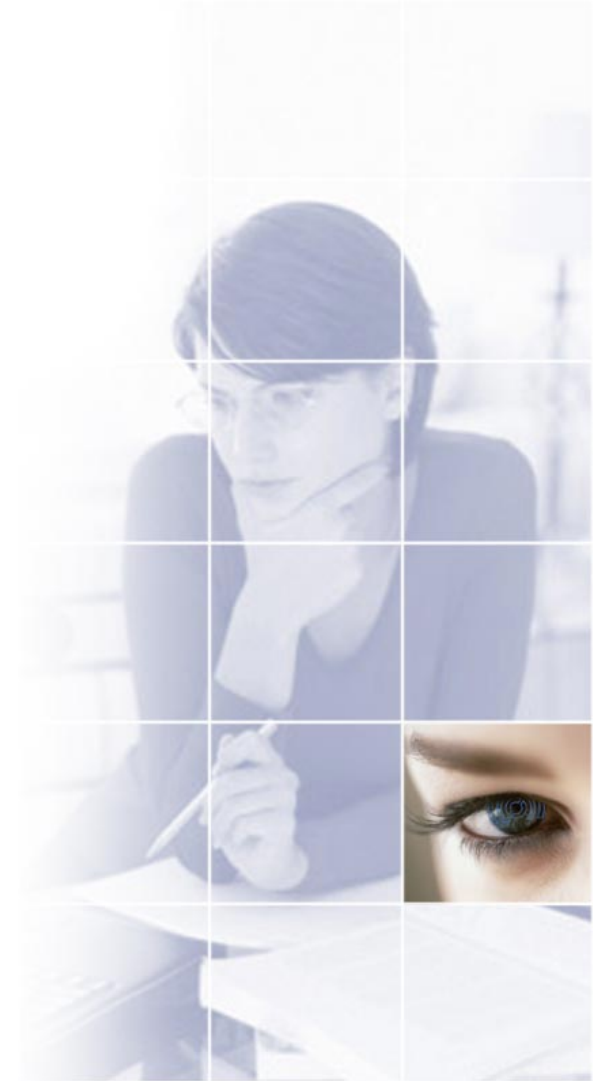
What is the ideal handshake to assert yourself as a leader?



Perfect Your Handshake

Body Language of Leaders

Let's take a look and analyze Donald Trump's never-ending handshake with Macron.





Perfect Your Handshake

Body Language of Leaders

What does he do right?

What does do wrong?



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