

Listen With Your Eyes



Why do I care?

▶ Intentional reading of Non-Verbals is
a **SUPER POWER!**

At the end of this you will...

- ▶ Consciously notice behaviours
- ▶ Have started forming the habit
- ▶ Frequently lose thread of your conversations

Yes Helen, but can I use this in real life?

▶ Interviews (attending and conducting)

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- ▶ Team work

Yes Helen, but can I use this in real life?

- ▶ Interviews (attending and conducting)
- ▶ Team work
- ▶ Every human interaction, ever...

Let's begin by massively over-simplifying!

- ▶ 2 Drivers for Behaviour
 - ▶ Confidence
 - ▶ Nervousness

▶ 3 Types of Behaviour

- ▶ Changing our Size

- ▶ Gravity Defying Manoeuvres

- ▶ Blocking

Slice and Dice, People!

- ▶ 4 parts of the body
 - ▶ Legs and Feet
 - ▶ Arms and Hands
 - ▶ Shoulders and Torso
 - ▶ Head and Face



Size

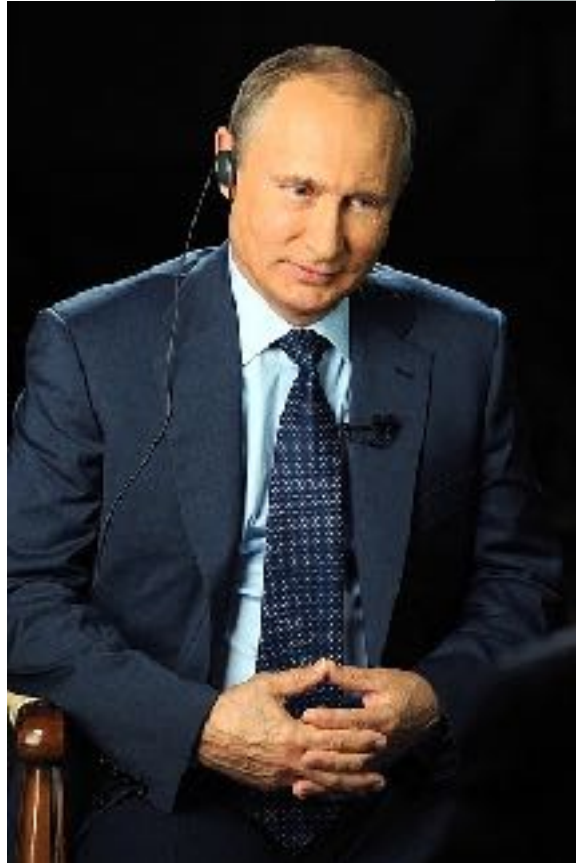


Size



Mostly 'Armless

► Steeple



Mostly 'Armless



Torso Size



Torso Size



Heads Up

► Size



Gravity



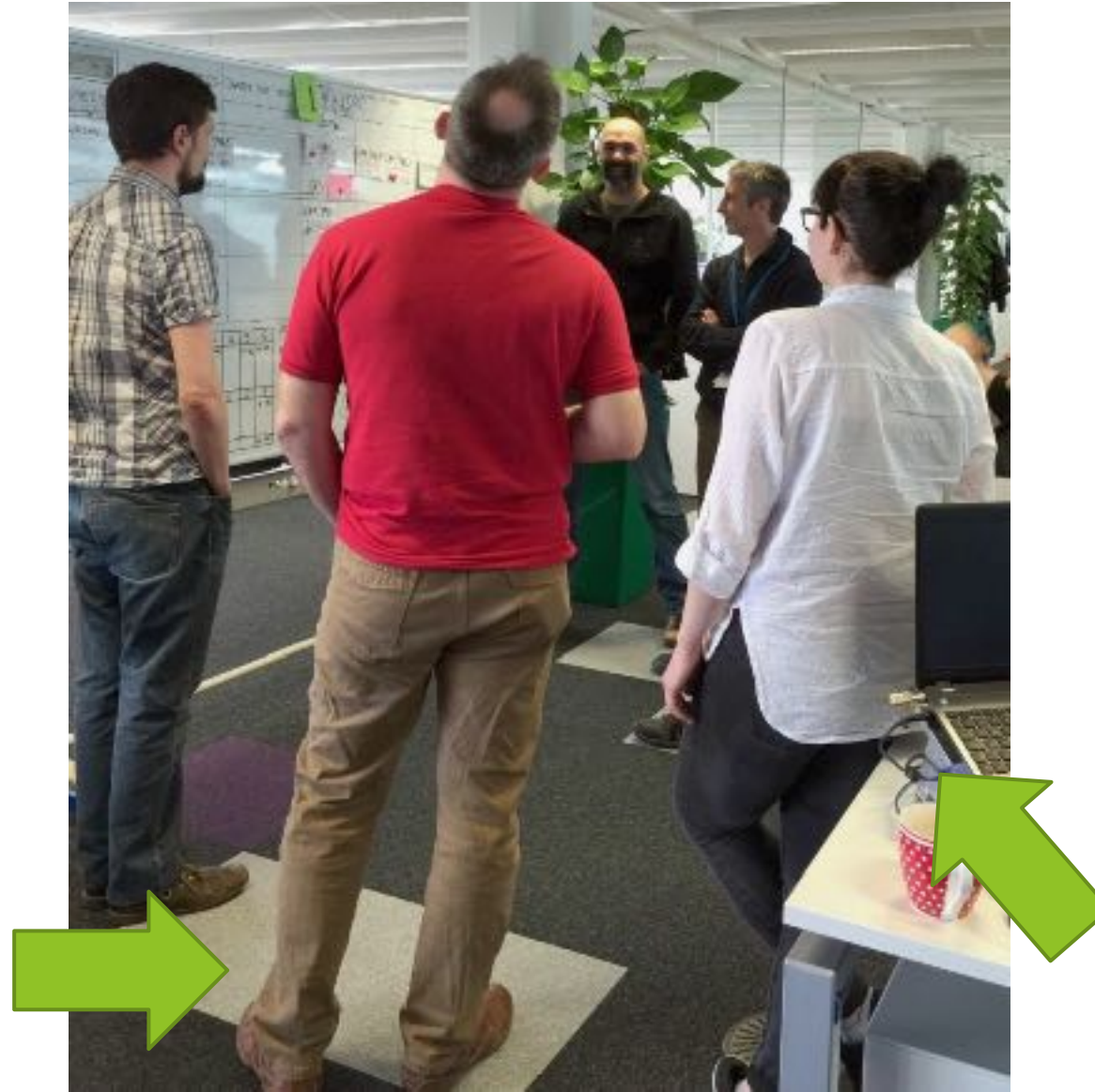
Size / Gravity



Gravity



Gravity



Leg-endary

► Blocking



**Dude...
Stop the Spread,
Please**

It's a space issue.

Blocking



Blocking



Heads Up

► Blocking



Blocking



Blocking



A few points to remember...

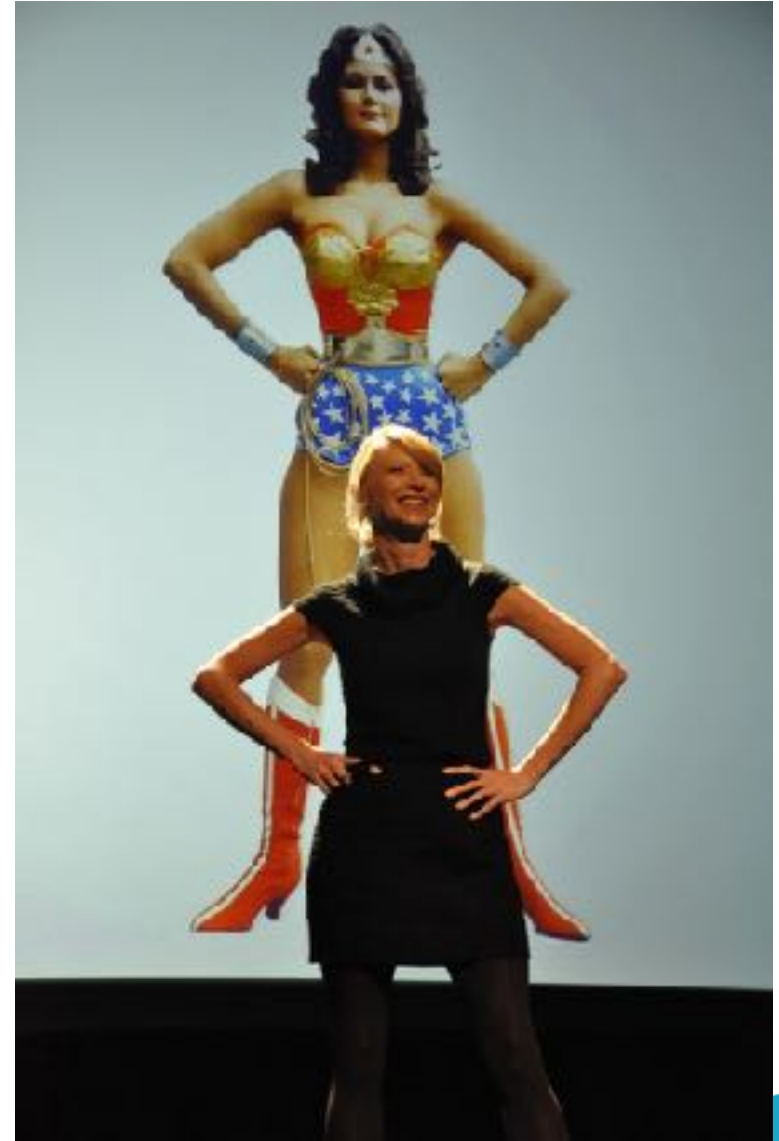
- ▶ **Baseline**
- ▶ **Context**
- ▶ **Clusters**

How can I practice?

- ▶ Kids
- ▶ Reality TV
- ▶ Passers By
- ▶ Film a meeting (ask first!)

Hacking your mood

- ▶ Self Influencing:
 - ▶ Power poses





Hacking your mood

- ▶ Self Influencing:
 - ▶ Power poses
 - ▶ Fake Smiles
 - ▶ Breathe like a Smoker





www.fluidworking.com

Linked in HelenLisowski

 @HelenLisowski