

Unit - V

1. Body Language

LOW CONFIDENCE POSTURES

HIGH CONFIDENCE POSTURES



ARMS & LEGS
CROSSED

HUGGING
LEGS
TO CHEST



HANDS IN
POCKETS,
EYES DOWN

CROSSED
LEGS,
SEATED,
EYES DOWN



LEANING
FORWARD,
HEAD UP



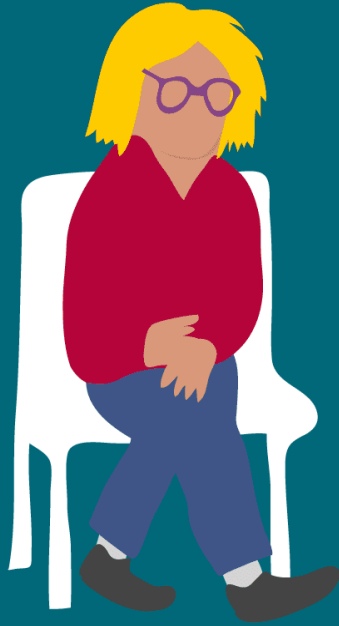
OPEN STANCE,
HANDS ON
HIPS

OPEN STANCE,
ARMS SPREAD
WIDE



SEATED,
ARMS
OVERHEAD
OR SPREAD





Closed Posture
Can indicate hostility,
unfriendliness, and anxiety



Open Posture
May indicate friendliness,
openness, and willingness

verywell





Definition

Body Language refers to **non-verbal signals expressed through posture, gestures, movement, and physical behavior.**

Importance in Academic & Professional Context

- Enhances presentation impact
- Reflects confidence and credibility
- Supports verbal message
- Influences audience perception

Positive Body Language

- Upright posture
- Open shoulders
- Natural hand gestures
- Controlled movements

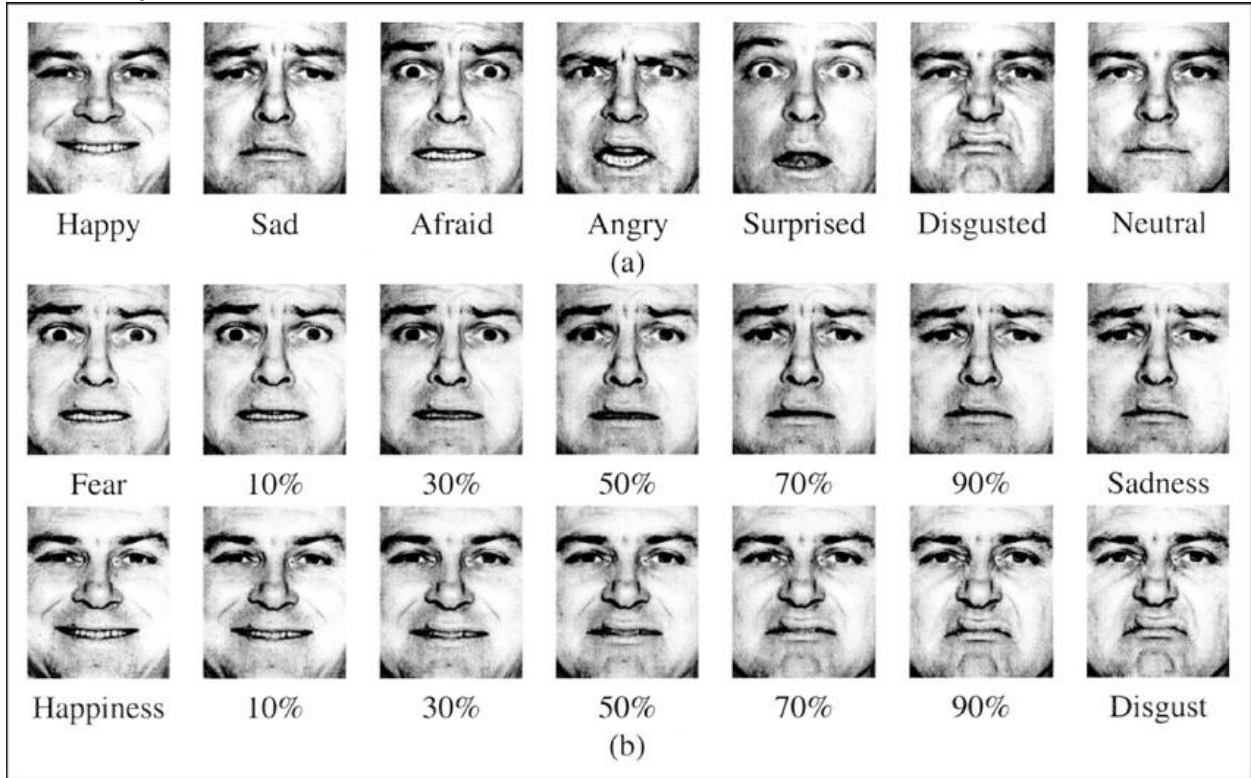
Negative Body Language

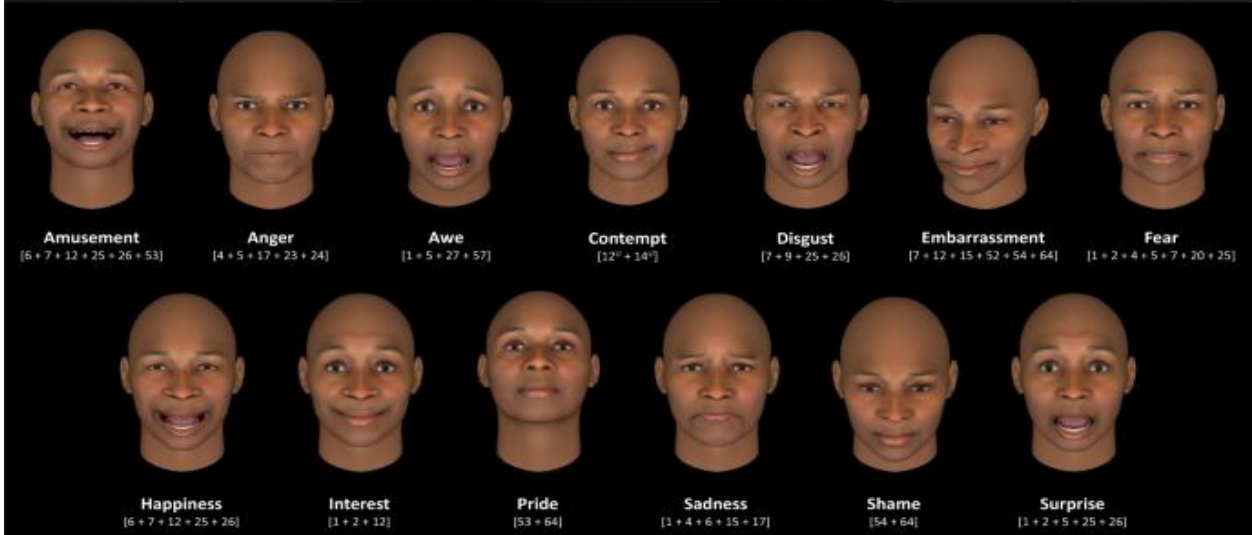
- Slouching
- Crossing arms defensively
- Fidgeting
- Avoiding audience

Exam Point (2–3 Marks)

Body language is the silent language of communication that reinforces or contradicts spoken words.

2. Facial Expressions





Definition

Facial expressions are **movements of facial muscles that convey emotions and attitudes.**

Common Expressions

- Smile → friendliness
- Raised eyebrows → surprise
- Frown → confusion/disapproval
- Neutral face → professionalism

Importance for B.Tech Students

- Shows engagement during viva
- Builds rapport in seminars
- Displays confidence in interviews

Tip

Maintain a **pleasant, attentive expression** during presentations.

3. Kinesics

the study of the way in which certain body movements and **gestures** serve as a form of **non-verbal** communication.

7 HAND GESTURES GUARANTEED TO GET PEOPLE TO LISTEN TO YOU



I'M CERTAIN

Why it works: Anthropologist David Givens found that this gesture conveys **assertiveness**, both in humans and throughout the animal kingdom.

Use it: When you know what you're talking about and have a strong **directive** to give.

I'M BEING OPEN

Why it works: Authors Barbara and Allan Pincus claim that open palms are associated with **truth and honesty**, showing your audience you have nothing to hide.

Use it: When you want to be **fully transparent**. By putting it all out there, you welcome people in.

I'M CONFIDENT IN MYSELF

Why it works: Steepling is a strong display of **power** and reflects **higher-order thought processes** like problem-solving.

Use it: When you want to show or share your wisdom on a certain subject matter.

I HAVE A BIG IDEA

Why it works: According to body language expert Dr. Carol Kinsey Goman, it visually conveys something **grand** and communicates your enthusiasm to others.

Use it: When you're introducing a new thought that just might be a **breakthrough**.

THIS IS THE WAY IT IS

Why it works: The gesture embodies the abstract idea of **rigid, unwavering precision**, physically grounding the message for the audience.

Use it: When you want to make a precise point or show your **strong stance** on a topic.

[I MEAN IT] FROM THE BOTTOM OF MY HEART

Why it works: Researchers Parzuchowski and Wojciszke found that this gesture increases others' perception of **honesty** and the honesty shown in one's own behavior.

Use it: When you truly believe in what you're saying and want to convey that to others.

FINGER COUNTING

Why it works: The movement makes your points **easier** for listeners to remember and serves as a **nonverbal anchor** for your list.

Use it: To help people follow along when you have several **key items** to highlight.

SOURCES

Why it works: Anthropologist David Givens found that this gesture conveys assertiveness, both in humans and throughout the animal kingdom. [https://www.psychologytoday.com/blog/psychology-of-gestures/2014/07/7-hand-gestures-guaranteed-get-people-listen-you](#)

Why it works: Authors Barbara and Allan Pincus claim that open palms are associated with truth and honesty, showing your audience you have nothing to hide. [https://www.psychologytoday.com/blog/psychology-of-gestures/2014/07/7-hand-gestures-guaranteed-get-people-listen-you](#)

Why it works: Steepling is a strong display of power and reflects higher-order thought processes like problem-solving. [https://www.psychologytoday.com/blog/psychology-of-gestures/2014/07/7-hand-gestures-guaranteed-get-people-listen-you](#)

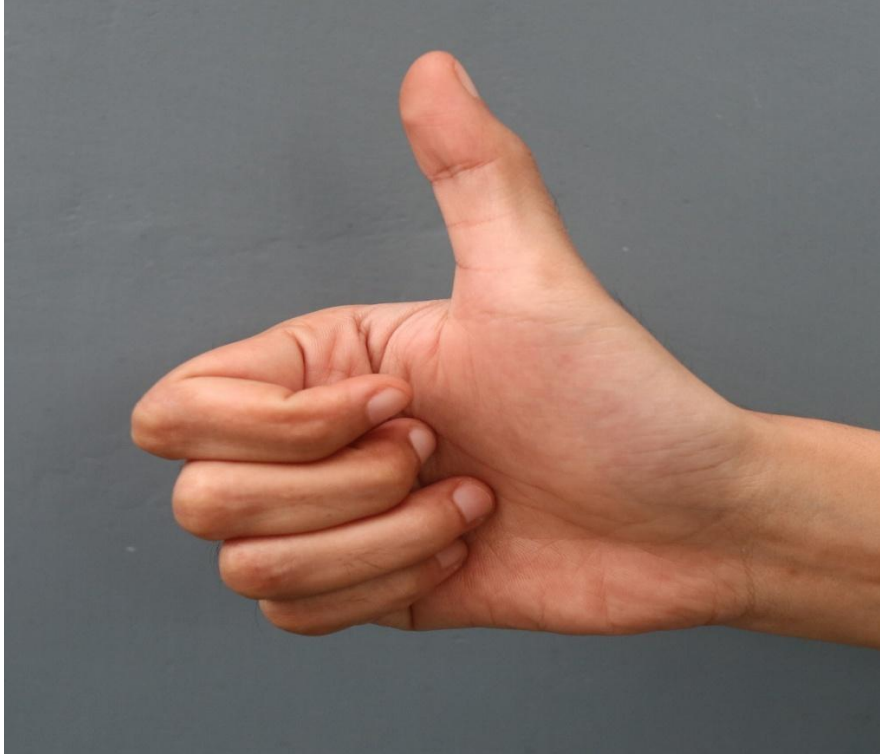
Why it works: According to body language expert Dr. Carol Kinsey Goman, it visually conveys something grand and communicates your enthusiasm to others. [https://www.psychologytoday.com/blog/psychology-of-gestures/2014/07/7-hand-gestures-guaranteed-get-people-listen-you](#)

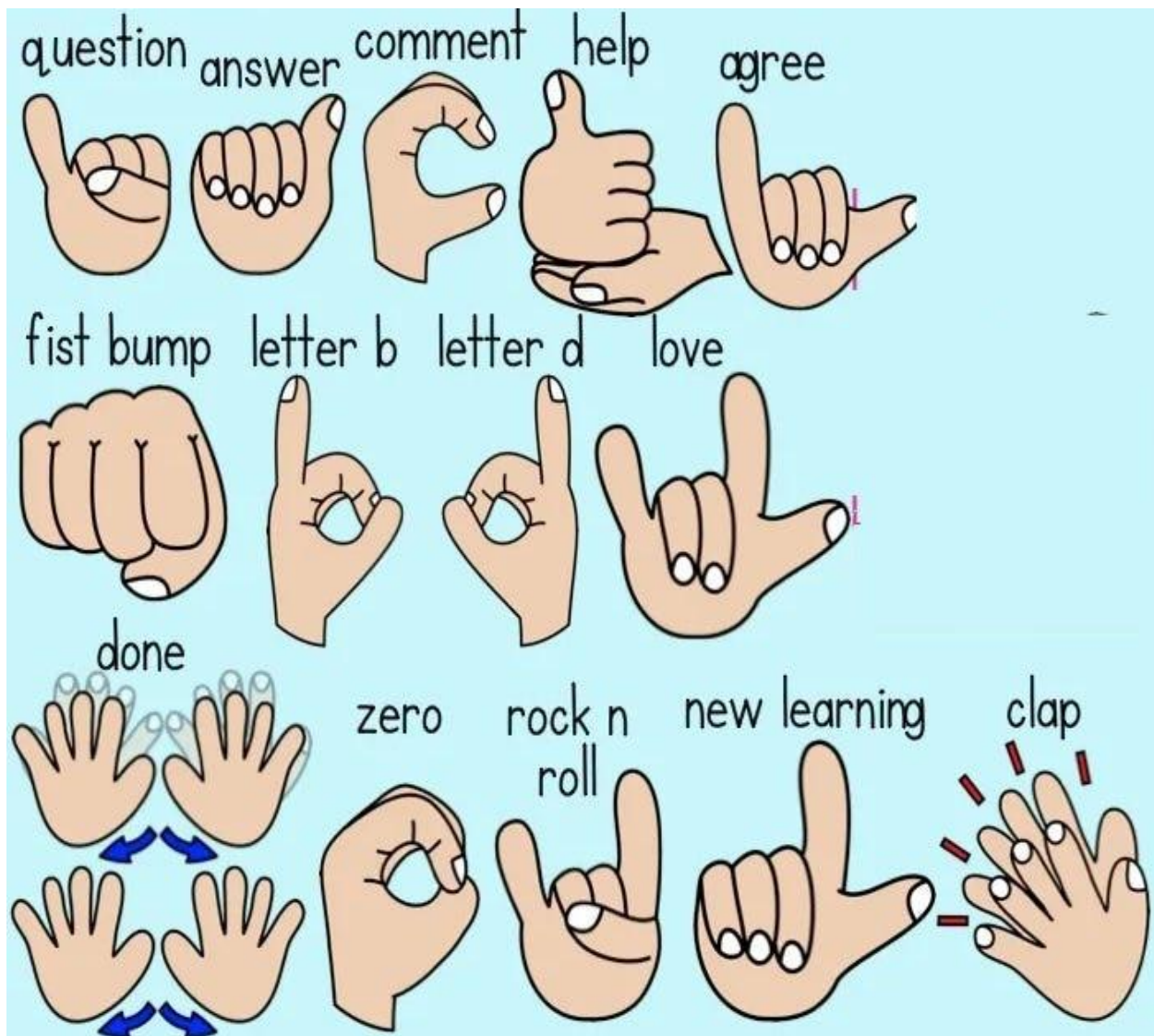
Why it works: The gesture embodies the abstract idea of rigid, unwavering precision, physically grounding the message for the audience. [https://www.psychologytoday.com/blog/psychology-of-gestures/2014/07/7-hand-gestures-guaranteed-get-people-listen-you](#)

Why it works: Researchers Parzuchowski and Wojciszke found that this gesture increases others' perception of honesty and the honesty shown in one's own behavior. [https://www.psychologytoday.com/blog/psychology-of-gestures/2014/07/7-hand-gestures-guaranteed-get-people-listen-you](#)

Why it works: The movement makes your points easier for listeners to remember and serves as a nonverbal anchor for your list. [https://www.psychologytoday.com/blog/psychology-of-gestures/2014/07/7-hand-gestures-guaranteed-get-people-listen-you](#)

FOUNDER PLACE
Real Estate Group





Definition

Kinesics is the study of **body movements, gestures, and posture** as communication.

Includes

- Hand gestures
- Head movements
- Posture
- Body orientation

Types of Gestures

1. Emblems (thumbs up)
2. Illustrators (showing size with hands)
3. Regulators (nodding)
4. Adaptors (playing with pen – nervousness)

Academic Relevance

Helps in:

- Explaining technical concepts visually
- Maintaining audience attention

5. Oculesics (Eye Contact)

Oculesics is the study of eye behavior—including eye contact, pupil dilation, gaze direction, and blinking—as a key form of nonverbal communication.





Definition

Oculesics refers to **communication through eye behavior and eye contact.**

Importance

- Builds trust
- Shows confidence
- Maintains audience engagement

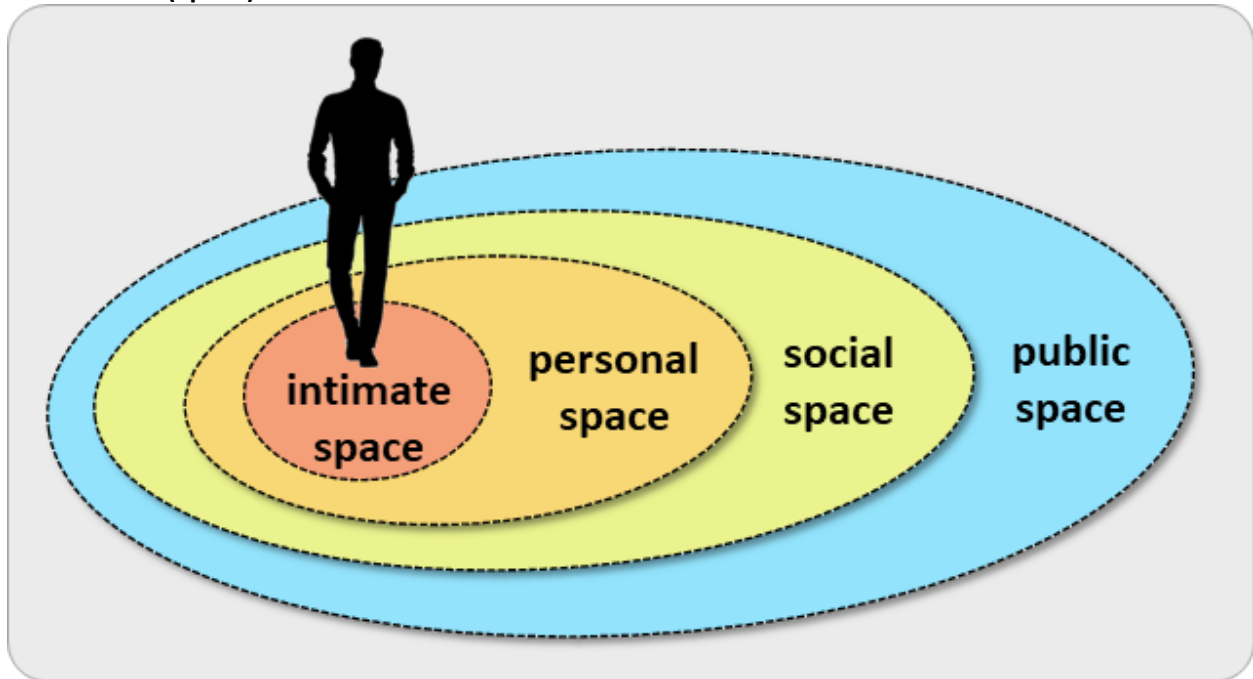
Guidelines for Students

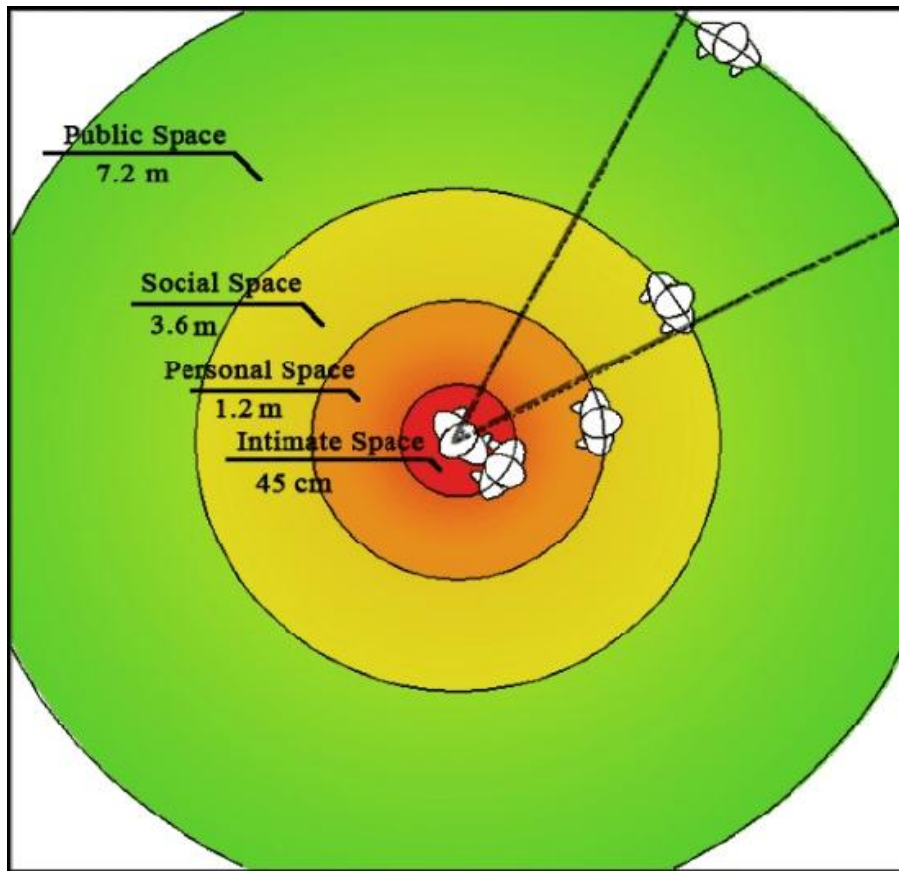
- Maintain eye contact for 3–5 seconds
- Avoid staring
- Engage all sections of audience

In Viva/Interview

Proper eye contact signals honesty and clarity.

5. Proxemics (Space)





Definition

Proxemics is the study of use of space and physical distance in communication.

Types of Distance

1. Intimate (0–1.5 ft)
2. Personal (1.5–4 ft)
3. Social (4–12 ft)
4. Public (12+ ft)

Academic Context

- Maintain social/public distance during seminar
- Avoid standing too close in professional settings

6. Haptics (Touch)





Definition

Haptics refers to **communication through touch**.

Examples

- Handshake
- Pat on back
- High five

Professional Importance

- Firm handshake shows confidence
- Avoid inappropriate touch

Placement Relevance

Handshake is often first impression in interviews.

7. Chronemics (Time)





Definition

Chronemics is the study of **use of time in communication**.

Academic Importance

- Punctuality reflects discipline
- Time-bound presentations show professionalism
- Meeting deadlines improves credibility

Example

Arriving late for seminar → negative impression.

8. Paralanguage

HOW TO WORK ON VOICE MODULATION?

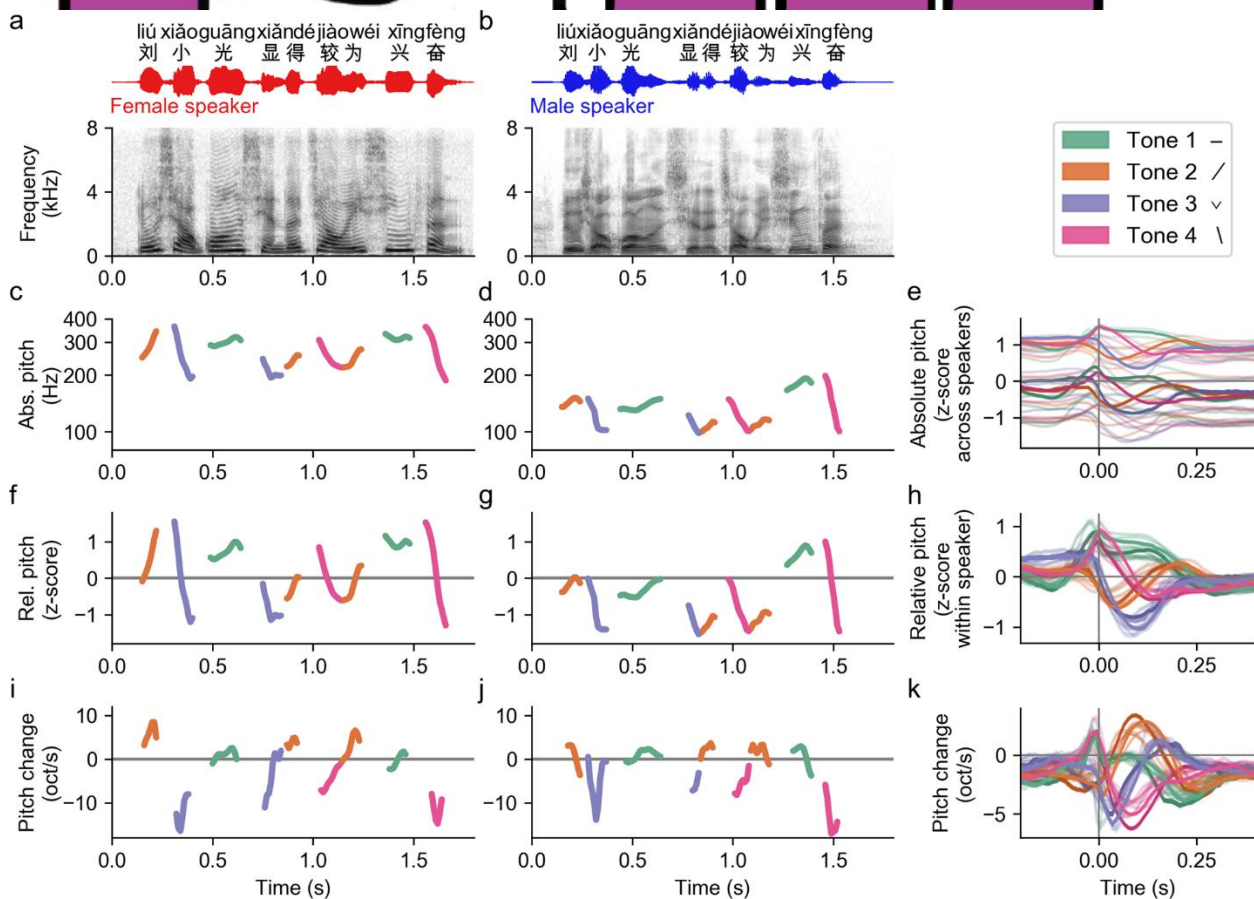
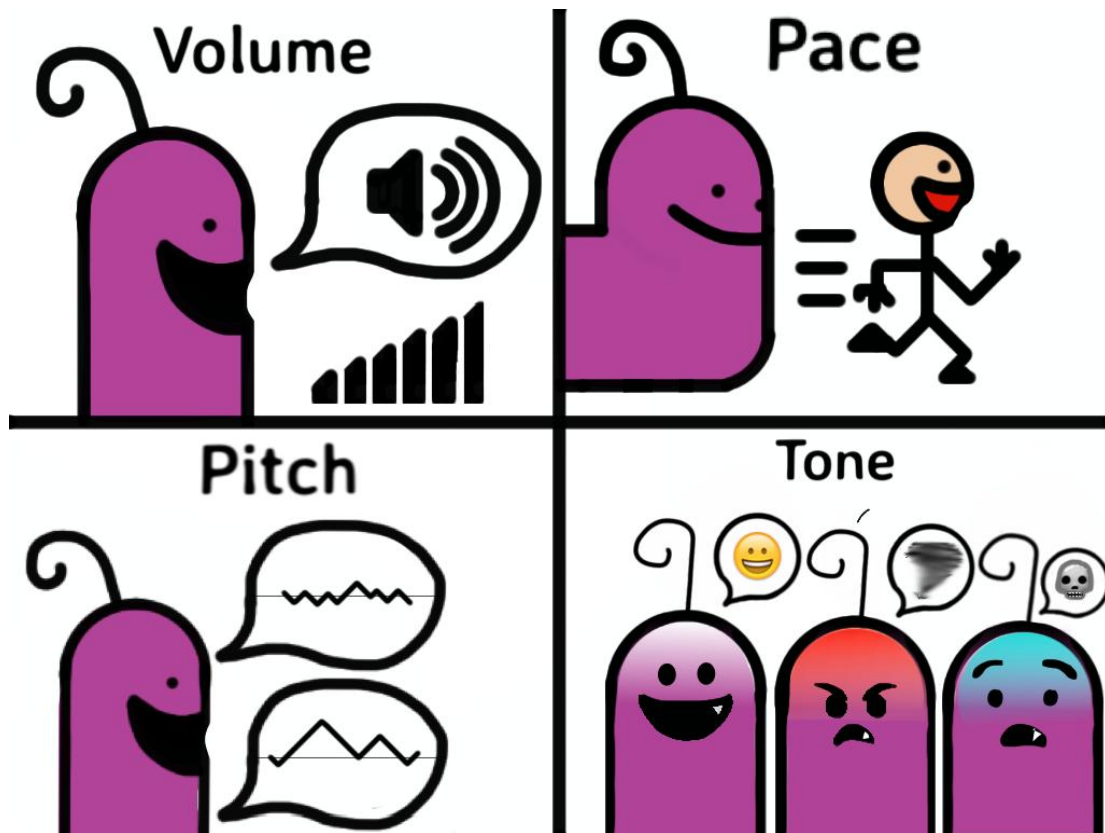
- Be loud and clear – don't be in a hurry
- Avoid unnecessary pauses and practice effective pauses
- Stress on important words
- Be clear with pronunciation
- Be confident
- Practice variations in pitch and tones
- Avoid Ahs and Uhms



As a speaker Can karaoke again

The speaker can be used independently, Turn on the microphone to perform karaoke





Definition

Paralanguage refers to **vocal elements other than words**.

Includes

- Tone
- Pitch
- Volume
- Speed
- Pause

Importance in Public Speaking

- Avoid monotone voice
- Use pauses for emphasis
- Maintain clear articulation

Viva Tip

Speak clearly with moderate speed.

9. Signs

Traffic Signs



www.englishgrammarhere.com



VectorStock

VectorStock.com/2486769



Definition

Signs are **visual symbols used to communicate messages without words.**

Types

- Regulatory signs (No Parking)
- Warning signs
- Informational signs

Engineering Relevance

- Lab safety signs
- Industrial hazard symbols
- Technical diagrams

Quick Comparison Table (Exam Revision)

Term	Meaning	Key Focus
Body Language	Overall physical behavior	Posture & gestures
Facial Expressions	Face movements	Emotions
Kinesics	Study of body movement	Gestures
Oculesics	Eye behavior	Eye contact
Proxemics	Use of space	Distance
Haptics	Touch	Handshake
Chronemics	Time use	Punctuality
Paralanguage	Voice elements	Tone & pitch
Signs	Visual symbols	Safety/Information