



Communicating With Your Stance and Gestures

The way we stand, sit or greet another person conveys subtle messages about our expectations and attitudes. Ideally, your stance should convey assertive self-confidence and not give passive or aggressive signals. Check these aspects of your interactions with others. What impression might they make?

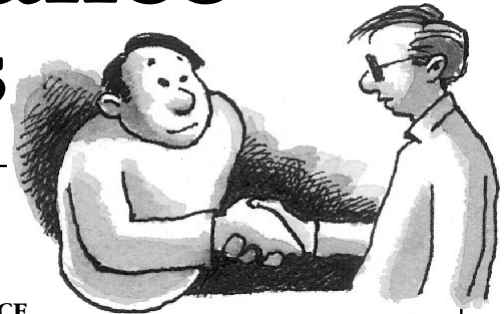


Personal distance, how close you stand or sit to someone you're talking to, often reflects cultural standards. Some people, for instance, have a relatively close personal distance and have been known to back others around the room as they converse.

What's your personal distance? How do you feel when someone gets closer than that? When someone stays more distant?

PERSONAL DISTANCE

- Close Intimate or invasion of privacy?
- Intermediate _____
- Distant Formality, coldness or aloofness?



TYPE OF STANCE OR GESTURE	POSSIBLE IMPRESSION
Handshake	
Firm	Assertiveness
Crushing	Aggressiveness
Limp	_____
Eye contact	
None	Passivity
Intermittent	_____
Constant	_____
Position	
Leaning forward	_____
Sitting straight up	_____
Leaning back	_____



Certain stances or gestures can communicate passive, assertive or aggressive signals. How would you classify the following body signals?

STANCE/GESTURE	PASSIVE	ASSERTIVE	AGGRESSIVE
touching someone lightly as you speak	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
standing with fists on hips	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
standing with arms folded	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
shifting from one foot to the other while standing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
leaning back while sitting with hands behind head	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
leaning forward while sitting with hands together, elbows on knees or table	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
leaning forward while sitting, but with hands together at fingertips forming a "steeples"	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
standing with arms folded	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>