



Understanding Body Language

A Collection of 20 Training Activities

Edited by Jonathan Norman

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Our body language and our ability to read the non-verbal signals of those around us develop unconsciously from birth. Non-verbal signals are evidence both of the meaning behind the messages we may be trying to communicate verbally and of our state of mind.

Just as you are able to influence your state of mind with conscious action, so you can learn to consciously develop your skills of reading body language and your (self)awareness of the body language signals that you are conveying, allowing you to change them as appropriate.

This collection of 20 activities is drawn from a wide range of Gower activity manuals. This powerful body language training resource brings together exercises that use NLP, observation, mime, coaching, feedback and a number of other techniques.

The activities have been chosen to suit different styles of training and to explore as many applications and dimensions of body language as possible. All of the activities are appropriate for general interpersonal skills training. Some of them are useful for particular contexts too, such as interviewing, coaching or negotiating.

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About the Editor

Jonathan Norman is Publishing Director at Gower Publishing.

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