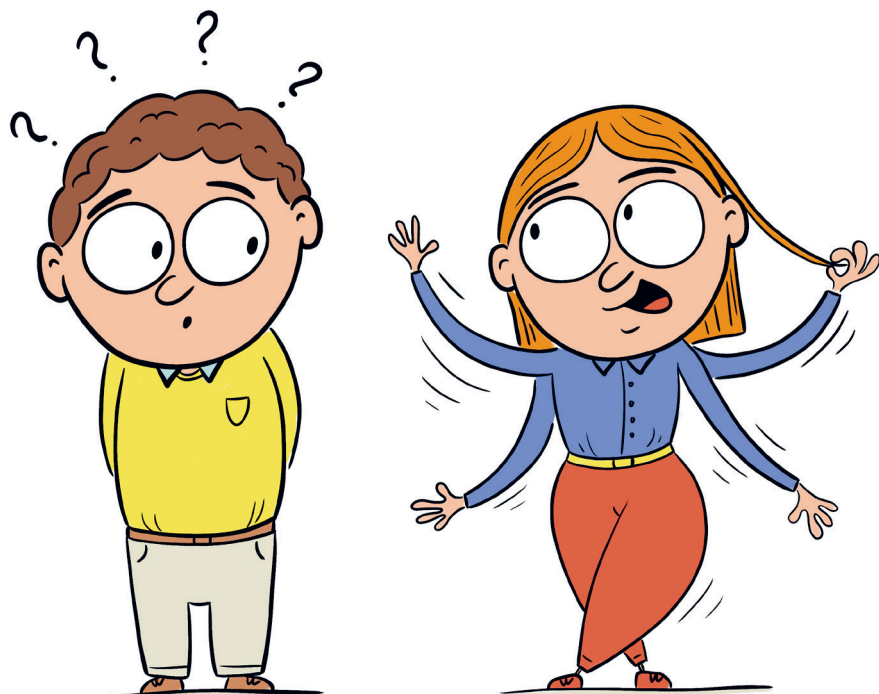


ŠTĚPÁNKA SEKANINOVÁ  
ADAM WOLF



# BODY LANGUAGE

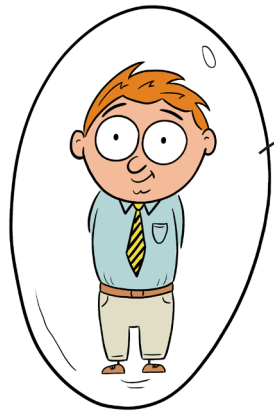
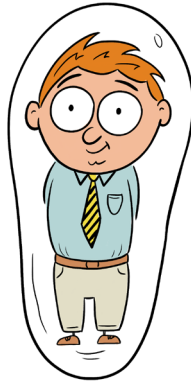
AND HOW TO READ IT

B4U PUBLISHING



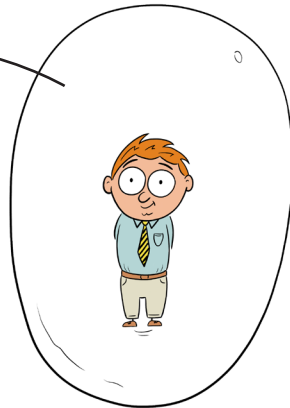
## ZONES OF DISTANCE

EVERY PERSON, INCLUDING YOU, CREATES A PERSONAL SPACE AROUND THEMSELVES. THIS IS A KIND OF SAFETY BUBBLE, IT'S OURS AND OURS ALONE, AND WOE BETIDE ANYONE WHO TRIES TO STEP INTO IT! THIS VIOLATION WOULD MAKE US FEEL TENSE, AGITATED OR THREATENED. THE VERY SMALLEST PERSONAL BUBBLE – KNOWN TO EXPERTS AS 'INTIMATE DISTANCE' – IS WITHIN 50 CM OF THE BODY. ONLY OUR NEAREST AND DEAREST – OUR PARENTS, GRANDPARENTS, SIBLINGS AND OTHER CLOSE FAMILY MEMBERS – HAVE ACCESS TO IT.

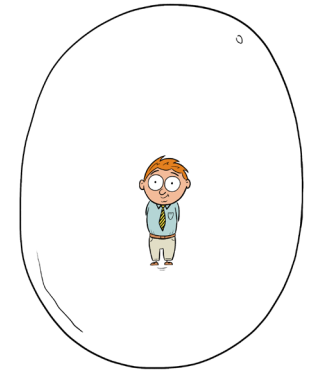


'PERSONAL DISTANCE' EXTENDS A LITTLE FURTHER FROM THE BODY, FROM 50 CM TO 120 CM. WE ALLOW OUR GOOD FRIENDS INTO IT.

'SOCIAL DISTANCE' IS THE BUBBLE THAT REACHES FROM BETWEEN 120 CM AND 360 CM AWAY. THIS IS THE DISTANCE WE KEEP FROM SCHOOLTEACHERS AND NEIGHBOURS, AND FROM STRANGERS WITH WHOM WE ARE IN COMMUNICATION.



'PUBLIC DISTANCE' BEGINS AT 360 CM AWAY. NO STRANGER WE MEET IN PASSING – E.G. SOMEONE WHO STOPS US IN THE STREET TO ASK THE TIME – MAY ENTER THIS SPACE.



## DIFFERENT COUNTRY, DIFFERENT CUSTOMS

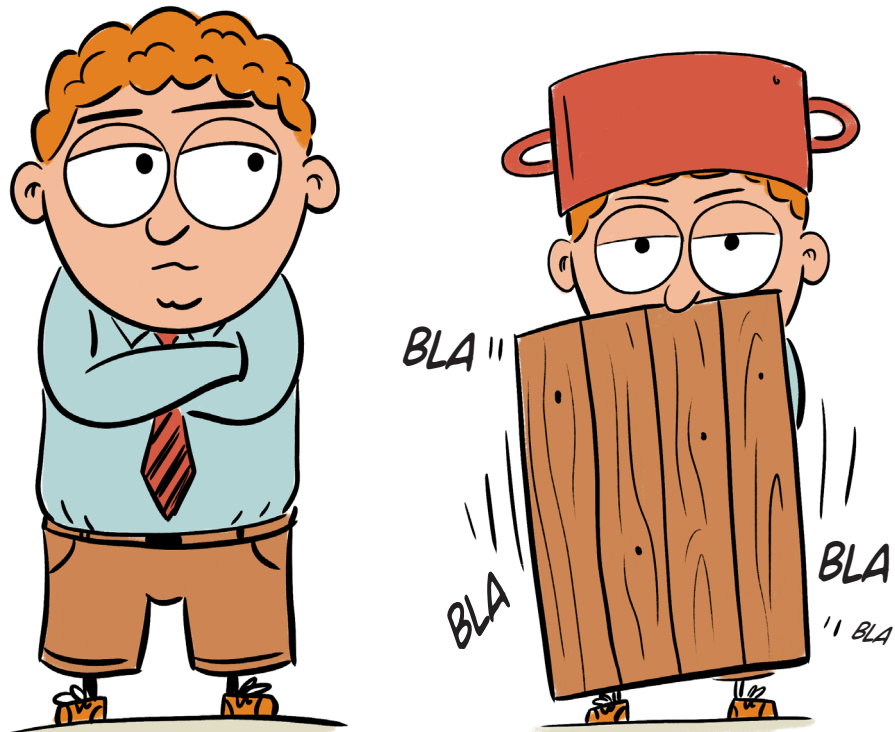
PEOPLE WHO LIVE IN TOWNS ARE USED TO CONSTANT HUSTLE AND BUSTLE. AS THEY SHARE THE TOWN AND ITS SPACES WITH LOTS OF OTHER PEOPLE, THEY HAVE TO BE MORE GENEROUS WITH THE SPACE AROUND THEM. THE PERSONAL DISTANCE OF A TOWN-DWELLER WILL BE SIGNIFICANTLY LESS THAN THAT OF SOMEONE WHO LIVES A SOLITARY LIFE IN A SMALL VILLAGE. THINK OF THE METRO – IN ITS CROWDED TRAINS, EVERYONE STANDS IN SOMEONE ELSE'S PERSONAL (EVEN INTIMATE) SPACE, BECAUSE THERE IS NO ALTERNATIVE.

THE PERSONAL DISTANCE OF JAPANESE IS SHORTER THAN THAT OF EUROPEANS. WHEN TALKING TO SOMEONE FROM JAPAN, A EUROPEAN MIGHT ASK THEMSELVES: WHY IS THIS PERSON STANDING SO CLOSE TO ME WHEN WE DON'T KNOW EACH OTHER? THE JAPANESE MIGHT BE CONFUSED THAT THE EUROPEAN KEEPS MOVING FURTHER AWAY FROM THEIR NICE CHAT. ARABS HAVE SIMILARLY SHORT PERSONAL DISTANCES.

## POSTURE

### ARMS FOLDED ACROSS THE CHEST

- 1) I FEEL UNCERTAIN, EVEN SLIGHTLY SCARED, HERE WITH YOU. I FEEL THE NEED TO PROTECT MYSELF.
- 2) YOU'RE TALKING ABSOLUTE NONSENSE, AND I TOTALLY DISAGREE WITH YOU!

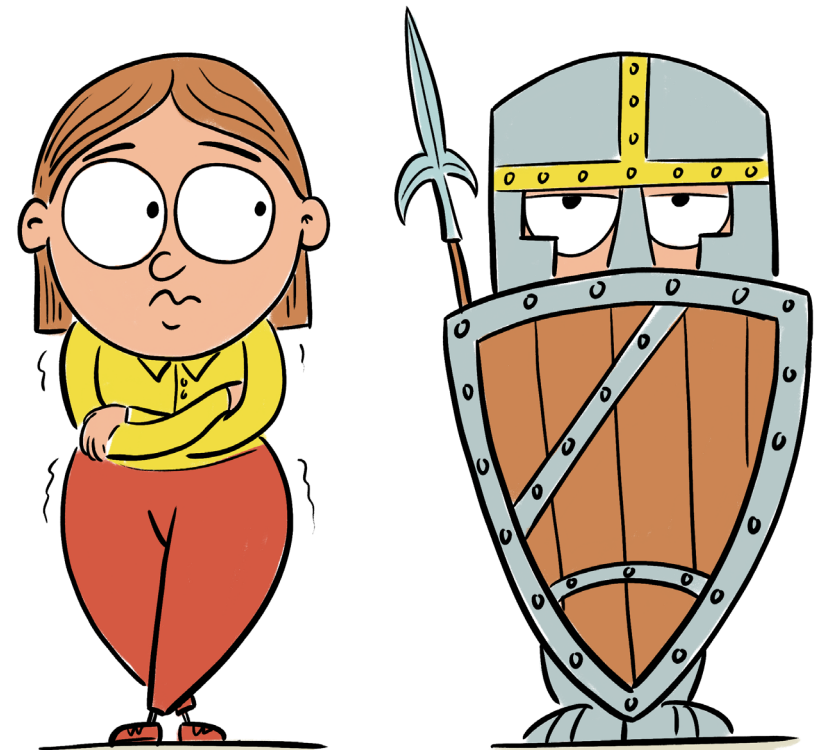


IN BOTH CASES, WE ARE USING OUR ARMS AS A SHIELD TO PROTECT THE HEART. IN THE SECOND CASE, THIS SHIELD SHOULD DEFLECT THE WORDS THAT ARE BOTHERING US.

## POSTURE

### ANKLES CROSSED, ARMS FOLDED

UGH! YOU'RE MAKING ME FEEL REALLY UNCOMFORTABLE! IT'S A LONG TIME SINCE I LAST FELT SO THREATENED AND VULNERABLE. I COULD DO WITH SOME ARMOUR.



THIS POSTURE IS A DEFENCE AGAINST SOMEONE WHO IS SCARING US AND MAKING US UNCOMFORTABLE. WE ALSO STAND LIKE THIS WHEN WE ARE OUTDOORS AND HUDDLED UP AGAINST THE COLD, RAIN OR WIND!

## POSTURE

### ARMS OPEN WIDE, CHEST EXPOSED

I'M HONEST, I'M READY TO HELP, I FEEL SAFE, AND, AS YOU CAN SEE, MY HANDS ARE EMPTY. I COME UNARMED AND IN PEACE.

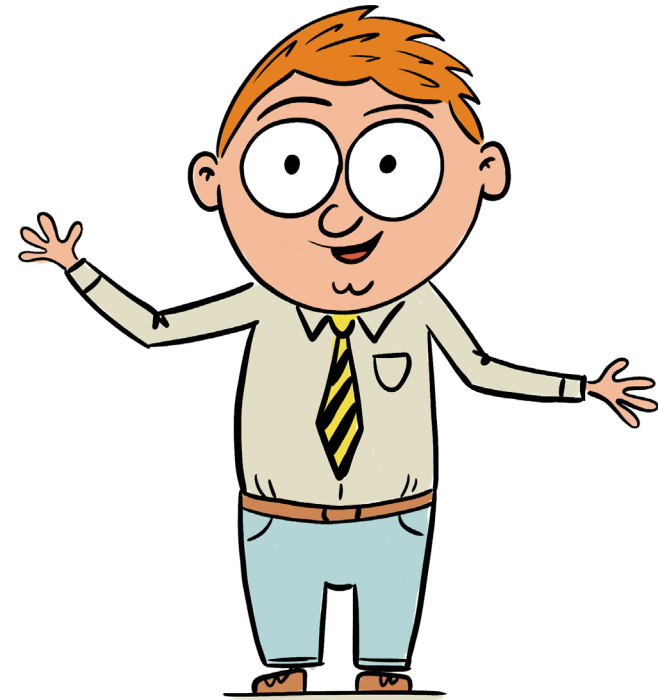


IT IS CLEAR THAT THIS PERSON FEELS GREAT AND THREATENED BY NOTHING AND NO ONE. LIFE IS GOOD!

## POSTURE

### ARMS OPEN WIDE, CHEST EXPOSED

UPRIGHT, OPEN POSTURE. I BELIEVE IN MYSELF, AND I'M SURE YOU'LL BE INTERESTED IN WHAT I HAVE TO SAY.

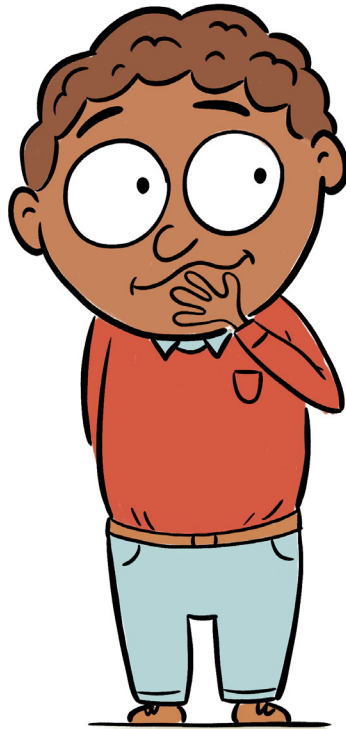


THE SPEAKER IS SELF-CONFIDENT, LIKES THE SOUND OF HIS OWN VOICE, AND FEELS INTERESTING!

## POSTURE

### MIRRORING

THIS GUY HAS GREAT OPINIONS! I AGREE WITH HIM ON ANYTHING AND EVERYTHING!



WHEN YOU'RE CHATTING WITH SOMEONE AND NOTICE THAT THEY ARE ASSUMING YOUR GESTURES AND POSTURE, DON'T GET CROSS WITH THEM FOR COPYING YOU.

## POSTURE

IT'S A LONG TIME SINCE I LAST HAD SUCH A GOOD CHAT.

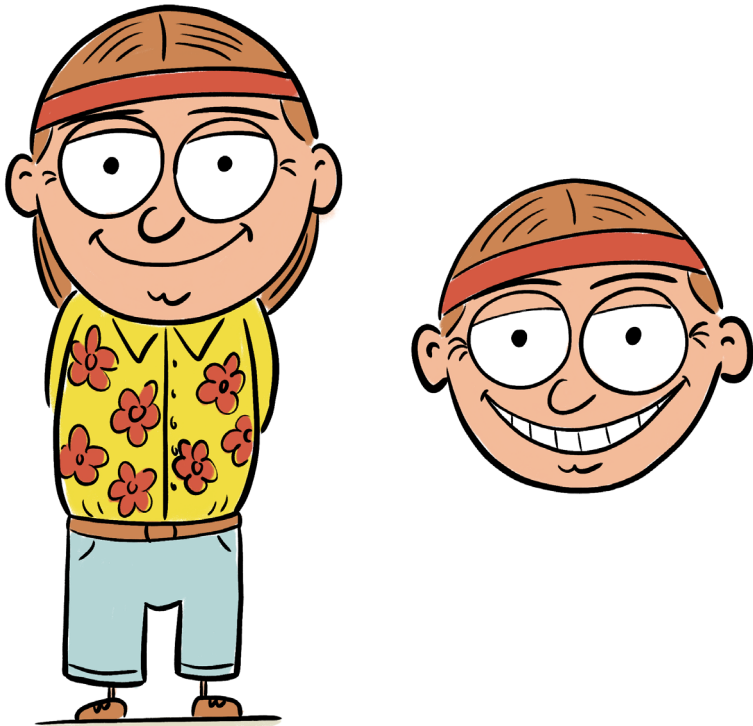


COPYING THE GESTURES AND POSTURE OF THE PERSON YOU ARE COMMUNICATING WITH MAY INDICATE SYMPATHY, HARMONY AND/OR ATTRACTION.

## HEAD - SMILE

### GENUINE SMILE

YOU'VE MADE ME REALLY HAPPY. IN FACT YOU'VE MADE MY DAY!

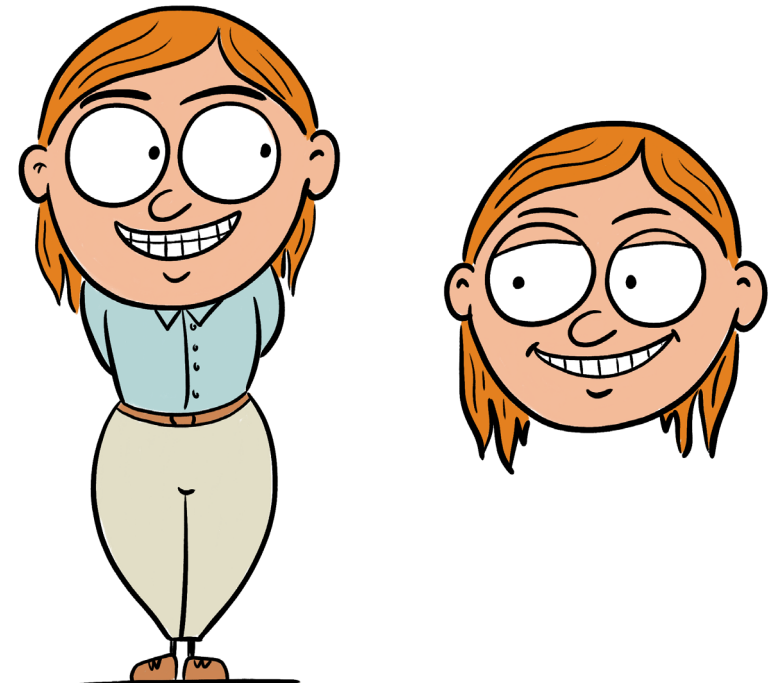


A GENUINE SMILE MAKES FINE LINES AROUND THE SMILER'S EYES.

## HEAD - SMILE

### FALSE SMILE

- 1) I'M HOPING THAT MY SMILE WILL STRENGTHEN MY POSITION WITH YOU.
- 2) HE'S TALKING RUBBISH AGAIN. NEVER MIND, I'LL SMILE THROUGH IT BECAUSE I NEED HIM ON MY SIDE.



BEWARE OF SMILES THAT ENGAGE ONLY THE MOUTH AND NOT THE EYES. THEY CAN INDICATE UNCERTAINTY (1) BUT ALSO FALSENESS AND LACK OF SINCERITY (2).






**THE BODY CAN SPEAK WITHOUT WORDS!**  
INSTEAD, IT USES HANDS, LEGS, FEET, EYES,  
EYEBROWS, GESTURES... WITHOUT WORDS, THE  
BODY HAS PLENTY TO SAY. FROM THIS SILENT  
LANGUAGE, AN EXPERIENCED OBSERVER CAN  
TELL IF HIS FRIEND IS LYING, EVEN IF THE  
WORDS ARE BELIEVABLE. HE CAN ALSO IDENTIFY  
EXCUSES AND EVASION, AS WELL AS SYMPATHY,  
SELF-CONFIDENCE OR NERVOUSNESS.

MASTERY OF BODY LANGUAGE IS A HANDY SKILL.  
THIS COMPANION IS A GREAT PLACE TO LEARN  
THE BASICS OF NONVERBAL COMMUNICATION  
(AS THE EXPERTS CALL IT). IF YOU DISLIKE  
MEMORIZING VOCABULARY AND GRAMMAR,  
HAVE NO FEAR. THIS BOOK IS FILLED WITH JOLLY  
PICTURES OF PEOPLE IN VARIOUS SITUATIONS.  
HOW DOES A NOVICE LIAR REVEAL THAT HE IS  
LYING? AND A PROFESSIONAL LIAR? YOU'LL FIND  
THE ANSWERS INSIDE.

ISBN + EAN

 b4u publishing  
[www.albatrosmedia.eu](http://www.albatrosmedia.eu)

© Designed by B4U Publishing,  
member of Albatros Media Group, 2023.  
All rights reserved.