

BODY WORKING

LISTENING WITH YOUR EYES



SHAFER
LEADERSHIP
ACADEMY

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THERE ARE ALWAYS
TWO CONVERSATIONS

The Verbal

&

The Nonverbal















SAFE VS UNSAFE



Open vs closed

Relaxed vs uncomfortable

Confident vs insecure

2 – 3 signals





HOW MIGHT YOU FEEL

WHEN MEETING NEW PEOPLE FOR THE SAME TIME?









The handshake

Open vs closed

Relaxed vs comfortable

Confident vs insecure

2 – 3 signals



Posture

Open vs closed

Relaxed vs comfortable

Confident vs insecure

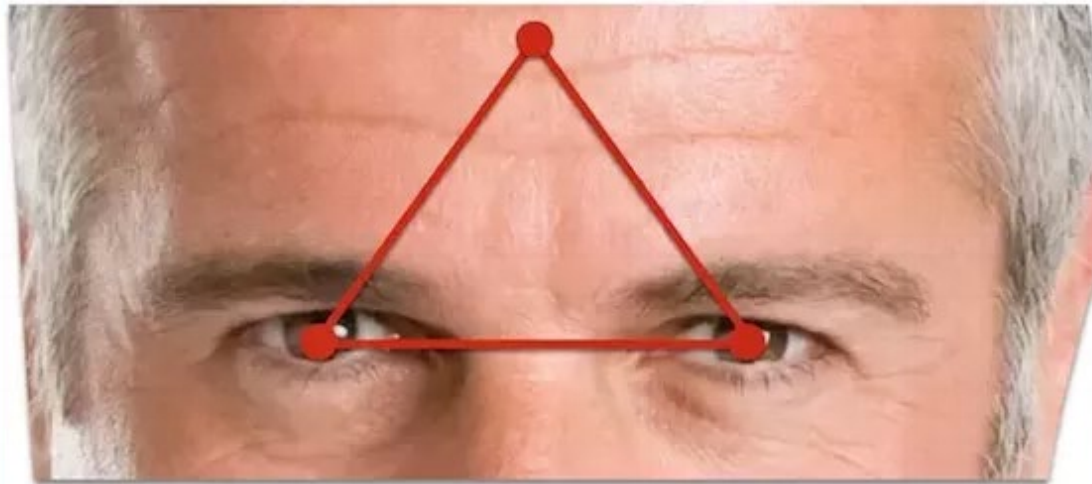
2 – 3 signals





Eye contact

PowerGaze



Business

ScottRouse.com









Digital Body Language



KEEP
CALM
AND
SMILE
ON

Simple background, no distractions

Head and shoulders visible

Headphones help prevent weird echoes



Sit so **10–20%** of the screen above your head is empty



Don't lean in (it makes you look giant on the interviewer's screen)

Smile and nod to show you're listening

Avoid jewelry that makes noise or is visually distracting

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