

This is an extract from **The Instant Guide To Body Language** available from

www.body-language-info.com

(EXTRACT FROM: MOVEMENTS AND GESTURES)

Movements and gestures are powerful tools of body language, but many people do not fully appreciate the full extent of their effects. Our bodies naturally tend to reflect our thoughts and emotions in unconscious ways, but we can also learn how to consciously use movements and gestures to affect the messages we communicate.

Let's start with movement. The way you move, the direction you move, and the speed at which you move are all non-verbal messages other people receive and interpret. Body movement can make you appear dominant, submissive, interested, bored, aggressive, happy, confident, nervous, and so much more. Much of how movement is interpreted is based on the situation in which it occurs.

For instance, you are in the grocery store when a friend spots you from across the produce department. She walks directly toward you to say hello, and you interpret this as being friendly. Now change that around a bit so that you're in the produce department and a total stranger starts walking directly toward you. How are you likely to interpret that? You may feel threatened, nervous, uncomfortable, or simply curious about what the other person wants.



Another good example is when two people are having an intense conversation. If the conversation is about a conflict or point of argument and one person deliberately moves toward the other it may be interpreted as dominant, power, or aggression. However, if the conversation is about something personal or emotional, that same deliberate move toward the other person is much more likely to be interpreted as an act of comforting, reassurance, and support.

Now let's talk about gestures. Most people are well aware that gestures can be a powerful tool of body language, conveying a wealth of information without saying a single word. In general, gestures can be divided up as either speech-dependent (gestures related to the person's spoken words) or speech-independent (gestures that can substitute or stand in for spoken words).

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